Statistics

Statistics is the segment of the program where you can run numerous types of reports regarding your personal sales data, data for your office or company, or for MLS as a whole. The Statistics menu is broken down into the two following sections, along with the sub-report types housed in each.

NOTE: You cannot obtain statistics data for agents not a part of your office/company. See the Hint at the end of this section for more information.

Inventory Reports

Inventory Reports allow you to track your personal inventory data, your office's, or company office's (if applicable) inventory data. Below, are listed the four available reports.

Broker Inventory Report

The Broker Inventory 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. This report will also include data from prior offices.

My Listings to Expire

The My Listings to Expire report allows you to forecast which of your listings will expire in a time period specified.

New Listing

The New Listing report lists details for individual listings new during the time period specified and indicates whether the listings were extended or not.

Sales Activity by Property Type

This report presents sales summary statistics (totals, volumes, averages) for both a specified period and year to date, so you can see both current activity and compare that activity to another time period.

Agent Listing and Sales Summary

This report provides summary statistics (sides, volume and percentage) for listings and sales by agent during the time period specified.

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Production Report

This report lists all sold listings for the specified period.

Statistical Reports

Statistical Reports allow you to run reports to gather data based on a wide number of variables of your choosing. Below, are listed the seven available reports.

Statistical Summaries

Statistical Summaries lists 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. 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.

Terms

The Terms report allows you to view and print the Terms of Sale in a date range. The report displays: Number of Sales, Total Percent, Total List Price, Average List Price, Average Sold Price, and Sold Price to List Price ratio. This report can be run for Company/Office/Agent and the entire MLS.

Market Penetration

The Market Penetration report allows agents to view their listing and sale activity compared to their office or compared to the MLS as a whole for a specified date range and property type. The report displays: New, Pending, and Sold information comparisons. When the report is run for an Agent, the report can compare the Agent to the Office, Company or the entire MLS. When the report is run for an Office, the report can compare the Office to the Company or the entire MLS. When the report is run for a Company, the report can compare the Company to the entire MLS. This can also be filtered by things like Municipality, County, Price Range and others. If you select Market Share, the report will rank Company/Office/Agent (s), based on Listings, Sales, Listings and Sales, or Listings or Sales. You can choose how many Company/Office/Agent (s) you would like the report to contain.

Market Comparison

The Market Comparison report allows agents to compare their productivity year over year. The report displays: Number of New and Sold listings, Dollar Volume of New and Sold listings and Median Price. This report can be run for Company/Office/Agent and the entire MLS.

Days on Market

The Days on Market report summarizes days on market statistics for your sales. The report displays: Number of Sales, Terms of Sales, Average Days on Market, and Average Days to Close. This report can be run for Company/Office/Agent and the entire MLS.

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Price Range Statistics

The Price Range Statistics report summarizes your sales by price range. The report will display Active, Pending, Sold, Withdrawn, and Expired activity in a date range. The report displays: List Price Range, Number of Listings, Highest Price, Median Price, Lowest Price, and Average Days on Market. This report can be run for Company/Office/Agent and the entire MLS.

Managerial Statistics

The Managerial Statistics report summarizes the agent's or office's sales and listing activity, as well as provides market share data for your selected date range. For Current Active Listings the report displays: Number, Average List Price, and Median List Price. For Sold Listings the report displays: Average Sale Price, Median Sale Price, Average List Price, Median List Price, Percent of List Price to Sold Price, Number of Units Sold, and Dollar Amount Sold. This report can be run for Company/Office/Agent.

