Real Estate Calling Stats

National Averages 2002-2011

Total Minutes Called: 4,413,053
Total Numbers of Dials: 1,107,082
Total Number of Contacts: 348,067
Total Appointments: 40,653
Total Listings Referred: 7,254
Total Follow-ups: 68,510
Total Sales: 21,544
Total Sales Amount: $4,197,866,432
Total Commission Earned: $119,407,848

Time Summary

Minutes per Dial: 3.99
Minutes per Contact: 12.68
Minutes per Appointment Set: 108.55
Minutes per Listing Referred: 608.36
Minutes per Future Follow-up: 64.41
Minutes per Sale: 204.84

Contact Summary

Contacts per Appointment: 8.56
Contacts per Listing Referred: 47.98
Contacts per Future Follow-up: 5.80
Contacts per Sale: 16.16

Dial Summary

Appointments Per Sale: 3.18
Appointment Summary
Appointments Per Sale: 1.89

Dial Summary

Dials per Contact: 3.18
Dials per Appointment: 27.23
Dials per Listing Referred: 152.62
Dials per Future Follow-up: 16.16
Dials per Sale: 51.39

Commission Summary

Commission per Dial: $107.86
Commission per Contact: $343.06
Commission per Appointment: $2,937.25
Commission per Minute: $27.06
Commission per Hour: $1,623.47

Thank you Jeramie Taber for sharing from Stan Bishop