

My Production Report

The reports under My Production track your user-specific listing and sales statistics. This section includes two reports – the Quick View and Member YTD Report. Click on the drop-down list next to My Production to choose which report you would like to view.

Click **Print** to open the statistical report in a separate window and generate a print dialog box. Under **Advanced**, click Detach to open the report in a separate window (especially useful if you would like to pull up another statistical report and compare the two) or Export Table Data if you would like to export the table information into a CSV file, which may be opened in a spreadsheet program.

The Quick View report displays your Year to Date statistics in comparison to those from the previous year. This report is generated with the listing and sales information for the current login. The first table displays your sold listings and new listings for the year to date and previous year in Units and in Volume. The difference between the two years' statistics is shown, as well as the percent difference. This table is graphically represented as two bar charts below.

The table at the right displays total Units and Volume sorted according to listing status. The figures in this table are current; they reflect all Active, Pended, and Withdrawn listings at the present moment. The two pie charts below graphically represent the figures in this table.

My Production Report
Quick View ▾
Print | Advanced ▾

Search Parameters: all listings for including activity from prior offices)

Year to Date	Units				Volume				Current Status	Units	Volume
	This Yr	Last Yr	Yr to Yr	% of Last Yr	This Yr	Last Yr	Yr to Yr	% of Last Yr			
Total Sold	1	4	-3	25	88,000	717,405	-629,405	12	Active	20	\$2,701,800
Listed/Sold	1	0	1	-	88,000	0	88,000	-	Pended	5	\$876,900
Co-op Listed	0	3	-3	0	0	616,405	-616,405	0	Withdrawn	0	\$0
Co-op Sold	0	1	-1	0	0	101,000	-101,000	0			
New	1	6	-5	17	185,000	745,900	-560,900	25			

Julianne A Douglas Sales and Listing Activity by Units
YTD, to February 25, 14:09

Julianne A Douglas Sales and Listing Activity by Volume
YTD, to February 25, 14:09

Julianne A Douglas Listings by Unit
25 Listings, February 25, 14:09

Julianne A Douglas Listings by Unit
25 Listings, February 25, 14:09

The Member YTD Report offers thorough numeric data regarding your Year-To-Date production for Active, New, Sold, Pended, Withdrawn, Canceled, and Expired listings. Within these tables you may view your levels of production in comparison to your Office and your MLS.

Search Parameters: all listings for Julianne A Douglas (including activity from prior offices)

Active Listings	Current	Office	%	Company	%	MLS	%
Units	20	173	11.6	224	8.9	0	-
Listing Sides	20.0	173.0	11.6	224.0	8.9	0	-
Volume	\$2,701,800	\$18,685,249	14.5	\$25,545,348	10.6	0	-
Average List	\$135,090	\$108,007	125.1	\$114,041	118.5	0	-
Median List	\$116,950	\$79,900	146.4	\$87,900	133.0	0	-
Average DOM	187	141	132.6	146	128.1	0	-
Average Price Change	\$-16,615	\$-22,067	75.3	\$-19,208	86.5	0	-
Average % Price Change	-12.14	-12.00	101.2	-10.98	110.6	0	-
# Extended	3	22	13.6	30	10.0	0	-
# Back on Market	2	20	10.0	25	8.0	0	-

New Listings	ThisYearYTD	LastYearYTD	Change	Change%	Office	%	Company	%	MLS	%
Units	1	6	-5	-83.3	17	5.9	20	5.0	0	-
Listing Sides	1.0	6.0	-5.0	-83.3	17.0	5.9	20.0	5.0	0	-
List Volume	\$185,000	\$745,900	-\$560,900	-75.2	\$2,117,650	8.7	\$2,451,350	7.5	0	-
Average List	\$185,000	\$124,316	\$60,684	48.8	\$124,567	148.5	\$122,567	150.9	0	-
Median List	\$185,000	\$116,450	\$68,550	58.9	\$126,000	146.8	\$122,950	150.5	0	-
Average DOM	44	62	-18	-29.0	47	93.6	47	93.6	0	-
Average Price Change	0	\$-6,000	\$6,000	100.0	0	-	0	-	0	-
Average % Price Change	0	-0.82	0.0	0	0	-	0	-	0	-
# Extended	0	0	0	-	0	-	0	-	0	-
# BackonMarket	0	0	0	-	0	-	0	-	0	-
Units (Sold)	0	3	-3	-100.0	0	-	0	-	0	-
Sides (Sold)	0	3.0	-3.0	-100.0	0	-	0	-	0	-
List Price Volume (Sold)	0	\$242,900	-\$242,900	-100.0	0	-	0	-	0	-
Sold Price Volume	0	\$233,500	-\$233,500	-100.0	0	-	0	-	0	-
Sold/List Ratio	0	96.13	-96.13	-100.0	0	-	0	-	0	-
Sold/Original List Ratio	0.00	147.88	-147.88	-100.0	0	-	0	-	0	-
Average List (Sold)	0	\$80,966	-\$80,966	-100.0	0	-	0	-	0	-
Median List (Sold)	0	\$90,000	-\$90,000	-100.0	0	-	0	-	0	-
Average Sold Price	0	\$77,833	-\$77,833	-100.0	0	-	0	-	0	-
Median Sold Price	0	\$90,000	-\$90,000	-100.0	0	-	0	-	0	-
Average DOM (Sold)	0	96	-96	-100.0	0	-	0	-	0	-
Average Price Change (Sold)	0	\$4,000	-\$4,000	-100.0	0	-	0	-	0	-
Average % Price Change (Sold)	0	13.79	-13.8	-100.1	0	-	0	-	0	-

