

Aggregate Performance FAQ

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The Aggregate Performance report summarizes a period of closed business for the whole company and ranks your top producers. Answers to the common questions about units, closings, sales volume, and what the report leaves out.

What's the difference between Total Units and Number of Closings?

Closings count transactions; units count sides. A transaction where you held both the listing and the buying side is one closing and two units. If Total Units is higher than Number of Closings, the difference is the number of dual-sided deals in that period.

Why is a closed transaction missing from the report?

It's almost always a missing CDA. A transaction has to have a CDA generated, a close date inside the period you chose, and a status in the Closed category. Miss any one of the three and it isn't counted.

Why doesn't an agent's sales volume match their sale prices?

Sales Volume is what was allocated to them, not the sale price. The figure comes from the Sales Volume field entered under Broker/Agent Commission Disbursement when commissions were saved. If a different amount was entered there, that's what the report shows.

Does the report include pending transactions?

No, it's closed business only. For deals that are under contract but not yet closed, run Pending Commissions instead.

Can I filter the report by label or transaction type?

Not on this report. Aggregate Performance filters by location and period. If you need to narrow by side or label, Commission & Closings carries those filters.

Are canceled transactions included?

It depends on how your statuses are categorized. If your Canceled status sits in the Closed category, those transactions are counted. Moving it to the Fell Through category in your transaction status settings takes them out.

Who can run this report?

Master admins, plus admins granted the View Financial Reports permission. A master admin grants it per location from the Manage Users page, so company-wide figures need the permission in every location.

Where do the top producers come from?

From the same closed transactions the totals are built on. Agents are ranked on their production within the location and period you selected.

Learn More

The whole company in one file: how many deals closed, how much came in, how much went out to agents, and who your top producers were.

See [Aggregate Performance](#)

Still Have Questions?

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