Comparative Production FAQ

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Comparative Production measures sale prices and transaction counts, never commission, and only for closed transactions. Answers to the common questions about scope, periods, and what the figures are built from.

What do the dollar figures measure?

The Sale Price entered on each transaction. Sales Volume and Sales Average are both built from that field, so the report tells you what your office sold, not what it earned.

Which transactions are included?

Closed ones only. If your office is on the Commission Module, the report narrows further to closed transactions that have commissions entered.

Does the report show commission figures?

No. It compares sales volume, sales averages, transactions closed, and sales units. For commission detail by agent, the Commission Module's reports are where that lives.

Can I run it for one agent?

Yes. Start typing the agent's name in the agent field and select them before you download. Leave it blank and the report covers everyone.

Can I run it for one location?

Yes. Pick the location from the dropdown before downloading. Company-wide is what's selected until you change it.

How many years can I compare?

As many as your Closing Period range covers. Two years is the default, and each year in the range gets its own column in every section of the report.

Who can run this report?

Master admins, plus admins granted the Enter Financial Data or View Financial Reports permission.

Learn More

See how this year stacks up against last: Comparative Production lines the same month up across several years, so seasonal patterns show themselves.

See Comparative Production

Still Have Questions?

Didn't find your answer above? Email us at help@paperlesspipeline.com and we'll help.