

# Rank Your Agents and Find the Top Producers

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One report already ranks your top ten for you. A different metric, a longer list, your own cut: everything past that is a download and a sort.

## Introduction

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There is no ranking report in Pipeline, and there doesn't need to be for the common case: Aggregate Performance already ends with your company's top ten producers by sales volume for whatever closing period you choose. If that's the question, you're one report away from the answer with no work at all.

Past that, the shape of the answer changes — more than ten names, ranked on units instead of volume, or on what each agent actually produced for the brokerage. You download Agent Production, which puts every agent on a row with every figure in columns, and sort it on whatever you care about. It's a spreadsheet job, and it's a two-minute one.

## When to Use This

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- You're picking award winners or top producers for the year.
- Leadership wants the office ranked by something other than sales volume.
- You need more than the top ten — the whole roster, in order.
- You want to compare how many agents were producing this year against last.
- You've been building this ranking by hand every quarter.

## 1. Start With Aggregate Performance for the Top Ten

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Run it for the closing period you want — last year, last quarter, a custom range — and the top ten by sales volume is waiting at the bottom of the report, alongside the company's commission figures for the same period.

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](#)

## 2. Download Agent Production for Anything Else

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Every agent on one row, every figure in its own column. That's what makes it sortable, and sorting is the ranking.

Every agent on one page: pending and closed units, sales volume, fees, deductions, and commission, all in a single download.

See [Agent Production](#)

## 3. Sort on the Metric You Actually Mean

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Open the download and sort descending on the column that matches the question. **Total Sales Volume** for dollar production. **Closed Units** for who worked the most deals — a different list, and often a more interesting one. **Commission Produced by Agent** or the **Broker's Split** for who actually contributed most to the office, which is different again.

There's no per-agent filter on Agent Production and no way to have it produce a ranked list for you. Download it whole, delete the rows you don't want, and sort. If you're doing this every quarter, an Excel macro will do the whole sort-and-format pass in one click.

## 4. Count Your Producing Agents Across Periods

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Agent Production only includes agents who earned something in the period you ran it for. That makes it a headcount as well as a ranking: run it for two periods, compare how many rows each one has, and you have the change in the number of agents actually contributing — not the number on your roster.

See what each agent has contributed to the brokerage this period, and how far they still have to go before their next commission split.

See [Agent Contribution](#)

Don't reach for Commission & Closings here. It's organised by transaction rather than by agent, which makes it the right report for closed-business detail and the wrong one for ranking people.

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