

QubitProp

Lead capture from WhatsApp through to commission reconciliation, for South African residential agencies.

An agency loses deals in the gaps between its tools. The enquiry arrives on WhatsApp, the listing lives on a portal, the mandate expiry is in somebody's calendar, and the commission is worked out in a spreadsheet after transfer. QubitProp holds that sequence as one record, so the number at the end reconciles with the enquiry at the start.

Leads

An enquiry off a portal or a WhatsApp message becomes a lead with a source, a score and an assigned agent. The pipeline is a board: new, contacted, qualified, viewing scheduled, feedback pending. Every card carries its score, the agent who owns it and the number of days it has sat in its current stage, and the board counts the stale ones at the top, which is the number a principal actually manages by.

Buyers, tenants, sellers and landlords run as separate pipelines on the same board, because the questions differ and mixing them hides both.

Listings and mandates

The listing	Address, category, price, status and its media, held once and syndicated out to the portals rather than retyped into each.
The mandate	Expiry on the listing line, with the agent who holds it, so a mandate running out is visible while there is still time to renew it.
Compliance	Mandate status and agent FFC tracked as part of the record, not as a separate register somebody remembers to update.
Matching	Buyer requirements held against stock, so a new listing can be put in front of the people already looking for it.

Deals

A deal moves from offer through bond approval to transfer and registration, and every milestone carries the date it was reached. That is what makes a pipeline forecast worth reading: the deals in it are dated, not estimated. Conveyancing tasks, callbacks and on-show feedback sit against the deal they belong to.

Commission

Commission is calculated from the deal itself, and splits resolve across franchise, branch and agent. An agent sees earnings for the month against target with the deals behind the figure, pending and registered separately, so a conversation about a shortfall starts from the same numbers on both sides of the desk.

On a phone

Agents work from the same records on a phone: the branch position for the day, listings, open leads, viewings and tasks, a call list, and earnings against target. It is the same data as the desktop, so nothing has to be reconciled

between what an agent did in the field and what the office sees.

Built for the local market. Rand commission structures, FFC status, mandate practice and the portals South African agencies actually syndicate to. Letting runs alongside sales, with rental applications, leases and landlords in the same system.

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QubitProp, product overview. For a demonstration against your own listing and mandate data, write to us and a person will answer.