Comparative Production Report

SUMMARY
Learn how to download and interpret the *Comparative Production Report.*

IN THIS ARTICLE

Introduction

The Comparative Production report allows you to measure seasonal performance company-wide, by Location, or by agent for any given month across multiple years, as well as totals for each year. Monthly and annual figures are included for Sales Volume, Sales Average, number of transactions, and (for Commission Module subscribers) Sales Units.

Who Can Do This?

Only admins with permission to *Enter Financial Data* or *View Financial Reports* have access to run the Comparative Production report.

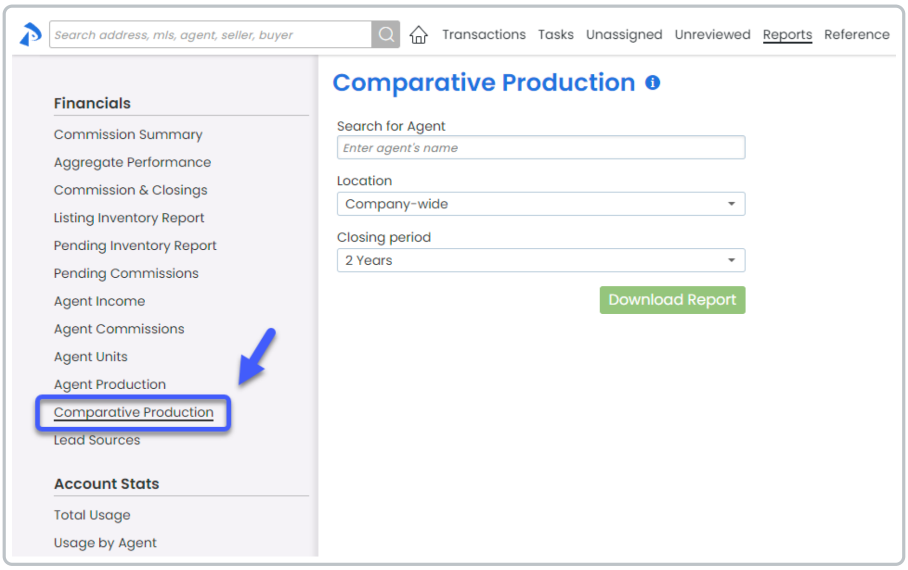
Video ?

4:23

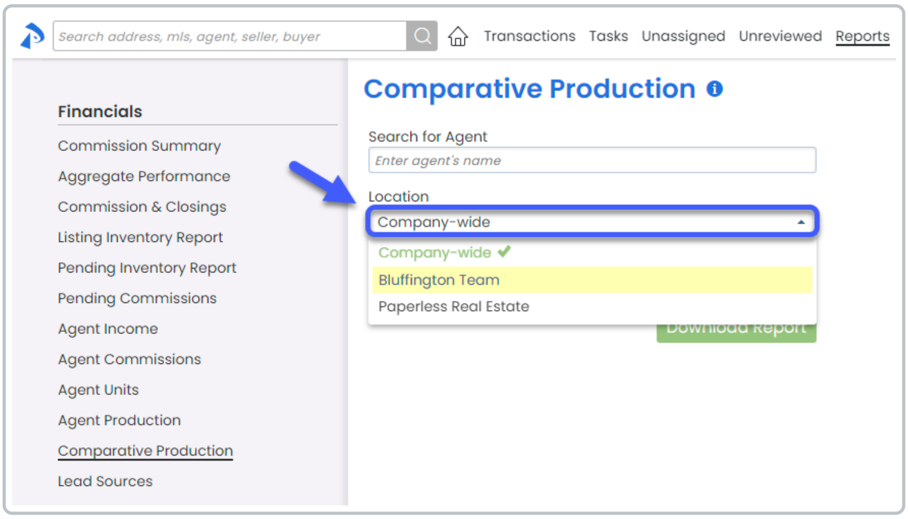
Download a Comparative Production Report

To download a Comparative Production report:

