

Comparative Production Report

SUMMARY

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

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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.

Search address, mls, agent, seller, buyer

Transactions Tasks Unassigned Unreviewed **Reports** Reference

Financials

- Commission Summary
- Aggregate Performance
- Commission & Closings
- Listing Inventory Report
- Pending Inventory Report
- Pending Commissions
- Agent Income
- Agent Commissions
- Agent Units
- Agent Production
- Comparative Production**
- Lead Sources

Account Stats

- Total Usage
- Usage by Agent

Comparative Production

Search for Agent
Enter agent's name

Location
Company-wide

Closing period
2 Years

Download Report

- 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.

Search address, mls, agent, seller, buyer

Transactions Tasks Unassigned Unreviewed **Reports**

Financials

- Commission Summary
- Aggregate Performance
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- Listing Inventory Report
- Pending Inventory Report
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Comparative Production

Search for Agent
Enter agent's name

Location
Company-wide

- Company-wide ✓
- Bluffington Team
- Paperless Real Estate

Download Report

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

Search address, mls, agent, seller, buyer

Transactions Tasks Unassigned Unreviewed **Reports**

Financials

- Commission Summary
- Aggregate Performance
- Commission & Closings
- Listing Inventory Report
- Pending Inventory Report
- Pending Commissions
- Agent Income
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Comparative Production

Search for Agent
Enter agent's name

Location
Company-wide

Closing period
2 Years

Download Report

- 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 agent when they appear in the dropdown menu.

The screenshot shows the 'Comparative Production' report interface. On the left, a sidebar lists various financial reports, with 'Comparative Production' selected. A blue arrow points to the 'Search for Agent' field, which contains the text 'ro'. A dropdown menu is open below the search field, showing 'Paperless Real Estate' and 'Robert Zimmerman'. To the right of the search field is a 'Closing period' dropdown set to '2 Years'. At the bottom right is a green 'Download Report' button.

- 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.

	A	B	C
1	Comparative Production		
2	Coffee is for Closers Realty - 2014 - 2022		
3			
4			
5	Sales Volume	2014	201
6	January	\$0.00	\$
7	% Variance		
8	\$ Variance		\$
9			
10	February	\$1,000,000.00	
11	% Variance		

Each section of the report will include:

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

	A	B	C	D	E	F
1	Comparative Production					Report generated by Paperless Pipeline for Hollis Holc
2	Coffee is for Closers Realty - 2014 - 2022					May 11, 2022, 1:33 p.m. ET
3						
4						
5	Sales Volume	2014	2015	2016	2017	2018
6	January	\$0.00	\$700,000.00	\$7,000,000.00	\$1,500,000.00	\$150,000.00
7	% Variance			900%	-79%	-90%
8	\$ Variance		\$700,000.00	\$6,300,000.00	-\$5,500,000.00	-\$1,350,000.00
9						
10	February	\$1,000,000.00	\$0.00	\$3,000,000.00	\$3,500,000.00	\$4,600,000.00
11	% Variance				17%	31%
12	\$ Variance		-\$1,000,000.00	\$3,000,000.00	\$500,000.00	\$1,100,000.00
13						

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

	A	B	C	D	E	F	G	H
1	Comparative Production				Report generated by Paperless Pipeline for Hollis Holcomb			
2	Coffee is for Closers Realty - 2014 - 2022				on			
3					May 13, 2022, 2:10 p.m. ET			
4								
5	Sales Volume	2014	2015	2016	2017	2018	2019	2020
6	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
7	% Variance			900%	-79%	-90%	1634%	-39%
8	\$ Variance		\$700,000.00	\$6,300,000.00	-\$5,500,000.00	-\$1,350,000.00	\$2,451,263.20	-\$1,011,263.20
9								
10	February	\$1,000,000.00	\$0.00	\$3,000,000.00	\$3,500,000.00	\$4,600,000.00	\$0.00	\$678,000.00
11	% Variance				17%	31%		
12	\$ Variance		-\$1,000,000.00	\$3,000,000.00	\$500,000.00	\$1,100,000.00	-\$4,600,000.00	\$678,000.00
13								
14	March	\$200,000.00	\$0.00	\$1,300,000.00	\$4,000,000.00	\$0.00	\$1,470,000.00	\$0.00
15	% Variance				208%			
16	\$ Variance		-\$200,000.00	\$1,300,000.00	\$2,700,000.00	-\$4,000,000.00	\$1,470,000.00	-\$1,470,000.00
17								

- 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.

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										