Comparative Production (Commission Module)

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Comparative Production lines the same month up across years, and on the Commission Module it adds a Sales Units section and counts only the closed transactions you've entered commissions on.

Introduction

Comparative Production answers the question every broker asks in January: is this year actually better, or does it just feel that way? Choose a range of closing periods and Pipeline sets each month beside the same month in the years around it, with the variance spelled out, so a soft spring or a strong fourth quarter reads as a pattern instead of a hunch.

Two things change once your office is on the Commission Module. The report gains a Sales Units section, and it narrows: it counts only closed transactions where commissions have been entered. A deal you closed but haven't entered commissions on stays out of the comparison, which keeps the report consistent with the rest of your Financials menu but can make a year look thinner than it was.

How It Works

The report downloads as a spreadsheet built from your closed transactions, sectioned by the figure being compared.

Where It Lives

It's in the **Financials** section of the Reports page's left menu, among the module's other reports.

What It Compares

The download carries a separate section for Sales Volume, Sales Average, Transactions Closed, and Sales Units. Sales Units is the section the Commission Module adds.

Which Transactions Are Counted

Closed transactions only, and on the Commission Module only the closed transactions that have commissions entered. Enter commissions on a deal you've already closed and it joins the comparison the next time you download.

How the Grid Reads

Every section has a column for each year in your closing period and a row for each month, showing that month's total alongside how far it varied from the same month a year earlier. A totals row for each year sits at the bottom of the section, with its own variance.

Where the Dollars Come From

Sales Volume and Sales Average are built from the Sale Price entered on each transaction, not from commission figures. This is a production report that happens to live in the Financials menu, not a commission report.

Scope

The report runs company-wide by default. You can narrow it to one location, or to a single agent, before you download.

Download a Comparative Production Report

> Choose a location, a closing period range, and optionally one agent, then download the report as a spreadsheet.

> **Who Can Do This**: Master admins, plus admins granted the Enter Financial Data or View Financial Reports permission.

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, select the location you want. Company-wide is selected by default.
4. Choose your Closing Period range. Two years is selected by default.
5. Optionally, start typing an agent's name and select them to run the report for that agent alone. Leave the field blank to include every agent.
6. Click [Download Report].

The report saves to your computer. Open it in your spreadsheet app to compare Sales Volume, Sales Average, Transactions Closed, and Sales Units side by side.

Comparative Production (Commission Module) FAQ

Comparative Production measures sale prices and transaction counts, never commission, and on the Commission Module only for closed transactions with commissions entered. Answers to the common questions about scope, periods, and what the figures are built from. See Comparative Production (Commission Module) FAQ.