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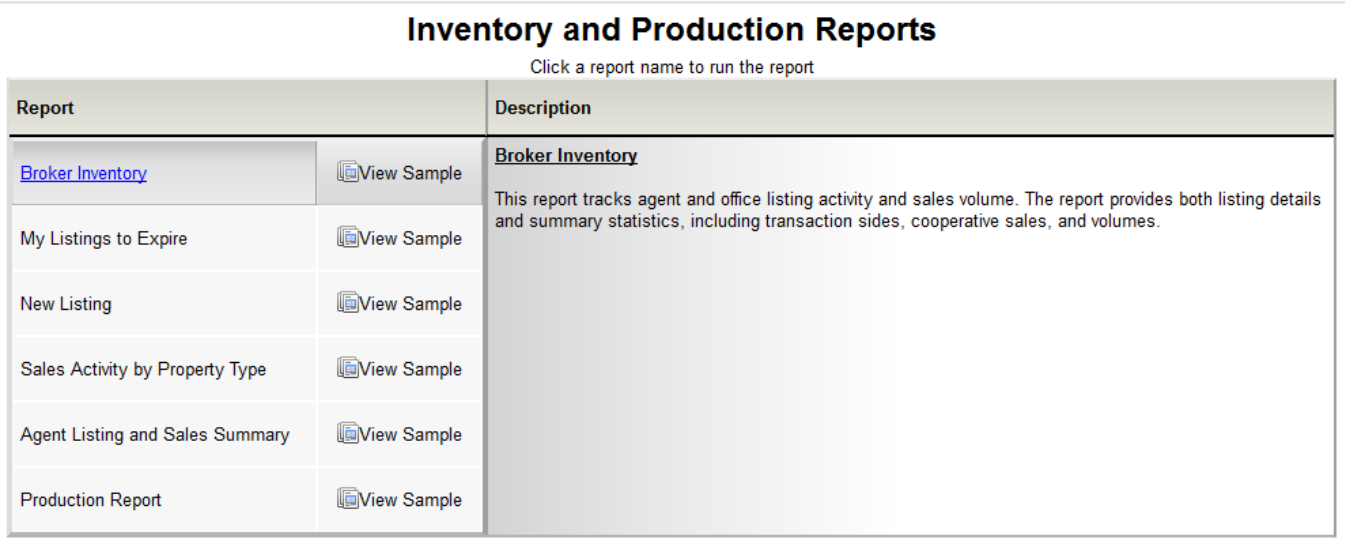
Inventory Reports

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.



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.

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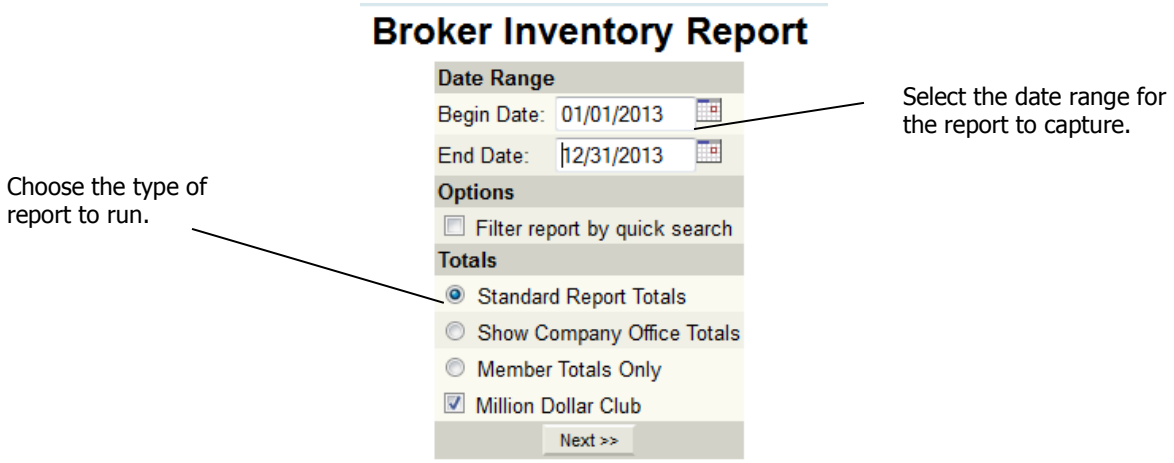

Click **Next** when you have made your choices. Your report will display and can be printed.

