Reports

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The Reports page holds the production and inventory reports every account has, the usage reports, the downloads, and the financial reports that arrive with the Commission Module.

Introduction

Every report on the page takes the same transactions and shapes them a different way: by listing, by pending, by period, by agent. Which reports you see depends on your role and on whether your company runs the Commission Module.

The downloads are the other half of the page. Some are ready-made; the transaction spreadsheet is shaped by whatever search and sort you ran first.

Production and Inventory

Pending and Closed at a Glance

A running snapshot of production, month by month and year by year, with a pending total.

Open the Commission Summary for a running snapshot of your pending and closed production, month by month and year by year.

See Commission Summary

The Listings You Took

How many listings came in over a period, what they were worth, and the average list price.

Track the health of your listing side: how many listings you took, what they were worth, and what the average list price was over the periods you choose.

See Listing Inventory Report

What Is Coming

The sales volume and commission sitting in deals that have not closed yet.

Forecast what's coming: the Pending Inventory Report totals the sales volume and the commissions sitting in your pending transactions.

See Pending Inventory Report

This Year Against Last

The same month lined up across years, so a slow quarter reads against the same quarter before it.

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

Usage

Everything the Account Has Done

Account-wide totals from the day you opened, a different screen from this month's quota panel.

Total Usage is the Reports page's account-wide view, counted from the day your account was created. It's a different screen from the Current Usage panel that tracks this month's billing quota.

See Total Usage

Who Is Actually Logging In

Who logs in, who uploads, and who has never signed in at all, one row per user.

Download the Usage by Agent report to see who's logging in, who's uploading, and who hasn't touched Pipeline at all.

See Usage by Agent

Downloads

Your Transactions as a Spreadsheet

Search and sort the Transactions page first, then download exactly that list.

Take your transactions out of Pipeline as a spreadsheet — search and sort first, and download exactly the list you shaped.

See Transaction Spreadsheet Downloads

Every Contact Your Office Has Added

One spreadsheet of every contact ever added to a transaction, account-wide.

Every contact your office has ever added to a transaction, in one spreadsheet you can sort, share, or load into another tool.

See Contact Export

The Whole Account in One File

Every transaction the account has ever had, every column, no row limit.

One click gives you every transaction your account has ever had, with every column, in a single file.

See Full Spreadsheet

The Lists That Download on Their Own

The user roster and a checklist timeline, each as its own spreadsheet.

Some of Pipeline's lists come out as their own spreadsheet — your user roster and a transaction's checklist timeline, ready to work with offline.

See List Downloads

Commission Module Reports

The Whole Company in One File

Deals closed, money in, money out to agents, and the top producers, for the period you choose.

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

The Closed-Business Record

Every closed transaction in the period, with the commission and fees collected and what was paid back out.

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

What Is Under Contract

The commission figures on deals that have not closed yet, with a stricter acceptance-date filter than it looks.

Look forward instead of back. Pending Commissions lists the commission figures on deals that are under contract but haven't closed yet.

See Pending Commissions

One Agent, Every Number

A single agent's transactions from gross commission down to net payable, line by line.

One agent, every number. The Agent Income report takes a single agent's transactions from gross commission down to net payable, line by line.

See Agent Income

One Agent's Commissions, the Office's View

Sales volume and commission figures for one agent over whatever period you ask for.

The office's view of one agent's commissions, with the sales volume and commission figures for whatever period you ask for.

See Agent Commissions Report

An Agent's Own Numbers

Agents pull their own figures from their profile without asking anyone.

Agents can pull their own commission figures without asking anyone. It sits in your personal profile, labeled Your Commissions.

See My Commissions Report

Sides Earned

Units are how Pipeline counts sides, and this shows how many each agent earned and from which transactions.

Units are how Pipeline counts sides. The Agent Units report shows how many each agent earned and which transactions they came from.

See Agent Units

Every Agent on One Page

Pending and closed units, sales volume, fees, deductions, and commission, in a single download.

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

See Agent Production

Progress Toward the Next Split

What each agent has contributed this period and how far they have to go before their next split.

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

Which Lead Sources Produce

Closings, commission, and sales volume broken out by where the business came from.

Find out which lead sources actually produce. Closings, commission, and sales volume are broken out by where the business came from.

See Lead Sources Report