Sold Listings	Listed / Sold	Listed Only	Sold Only	Total YTD	Last Year YTD	Change	Change %	Office	%	Company	%	MLS	%
Units	1	0	0	1	4	-3	-75.0	6	16.7	14	7.1	0	-
Listing Sides	1.0	0	0	1.0	3.0	-2.0	-66.7	3.0	33.3	4.0	25.0	0	-
Listing Sides Value	\$44,000	0	0	\$44,000	\$308,202	-\$264,202	-85.7	\$111,500	39.5	\$163,050	27.0	0	-
List Volume	\$96,000	0	0	\$96,000	\$742,900	-\$646,900	-87.1	\$871,800	11.0	\$2,200,200	4.4	0	-
Sold Sides	1.0	0	0	1.0	1.0	0.0	0.0	5.0	20.0	13.0	7.7	0	-
Sold Sides Value	\$44,000	0	0	\$44,000	\$50,500	-\$6,500	-12.9	\$332,400	13.2	\$963,900	4.6	0	-
Sold Volume	\$88,000	0	0	\$88,000	\$717,405	-\$629,405	-87.7	\$704,800	12.5	\$1,967,800	4.5	0	-
Sold/List Ratio	91.67	0	0	91.67	96.57	-4.90	-5.07	80.84	113	89.44	102.5	0	-
Sold/Original List Ratio	88.00	0	0	88.00	96.67	-7.67	-8.02	76.47	115	83.30	105.6	0	-
Average List	\$96,000	0	0	\$96,000	\$185,725	-\$89,725	-48.3	\$145,300	66	\$157,157	61.1	0	-
Median List	\$96,000	0	0	\$96,000	\$159,950	-\$63,950	-40.0	\$92,950	103	\$110,050	87.2	0	-
Average Sold	\$88,000	0	0	\$88,000	\$179,351	-\$91,351	-50.9	\$117,466	75	\$140,557	62.6	0	-
Median Sold	\$88,000	0	0	\$88,000	\$155,500	-\$67,500	-43.4	\$91,500	96	\$102,950	85.5	0	-
Average DOM	123	0	0	123	49	74	151.0	98	126	93	132	0	-
Average Price Change	\$-4,000	0	0	-\$4,000	-\$7,000	\$3,000	42.9	\$-12,475	32.1	\$-18,000	22.2	0	-
Average % Price Change	-4.00	0	0	-4.00	-1.75	-2.25	-128.57	-7.58	52.8	-10.00	40.0	0	-
# Extended	0	0	0	0	0	0	-	2	0	3	0	0	-
# Back on Market	0	0	0	0	0	0	-	0	-	1	0	0	-

Pended Listings (current)	Listed by Me	Listed by Other	Total Pended	Office	%	Company	%	MLS	%
Units	5	0	5	56	8.9	61	8.2	0	-
Listing Sides	5.0	-	5	56.0	8.9	61.0	8.2	0	-
Volume	\$876,900	0	\$876,900	\$4,834,380	18.1	\$5,327,980	16.5	0	-
Average List	\$175,380	0	\$175,380	\$86,328	203.2	\$87,343	200.8	0	-
Median List	\$150,000	0	\$150,000	\$59,900	250.4	\$60,900	246.3	0	-
Average DOM	148	0	148	85	174.1	88	168.2	0	-
Average Price Change	\$-25,220	0	-\$25,220	\$-21,840	115.5	\$-20,247	124.6	0	-
Average % Price Change	-16.41	0	-16.41	-18.88	86.9	-17.76	92.4	0	-
# Extended	0	0	0	15	0	16	0	0	-
# Back on Market	1	0	0	19	0	20	0	0	-