Broker Inventory And Activity Report

Print

1/1/2013 - 12/31/2013
Million Dollar Club: ON

Office: **Nancy Realtors (nancy)**
Member: **Rose A. Realtor (rosie)**

MLS #	Address	City	State	Price	Beg Date	End Date	Status	Sold Date	Remarks
1081506	123 Cabernet Ct	TBV	WI	$1.00	5/27/2009	11/13/2014	A		Listed for $1
1310884	0001 E My Place Blvd 4545	TBV	WI	$1.00	5/21/2013	10/30/2013	P		Listed for $1
1323278	777 E Heaven's Gate	TBV	WI	$1.00	7/29/2013	8/4/2013	P		Listed for $1
1289251	123 W Sesame St	TBV	WI	$95000.00	1/9/2013	1/9/2013	E		Listed for $95,000
1291149	321 Violet Rose Pkwy	TBV	WI	$0.00	1/23/2013	1/24/2013	E		Listed for $0
1292999	123 Sesame St	TBV	WI	$90000.00	2/6/2013	2/6/2013	E		Listed for $90,000
1311189	0001 E My Place Blvd 4545	TBV	WI	$1.00	5/22/2013	5/23/2013	E		Listed for $1
1311190	0001 E My Place Blvd 4545	TBV	WI	$1.00	5/22/2013	5/23/2013	E		Listed for $1
1319146	N32W12345 Test St	TBV	WI	$75000.00	7/3/2013	7/4/2013	E		Listed for $75,000
1323292	126 Cabernet Ct	TBV	WI	$1.00	7/29/2013	7/29/2013	E		Listed for $1
1330086	1 iPad	Adams	WI	$1.00	9/3/2013	9/3/2013	E		Listed for $1
1330282	123 Ipad	TBV	WI	$1.00	9/3/2013	9/11/2013	E		Listed for $1
1333673	123 Main St	TBV	WI	$95.00	10/2/2013	10/3/2013	E		Listed for $95
1337214	999 90th ave	TBV	WI	$1.00	10/29/2013	10/30/2013	E		Listed for $1
1337771	111 rtyhgretyhgrte	TBV	WI	$1.00	11/1/2013	11/1/2013	E		Listed for $1
1338127	777 Xanadu Ln A	TBV	HI	$1.00	11/4/2013	11/5/2013	E		Listed for $1
1341622	123 Cabernet Ct	TBV	WI	$125000.00	12/10/2013	12/11/2013	E		Listed for $125,000

Current Member Stats		
1	Current Active Listings With a Value of	$1
2	Under Contract Listings With a Value of	$2
0	Sides Listed and Sold by Self	$0
0.00	Sides Listed and Sold by Own-Office Member	$0
0.00	Sides Listed and Sold by Other Office	$0
0.00	Sides Sold and Listed by Own-Office Member	$0
0.00	Sides Sold and Listed by Other Office	$0
0.00	Sides Total for Member	$0
14	Total Off-Market, Not Sold, Value	$385,103

Brokerage Stats		
5	Current Active Listings With a Value of	$9
4	Under Contract Listings With a Value of	$268,235
2	Sides Sold This Date Range- Own Office	$4
0.00	Sides Sold This Date Range- Co-op	$0
2.00	Sides Total Sold by Office	$4
27	Total Off Market, Not Sold, Value	$787,127

MLS Board Stats		
18,765	Current Active Listings With a Value of	$4,133,248,976
1,722	Under Contract Listings With a Value of	$315,356,873
17,434	Sold This Date Range- Own Office	$2,934,520,779
23,908	Sold This Date Range- Co-op	$4,224,322,788
41,342	Total Sold by MLS	$7,158,843,567
24,251	Total Off Market, Not Sold, Value	$5,553,574,617

