Metro MLS Year End Statistics Boot Camp



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 The figures in this table are current; they reflect all Active, Pended, and Withdrawn listings at the present moment.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.



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Member YTD Report offers thorough numeric data regarding your Year-To-Date production for Active, New, Sold, Pended, Withdrawn, Canceled, and Expired listings.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.

		Cassal D	ara0 °	etings fr	e_ 1	dina activity f	an niar -#-					
		Search Paramet	ers: all li	stings for	(inclu	ding activity fr	om prior offices)				
Active Listin	ngs	Cu	irrent		Office	%		Company		%	ML	
Units Listing Sides				20 20.0	173	73 3.0	11.6 11.6		224 224.0	8.9 8.9		0 -
Volume			\$2,701,800 \$135,090		\$18,685,2		14.5	\$25.5	45,348	10.6		0 -
Average List					\$108,0		125.1		14,041	118.5		0 -
Median List			\$11	6,950	\$79,9		146.4	\$87,900		133.0		0 -
Average DOM Average Price Change			e 1	187 6,615	\$-22,0		132.6 75.3	146 \$-19,208		128.1 86.5		0 -
Average % Price Change			-12.14				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	Last	YearYTD	Change (Change%	Office	%	Comp	any	%	MLS %
Units		1		6	-5	-83.3		17 5.9	•	20	5.0	0 -
Listing Sides List Volume		1.0 \$185,000		6.0 \$745,900	-5.0 \$-560,900	-83.3 -75.2	17 \$2,117,6		\$2.4	20.0	5.0 7.5	0 -
Average List		\$185,000		\$124,316	\$60,684	48.8	\$124,5			22,567	150.9	0 -
Median List		\$185,000		\$116,450	\$68,550	58.9	\$126,0		\$1	22,950	150.5	0 -
Average DOM		44		62	-18	-29.0		47 93.6		47	93.6	0 -
Average Price Change Average % Price Change		0		\$-6,000 0.82	\$6,000 0.0	100.0		0 -		0	-	0 -
# Extended		0		0.62	0.0	-		0 -		0		0 -
# BackonMarket		0		0	0	-		0 -		0	-	0 -
Units (Sold)		0		3	-3	-100.0		0 -		0	-	0 -
Sides (Sold) List Price Volume (Sold)		0		3.0 \$242,900	-3.0 \$-242,900	-100.0 -100.0		0 -		0	-	0 -
Sold Price Volume		0		\$242,900	\$-242,900 \$-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) Median List (Sold)		0		\$80,966 \$90,000	\$-80,966 \$-90,000	-100.0 -100.0		0 -		0	-	0 -
Average Sold Price		0		\$77,833	\$-90,000 \$-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) Average % Price Change (Sold)		0		\$4,000 13.79	\$-4,000 -13.8	-100.0 -100.1		0 -		0	-	0 -
		U		10.73	13.0	130.1		-		•	-	
	Listed / Sold		d Only	Total YTD	Last Year YTD	Change	Change %	Office		ompany	%	MLS %
Units	1.0	0	0	1 1.0	3.0	-3 -2.0	-75.0 -66.7	6 3.0	16.7 33.3	14 4.0	7.1 25.0	0 -
Listing Sides Listing Sides Value	\$44,000	0	0	\$44,000	\$308,202	\$-264,202	-66.7 -85.7	\$111,500	39.5	\$163,050	25.0	0 -
List Volume	\$96,000	0	0	\$96,000	\$742,900	\$-646,900	-87.1	\$871,800		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 Sold Volume	\$44,000 \$88,000	0	0	\$44,000 \$88,000	\$50,500 \$717,405	\$-6,500 \$-629,405	-12.9 -87.7	\$332,400 \$704,800	13.2 12.5	\$963,900 \$1,967,800	4.6 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	95.67	-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 Average Sold	\$96,000 \$88,000	0	0	\$96,000 \$88,000	\$159,950 \$179,351	\$-63,950 \$-91,351	-40.0 -50.9	\$92,950 \$117,466	103 75	\$110,050 \$140,557	87.2 62.6	0 -
Median Sold	\$88,000	0	0	\$88,000	\$179,351 \$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 # Extended	-4.00 0	0	0	-4.00" 0	-1.75 0	-2.25 0	-128.57	-7.58 2	52.8	-10.00 3	40.0 0	0 -
# Back on Market	0	0	0	0	0	0	-	0	-	1	0	
Pended Listings (curren Units	ity	Listed by Me	Listed	l by Other	Total Pended	5	Office 56	% 8.9	Company	61	8.2	MLS % 0 -
Listing Sides Volume		5.0 \$876.900			- S876	5 900	56.0 \$4.834.380	8.9 18.1		61.0	8.2 16.5	0 -
Volume Average List		\$876,900 \$175,380		(5,380	\$4,834,380 \$86,328	18.1 203.2			16.5 200.8	0 -
Median List		\$150,000		(\$150	0,000	\$59,900	250.4		,900	246.3	0 -
Average DOM		148		(148	85	174.1			168.2	0 -
Average Price Change Average % Price Change		\$-25,220 -16.41		(5,220 16.41	\$-21,840 -18.88	115.5 86.9	\$-20 -1	7.76	124.6 92.4	0 -
# Extended		-10.41		(0	15	00.9	-	16	0	0 -
# Back on Market		1		(0	19	0		20	0	0 -
Withdra	awn Listings			Current	Offi 0	ce 1	% 0	Company	2	%	MLS	0 -
Volume					0	\$145,000			\$264,450	0		0 -
Average List					0	\$145,000	0		\$132,225	0		0 -
Median List					0	\$145,000			\$132,225	0		0 -
Average DOM Average Price Change					0	64 0			\$-10.450	0		0 -
Average % Price Change					0	C			-8.04	0		0 -
Cancel	led Listings			Year to D	ate	Office	%	Compan	y	%	MLS	%
Units	J -				0		0 -		0	-		0 -
Volume 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					U		v -		0	-		U -
Expired Lis Units	tings	C	Current	1	Office 9	%	11.1	Company	12	% 23	ML!	S %
Volume			\$23	1 37,000	\$981,525		11.1 24.1	\$1,414	12 1,925	8.3 16.8		0 -
Average List			\$23	37,000	\$109,058	2	17.3	\$117	,910	201.0		0 -
			\$23	37,000	\$94,900	2	49.7	\$104	900	225.9		0 -
Median List Average DOM				185	116		59.5		114	162.3		0 -