Withdrawn Listings	Current	Office	%	Company	%	MLS	%
Units	0	1	0	2	0	0	-
Volume	0	\$145,000	0	\$264,450	0	0	-
Average List	0	\$145,000	0	\$132,225	0	0	-
Median List	0	\$145,000	0	\$132,225	0	0	-
Average DOM	0	64	0	62	0	0	-
Average Price Change	0	0	-	\$-10,450	0	0	-
Average % Price Change	0	0	-	-8.04	0	0	-

Canceled Listings	Year to Date	Office	%	Company	%	MLS	%
Units	0	0	-	0	-	0	-
Volume	0	0	-	0	-	0	-
Average List	0	0	-	0	-	0	-
Median List	0	0	-	0	-	0	-
Average DOM	0	0	-	0	-	0	-
Average Price Change	0	0	-	0	-	0	-
Average % Price Change	0	0	-	0	-	0	-

Expired Listings	Current	Office	%	Company	%	MLS	%
Units	1	9	11.1	12	8.3	0	-
Volume	\$237,000	\$981,525	24.1	\$1,414,925	16.8	0	-
Average List	\$237,000	\$109,058	217.3	\$117,910	201.0	0	-
Median List	\$237,000	\$94,900	249.7	\$104,900	225.9	0	-
Average DOM	185	116	159.5	114	162.3	0	-
Average Price Change	\$52,000	\$3,010	1,727.6	-\$991	-	0	-
Average % Price Change	28.11	-1.37	-	-4.16	-	0	-

My Production Report Terms

Quick View

- **Year to Date**
 - **Total Sold** - total number of listings sold by the current user
 - **Listed/Sold** - number of listings that the current user both listed and sold
 - **Co-op Listed** - number of listings listed by the current user, but sold by another user
 - **Co-op Sold** - number of listings listed by another user, but sold by the current user
 - **New** - number of new listings generated by the current user
- **Current Status**
 - **Active** - number of active listings listed by the current user
 - **Pended** - total number of pending listings listed and pended by the current user
 - **Withdrawn** - user's total number of withdrawn listings

Member YTD Report

The member YTD Report divides listings into subgroups: Active, New, Sold, Pended, Withdrawn, Canceled, and Expired. The terms below will be used frequently in the Member YTD report to track statistics for each subgroup.

- **Units** - number of listings (1 unit = 1 MLS number)
- **Sides** - For each unit, there exist two sides - a Listing Side and a Selling Side. The Listing Side and Selling Side each may be further subdivided if Co-Listing or Co-Selling members are involved. The listing side value and selling side value are each one half of the sold price of the listing. For sold listings, side values are calculated using the sold price; for listings that do not have a sold price, the values are calculated using the list price. For example, a sample listing that sold at one million dollars would break down like this:

Sample Listing	
Sold Price: \$1,000,000	
1 Listing Side \$500,000	1 Selling Side \$500,000

- **Listing Sides** - number of listing sides (one side per unit listed where no co-listing member is involved, one-half listing side per unit where a co-listing member is involved)
- **Sold Sides** - number of sold sides (one side per unit sold where no co-selling member is involved, one-half side per unit where a co-selling member is involved)
- **List Volume** - total of list prices for user's listings
- **Sold Volume** - total of sold prices for user's listings
- **Average List** - average (list volume divided by # of listings) list price
- **Median List** - median (central value in a list of numbers) list price
- **Average DOM** - average Days on Market calculated as the number of days between begin date and pended date

- **Average Price Change** - total value of price changes divided by number of listings with changed prices - includes only listings where prices were changed; negative numbers indicate downward changes, and positive numbers indicate upward changes
- **Average % Price Change** - includes only listings where list prices were changed - reflects the average percent change from original list price to current list price; negative numbers indicate downward changes, and positive numbers indicate upward changes
- **# Extended** - number of listings that have been extended
- **# Back on Market** - number of listings that have been withdrawn and come back on the market
- **List/Sold Ratio** - the relationship between the list price and sold price; a 98% list/sold ratio means that, on average, properties sold for 98% of their list prices
- **(Sold)** - used in the New Listings table, indicates that the statistic tracks listings which were new listings and have sold