Percent Difference		
0.027	Current Active Listings With a Value of	0.000
0.232	Under Contract Listings With a Value of	0.085
0.011	Sold This Date Range- Own Office	0.000
0.000	Sold This Date Range- Co-op	0.000
0.005	Total Sold by Office	0.000
0.111	Total Off Market, Not Sold, Value	0.014

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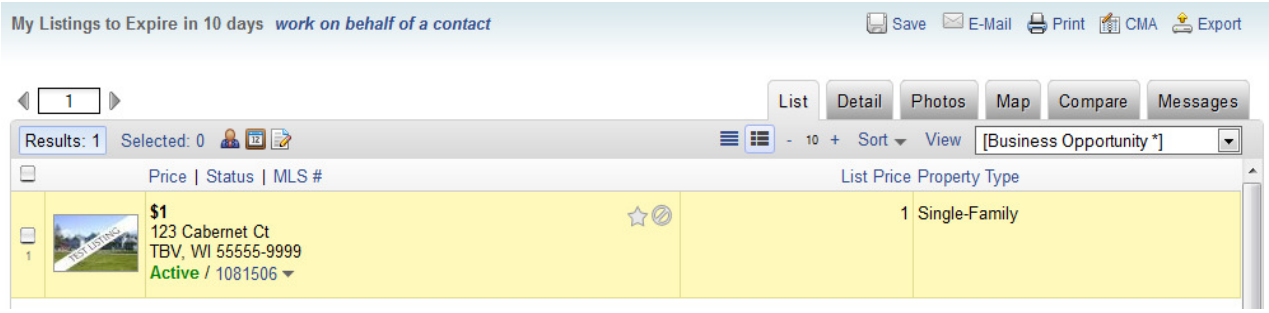
MLS Listings to Expire

The My Listings to Expire Report will present all your listings that will expire within a set time frame. Choose to run the report by a set time frame of days or a date range by checking the radio button next to the option that you want. This report is generated in the form of the Search Results page.

If using an office account, select the member(s) for which you wish to compile the list. To run the report for all members, click the radio button next to that option. If you want to compile the report for all members, click the radio button next to that option. Click **Next** to proceed.

All of the matching listings will be displayed in the Search Results screen.



New Listing Report

The New Listing Report will generate a list of all your new listings in the MLS within a selected time frame. To run the report, enter your desired date range. Select whether the date range applies to the Listing Date or the date the listing was entered into FlexMLS. Check whether you would like to view the End Date and click **Next**. If you are using the office account, select the member(s) to include. If you want to compile the report for all members, click the radio button next to that option. Click **Next** to proceed. Your listings will be displayed on the screen and can be printed.

NOTE: Co-Listing Member is not an option for our MLS.

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New Listing Report

Date Range	
Begin Date:	03/09/2014
End Date:	04/09/2014
Date Range Applies To	
◉ Listing's Begin Date (Listing Date)	
○ Date Listing Entered Into System	
Options	
☑ Display End Date	
☐ Include Co-Listing Member	
Next >>	

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

New Listing Report for 3/9/2014 - 4/9/2014 Print

Office: **Nancy Realtors(nancy)**
Member: **Rose A. Realtor**

MLS #	Address	New/Extended	Begin Date	End Date	Status	List Price	Sold Price	Property Type
1357772	123 Zanadu TBV, HI 99999-1234	New	04/09/2014	04/10/2014	A	111		Condominium
1081506	123 Cabernet Ct TBV, WI 55555-9999	Extended	05/27/2009	11/18/2014	A	1		Single-Family
		Member Total	New: 1			Extensions: 1		
		Office Total			New: 1			Extensions: 1

Totals

1 New Listings
1 Extensions

Sales Activity by Property Type Report

The Sales Activity by Property Type Report compares the activity for all property types within a selected time frame versus the activity year to date for the MLS. To run the report, enter your desired Listing Date and YTD ranges for your report. 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.