My Production Report Terms

Quick View

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

Broker Inventory Report

The Broker Inventory Report will generate a "snapshot" view of all member and office listing activity that falls within a selected time frame. To run the report, click on **Statistics** in the main menu tree and click on **Inventory Reports**. Now select **Broker Inventory** from the report list.

Inventory and Production Reports Click a report name to run the report Report Description **Broker Inventory** View Sample **Broker Inventory** This report tracks agent and office listing activity and sales volume. The report provides both listing details and summary statistics, including transaction sides, cooperative sales, and volumes. My Listings to Expire ■View Sample **New Listing** View Sample Sales Activity by Property Type View Sample Agent Listing and Sales Summary **■View Sample** View Sample Production Report

On the Broker Inventory Report screen, enter the date range for which you want to run the report and the report type, and then click **Next**. If you are using an office account, select the member(s) that you want to include in the report from the list. If you want to run the report for all members, choose that option by selecting the radio button.

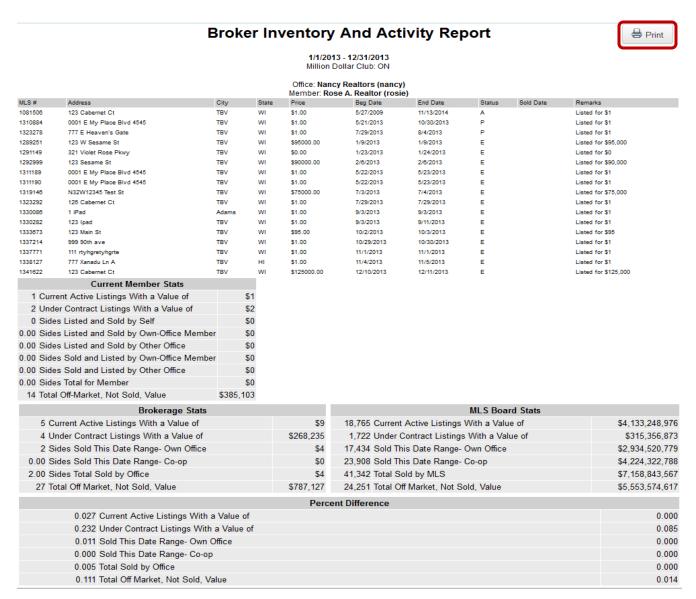
You may also choose to filter this report using a Quick Search. There are three report types:

- 1. **Standard Report Totals** generates a basic list breaking down first by office and then member.
- 2. **Show Company Office Totals** generates totals first by the company and then by all offices below.
- 3. **Member Totals Only** will not show totals for the office or MLS only for the member.

The **Million Dollar Club** option will calculate any sales for which a Member is both the listing and selling agent will count as double volume. If the Million Dollar Club is not turned on, those sales will only be counted at their regular volume.



Click **Next** when you have made your choices. Your report will display and can be printed.