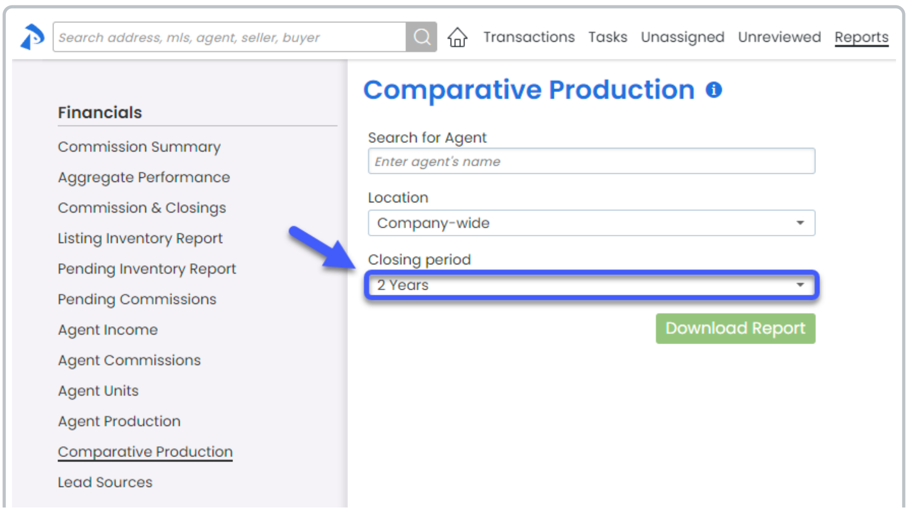
1. **Click [Reports]** from the top menu.
2. **Click [Comparative Production]** from the *Financials* section of the left menu.



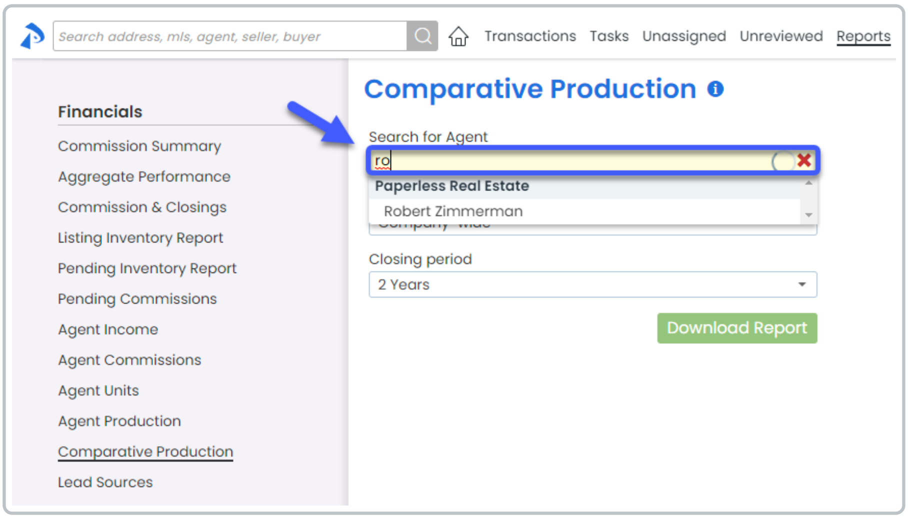
3 If your company has more than one Location in Pipeline,**select your desired Location from the dropdown list**. By default, *Company-wide* is selected.



4 **Choose your desired Closing Period range from the dropdown list** By default, *2 Years* is selected.



5 Optionally, run the report for a specific agent. LEAVE THIS FIELD BLANK TO RUN THE REPORT FOR ALL AGENTS.
To run the report by agent, start typing the agent's name then select the agentwhen they appear in the dropdown menu.



6 **Click [Download Report]**to download the report to your computer.

The report will only include figures for transactions in a*Closed* Status. If your office is subscribed to Commission Module, the report will only include *Closed* transactions where commissions have been entered.