Sales Activity by Property Type Report

Listing Date Range	
Begin Date:	3/9/2014
End Date:	4/9/2014
Year to Date Range	
YTD Begin Date:	1/1/2014
YTD End Date:	4/9/2014
Next >>	

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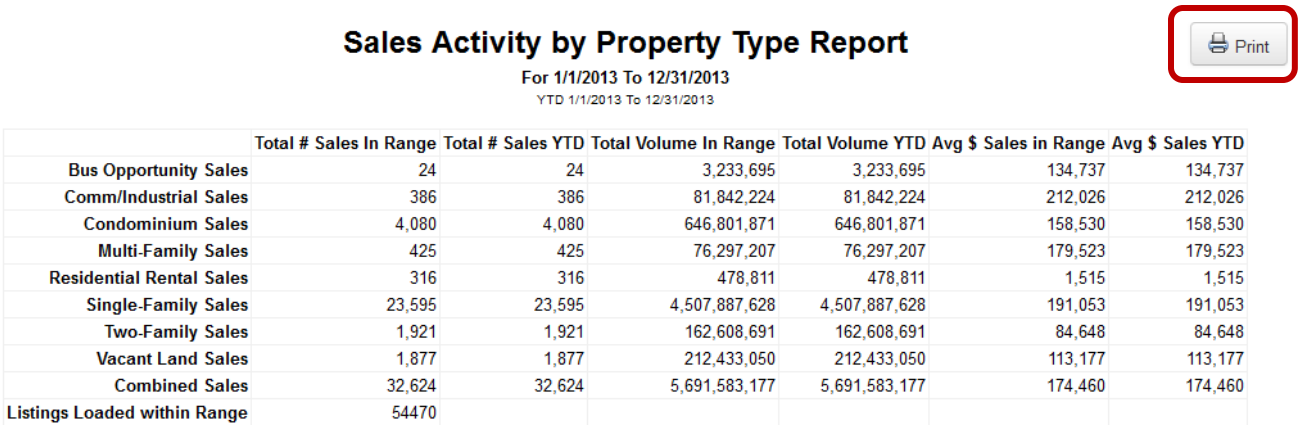
Click **Next** when you have made your choices. Your report will display and can be printed.



Sales Activity by Property Type Report

For 1/1/2013 To 12/31/2013

YTD 1/1/2013 To 12/31/2013

	Total # Sales In Range	Total # Sales YTD	Total Volume In Range	Total Volume YTD	Avg $ Sales in Range	Avg $ Sales YTD
Bus Opportunity Sales	24	24	3,233,695	3,233,695	134,737	134,737
Comm/Industrial Sales	386	386	81,842,224	81,842,224	212,026	212,026
Condominium Sales	4,080	4,080	646,801,871	646,801,871	158,530	158,530
Multi-Family Sales	425	425	76,297,207	76,297,207	179,523	179,523
Residential Rental Sales	316	316	478,811	478,811	1,515	1,515
Single-Family Sales	23,595	23,595	4,507,887,628	4,507,887,628	191,053	191,053
Two-Family Sales	1,921	1,921	162,608,691	162,608,691	84,648	84,648
Vacant Land Sales	1,877	1,877	212,433,050	212,433,050	113,177	113,177
Combined Sales	32,624	32,624	5,691,583,177	5,691,583,177	174,460	174,460
Listings Loaded within Range	54470					

Agent Listing and Sales Summary

The Agent Listing and Sales Summary provides summary statistics (sides, volume, and percentage of total MLS production) for listings and sales by agent during the time period specified. To run the report, enter your desired date range. You can tailor your results using the 'Filter by Quick Search' option; you may also have your results created in a .CSV file format by selecting the 'Generate CSV File' option. 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.