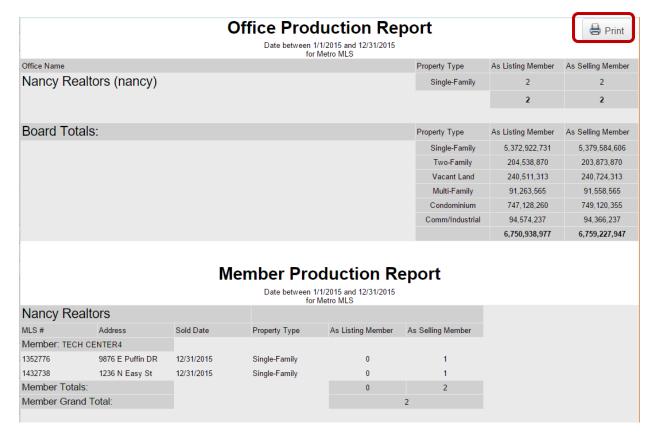
Production Report

The Production Report can be run, for a specific time period and property types, as an agent to get that agent's production, or run as an office to display the office's data as a whole, or to run individual agents under that office. The report will start with the office's general production organized by property type, with columns for listing member or selling member totals. Next, it displays the same information for Metro MLS as a whole. Last, is the Member Production Report section, which displays the individual list numbers, property addresses, sold date, property types, and if it was sold as a listing member or a selling member. The agent may also choose to include prior office activity.

Production Report



Click **Next** when you have made your choices. Your report will display and can be printed.



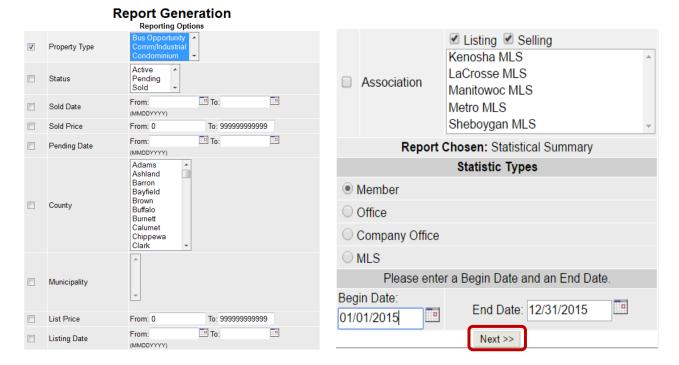
Statistical Summaries

The Statistical Summaries Report generates a summary of activity in a date range. The Report displays: Total, Total List Volume, Median List Price, Average List Price, Total Sold Volume, Average Sold Price, and Sold Price to List Price ratio. This report can be run for Company/Office/Agent and the entire MLS. To run the report, click on **Statistics** in the main menu tree and click on **Statistical Reports**. In the report list, click **Statistical Summaries**.

Click a report name to run the report Report Description Statistical Summaries Statistical Summaries View Sample This report provides summary statistics for sales, including breakdowns for co-listings and list/sale, in addition to stats for new, expired and other statuses during the time period specified. View Sample Terms Market Penetration View Sample View Sample Market Comparison Days On Market View Sample Price Range Statistics View Sample View Sample Managerial Statistics

Inventory and Production Reports

On the Report Generation screen, enter your desired reporting options – be mindful about what you would like for your report to include. After making your desired selections, click **Next**.



If you are running the report using the office's account, you can make selections for specific agents. Click **Next** when you have made your choices. Your report will display and can be printed.

Summary Statistics



Statistics For Entire MLS
As of Wednesday, April 9, 2014 11:52:04 AM
From 1/1/2013 to 12/31/2013

Search Parameters: Property types Bus Opportunity, Comm/Industrial, Condominium, Multi-Family, Single-Family, Two-Family, Vacant Land;

	Total	Total List Volume	Median List Price	Average List Price	DOM	CDOM	Total Sold Volume	Median Sold Price	Average Sold Price	SP/LP	SP/OLI
Sold	32,308	\$5,984,330,941	\$149,900	\$185,227	122	160	\$5,691,474,246	\$143,000	\$176,163	95.11	90.9
List/Sold	8,436	\$1,572,228,980	\$134,900	\$186,371	167	216	\$1,467,121,649	\$128,000	\$173,912	93.31	88.42
Co-Broker	23,872	\$4,412,101,961	\$150,000	\$184,823	106	141	\$4,224,352,597	\$147,900	\$176,958	95.74	91.80
New	53,860	\$11,267,124,578	\$149,900	\$209,192	124	167					
Pending	32,175	\$5,981,607,357	\$149,900	\$185,908	121	160					
Withdrawn	871	\$209,968,118	\$179,000	\$241,065	149	1					
Cancelled	0	\$0	\$0	\$0	0	0					
Expired	29,555	\$6,611,199,538	\$144,900	\$223,691	1	1					
Back On Market	8,247	\$1,625,436,314	\$119,900	\$197,094	1	544					
Extended	26,636	\$5,710,484,234	\$130,000	\$214,389	1	1					
Active In Range	45,084	\$10,033,122,985	\$139,900	\$222,542	431	496					
Current Active	12,488	\$2,746,531,905	\$124,500	\$219,933	446	520					