View the Download

To view the downloaded Comparative Production report:

1 **Open the saved report in your preferred app for spreadsheets.**

Pipeline Pro Tip: To quickly expand all columns in Excel to match the width of your specific timeline's data, click the upper left master cell, then double-click any column separator.

The report will include separate sections to compare Sales Volume, Sales Average, Transactions Closed, and Sales Units.

Comparative Production

Coffee is for Closers Realty - 2014 - 2022

Sales Volume	2014	201
January	$0.00	$
% Variance		
$ Variance		$
February	$1,000,000.00	
% Variance		

Each section of the report will include:

- Separate columns for each year within your selected Closing Period.

Comparative Production

Coffee is for Closers Realty - 2014 - 2022

Report generated by Paperless Pipeline for Hollis Holc
May 11, 2022, 1:33 p.m. ET

Sales Volume	2014	2015	2016	2017	2018
January	$0.00	$700,000.00	$7,000,000.00	$1,500,000.00	$150,000.00
% Variance			900%	-79%	-90%
$ Variance		$700,000.00	$6,300,000.00	-$5,500,000.00	-$1,350,000.00
February	$1,000,000.00	$0.00	$3,000,000.00	$3,500,000.00	$4,600,000.00
% Variance				17%	31%
$ Variance		-$1,000,000.00	$3,000,000.00	$500,000.00	$1,100,000.00

- Separate rows for each month's totals including the total amount, and the amount of variance from the month in the previous year.

Comparative Production

Coffee is for Closers Realty - 2014 - 2022

Report generated by Paperless Pipeline for Hollis Holcomb
on
May 13, 2022, 2:10 p.m. ET

Sales Volume	2014	2015	2016	2017	2018	2019	2020
January	$0.00	$700,000.00	$7,000,000.00	$1,500,000.00	$150,000.00	$2,601,263.20	$1,590,000.00
% Variance			900%	-79%	-90%	1634%	-39%
$ Variance		$700,000.00	$6,300,000.00	-$5,500,000.00	-$1,350,000.00	$2,451,263.20	-$1,011,263.20
February	$1,000,000.00	$0.00	$3,000,000.00	$3,500,000.00	$4,600,000.00	$0.00	$678,000.00
% Variance				17%	31%		
$ Variance		-$1,000,000.00	$3,000,000.00	$500,000.00	$1,100,000.00	-$4,600,000.00	$678,000.00
March	$200,000.00	$0.00	$1,300,000.00	$4,000,000.00	$0.00	$1,470,000.00	$0.00
% Variance				208%			
$ Variance		-$200,000.00	$1,300,000.00	$2,700,000.00	-$4,000,000.00	$1,470,000.00	-$1,470,000.00

- At the bottom of each section, a row for each year's totals including the total amount, and the amount of variance from the previous year.

45											
46	**November**	$0.00	$1,000,000.00	$500,000.00	$1,000,000.00	$0.00	$0.00	$0.00	$3,350,000.00	$0.00
47	% Variance			-50%	100%					
48	$ Variance		$1,000,000.00	-$500,000.00	$500,000.00	-$1,000,000.00			$3,350,000.00	-$3,350,000.00
49										
50	**December**	$0.00	$12,500,000.00	$1,000,000.00	$1,000,000.00	$1,456,778.00	$3,614,999.30	$2,183,667.00	$700,000.00	$0.00
51	% Variance			-92%		46%	148%	-40%	-68%	
52	$ Variance		$12,500,000.00	-$11,500,000.00		$456,778.00	$2,158,221.30	-$1,431,332.30	-$1,483,667.00	-$700,000.00
53										
54	**Year Total**	$1,200,000.00	$38,250,062.00	$26,149,750.00	$22,200,000.00	$19,966,217.00	$7,686,262.50	$4,926,667.00	$12,069,609.00	$0.00
55	% Variance		3088%	-32%	-15%	-10%	-62%	-36%	145%	
56	$ Variance		$37,050,062.00	-$12,100,312.00	-$3,949,750.00	-$2,233,783.00	-$12,279,954.50	-$2,759,595.50	$7,142,942.00	-$12,069,609.00
57										

Data