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

Agent Listing and Sales Summary

From 1/1/2013 to 12/31/2013

			Listing Sides			Sale Sides			Total Sides		
Agent	Broker	Broker Phone	Units	Dollars	%	Units	Dollars	%	Units	Dollars	%
Realtor, Rose A.	Nancy Realtors	(414) 778-5450	0	0	0	0	0	0	0	0	0
Total			0	0	0	0	0	0	0	0	0

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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

Date Range

Begin Date: 01/01/2013

End Date: 12/31/2013

Report Filter

- (•) Property Type
- [x] Single-Family
- [x] Two-Family
- [x] Vacant Land
- [x] Multi-Family
- [x] Bus Opportunity
- [x] Condominium
- [x] Comm/Industrial
- [ ] Residential Rental
- ( ) Quick Search

Next >>

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

Office Production Report

Print

Date between 1/1/2013 and 4/9/2014
for Metro MLS

Office Name	Property Type	As Listing Member	As Selling Member
Nancy Realtors (nancy)	Single-Family	2	2
	Condominium	1	0
		3	**2**

Board Totals:	Property Type	As Listing Member	As Selling Member
	Single-Family	5,159,502,893	5,170,069,861
	Two-Family	193,756,509	193,434,546
	Vacant Land	251,991,204	252,256,729
	Multi-Family	91,707,853	92,152,853
	Bus Opportunity	3,384,695	3,384,695
	Condominium	750,907,005	751,298,206
	Comm/Industrial	103,731,199	103,079,799
		6,554,981,358	**6,565,676,689**

Member Production Report

Date between 1/1/2013 and 4/9/2014
for Metro MLS

Nancy Realtors					
MLS #	Address	Sold Date	Property Type	As Listing Member	As Selling Member
Member: Rose A. Realtor					
1357772	123 Zanadu	4/9/2014	Condominium	1	0
Member Totals:				1	0
Member Grand Total:				1	

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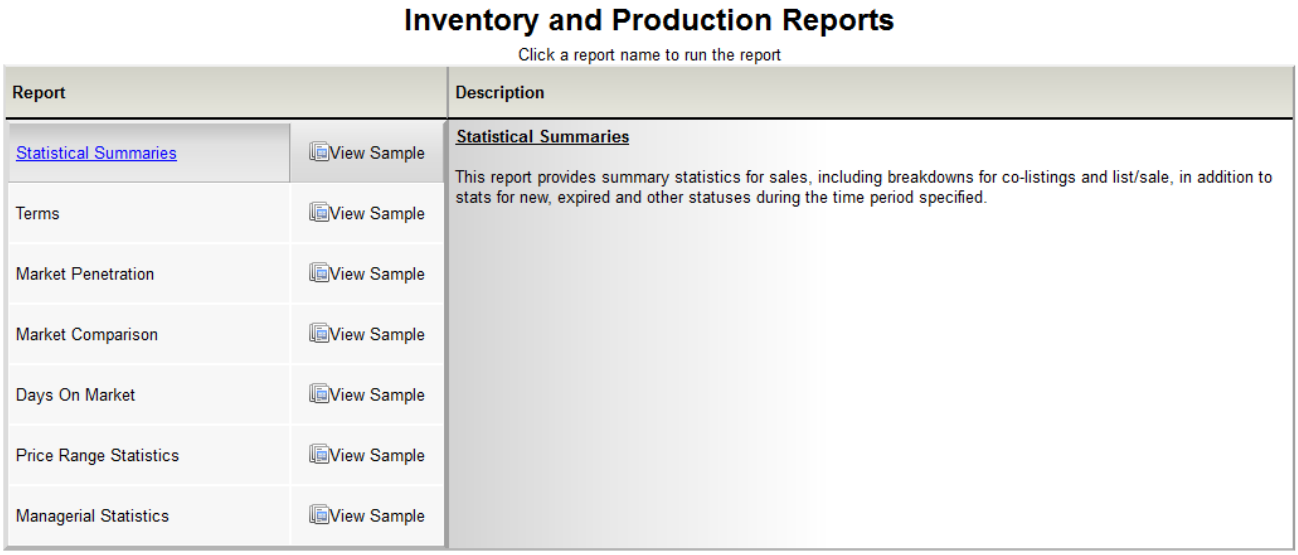
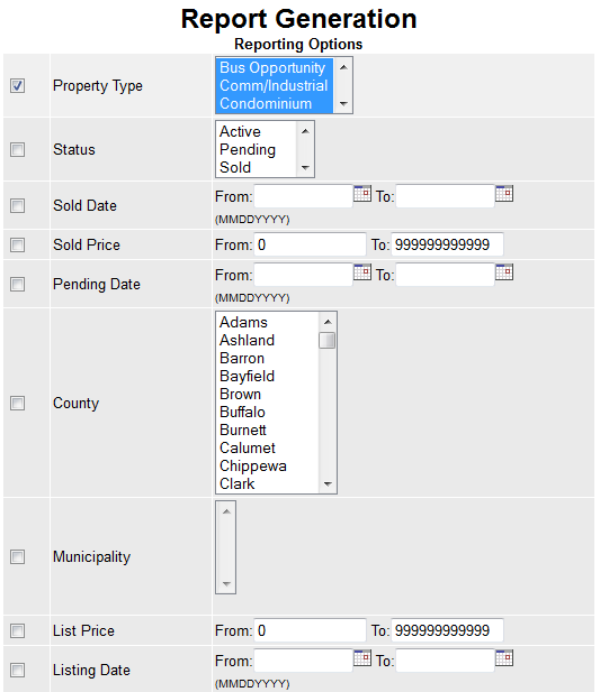
Statistical Reports

