Aggregate Performance

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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.

Introduction

Somebody asks how the company did last year. Not one agent and not one deal, but the whole thing, in the shape you'd put in front of a partner or a board.

Aggregate Performance is that file. It rolls a period of closed business into one document: total closings, total sales volume, what the brokerage kept, what went out to agents, and a ranking of your most productive people. It's a summary rather than a ledger, so when you need the same period transaction by transaction, Commission & Closings is the one to run instead.

When a figure here disagrees with what a board or an MLS reports, the difference is usually in how the numbers went in at commission entry rather than in the totals themselves. That's what makes the report workable rather than fragile: every figure on the page traces back to a transaction you can open and correct, and none of it came out of a spreadsheet somebody built by hand the night before.

How It Works

Aggregate Performance reads from the CDAs you've generated, so it reflects the commissions you've actually entered rather than everything sitting on the Transactions page.

Where to Find It

It's on the **Reports** page, in the **Financials** section of the left menu.

What Gets Counted

A transaction counts when it has a CDA, a close date inside the period you chose, and a status in the Closed category. Anything in a Fell Through category stays out.

What's in the Download

The download splits into **Performance** (company-wide totals), **Brokerage** (what came to the brokerage), and **Agents** (what went to and came from agents).

Units and Closings Are Different Counts

Number of Closings counts transactions. Total Units counts sides, so a deal where you represented both the buyer and the seller is one closing and two units. When Total Units runs higher than Number of Closings, the gap is your dual-sided business.

Where Sales Volume Comes From

Sales Volume is the amount allocated to each agent when you entered commissions, not the transaction's sale price. The two match only when they were entered to match.

Your Top Producers

Alongside the totals, the report lists your top-performing agents for the period, which is where most offices get their monthly or annual top-producer numbers.

Download the Aggregate Performance Report

Pull a company-wide summary of closings, income, commission paid to agents, and top producers for a period.

Who Can Do This: Master admins, plus admins granted the View Financial Reports permission for the location. Company-wide figures need that permission in every location, including inactive ones.

To download the Aggregate Performance report:

1. Click [Reports] from the top menu.
2. Click [Aggregate Performance] from the **Financials** section of the left menu.
3. If your company has more than one location, select the **Location** you want. Company-wide is the default.
4. Choose the period you want to report on.
5. Click [Download Report].

The file downloads to your computer. Open it in your spreadsheet app to see the closed transactions for that period along with your top-performing agents.

What the Figures Mean

A few of the headline figures get asked about more than the rest.

Outside Referrals

Referral income or expense involving someone outside your company, depending on which side of the deal you were on.

Gross Commission

The total commission on the business, before any splits come out of it.

Brokerage Commissions

The brokerage's share once agent splits come out.

Agent Commissions

The agents' share of that same commission.

Total Units

Every unit granted to an agent on a CDA, counted per side rather than per transaction.

Number of Closings

Distinct closed transactions with a CDA and a close date in the period. Each one counts once, however many sides or agents it had.

Take the Same Period Line by Line

Both reports read the same closed transactions over the same window, so what changes is the grain, not the population. The per-transaction version is also where a deduction breaks out by name, which is how an office answers what one vendor was paid across a year.

The closed-business record — every closed transaction in your period, with the commission and fees your company collected and what it paid back out.

See Commission & Closings

Aggregate Performance FAQ

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.

See Aggregate Performance FAQ

Aggregate Performance Troubleshooting

Numbers not landing where you expect? Start here.

- Why Don't My Sales Volume Totals Match?
- Why Is My Commission Report Blank or Missing Transactions?