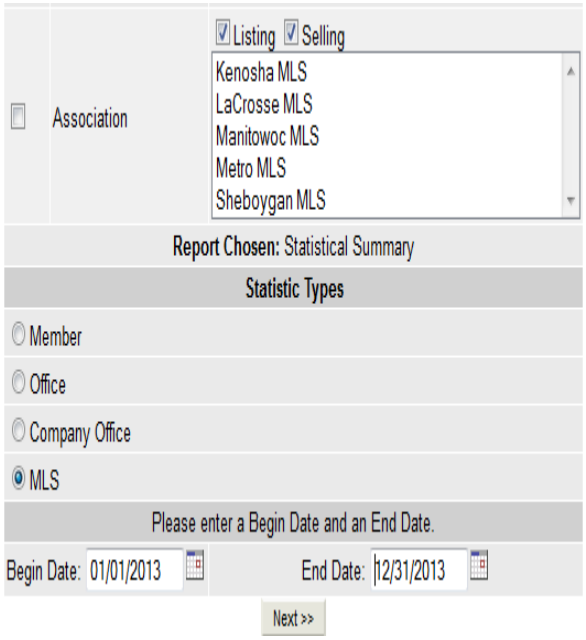
Statistical Summaries

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.**



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**.





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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

Print

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/OLP
Sold	32,308	$5,984,330,941	$149,900	$185,227	122	160	$5,691,474,246	$143,000	$176,163	95.11	90.91
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					

Terms

The Terms Report allows you to view and print the Terms of Sale in a date range. The Report displays: Number of Sales, Total Percent, Total List Price, Average List Price, Average Sold Price, and Sold Price to List Price ratio. This report can be run for Company/Office/Agent and the entire MLS. 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**.

Report Generation

Reporting Options

Property Type: Bus Opportunity, Comm/Industrial, Condominium
Status: Active, Pending, Sold
Sold Date: From: To: (MMDDYYYY)
Sold Price: From: 0 To: 999999999999
Pending Date: From: To: (MMDDYYYY)
County: Adams, Ashland, Barron, Bayfield, Brown, Buffalo, Burnett, Calumet, Chippewa, Clark
Municipality:
List Price: From: 0 To: 999999999999
Listing Date: From: To: (MMDDYYYY)

Association: Listing, Selling
Kenosha MLS
LaCrosse MLS
Manitowoc MLS
Metro MLS
Sheboygan MLS

Report Chosen: Statistical Summary

Statistic Types

Member
Office
Company Office
MLS

Please enter a Begin Date and an End Date.

Begin Date: 01/01/2013 End Date: 12/31/2013

Next >>

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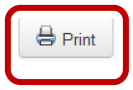
If you are running the report using the office's account, you can make selections for specific agents. Click **Next** when you have made your choices. Your report will display and can be printed.



Terms of Sale

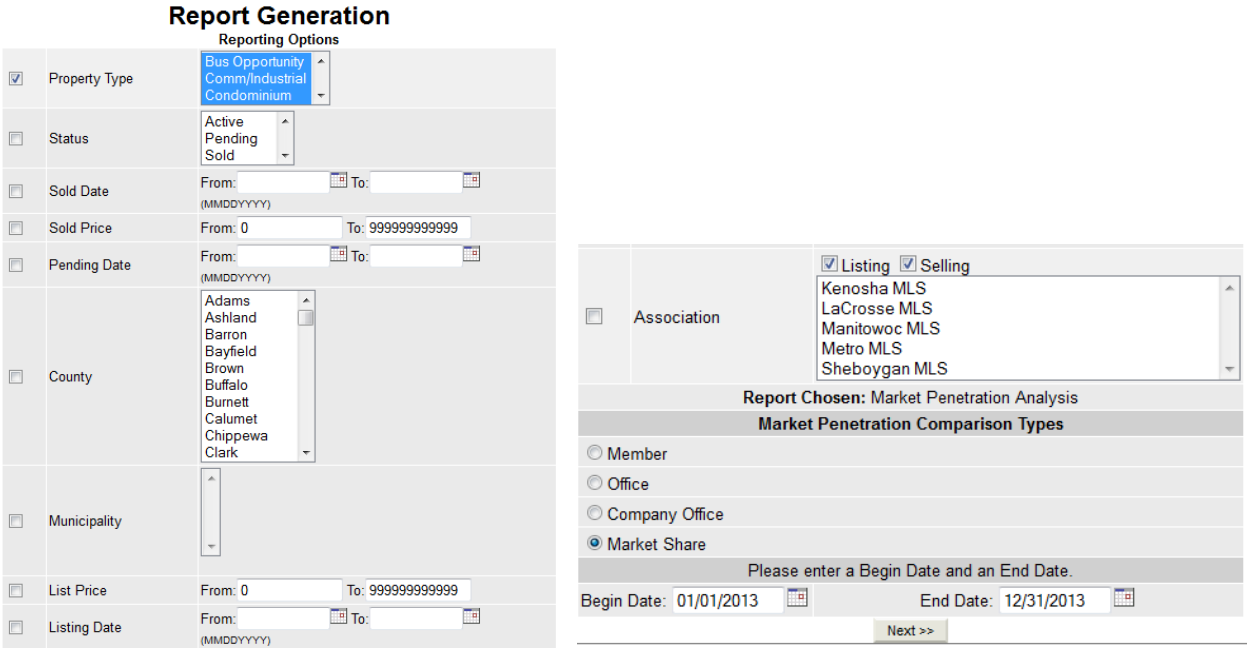
Date between 1/1/2013 and 12/31/2013
for Metro MLS
Search Parameters: Property types Bus Opportunity, Comm/Industrial, Condominium, Multi-Family, Single-Family, Two-Family, Vacant Land;

Terms of Sale	Number of Sales	Total Percent	Total List Price	Average List Price	Average Sold Price	%SP/LP
ARM	1093	3.38	$ 240,994,835	$ 220,489	$ 209,513	95.02
ASUMFHA	40	0.12	$ 5,676,900	$ 141,922	$ 137,688	97.02
ASUMVA	45	0.14	$ 8,362,215	$ 185,827	$ 180,312	97.03
CASH	9519	29.46	$ 1,245,773,330	$ 130,872	$ 120,513	92.08
CONV15	693	2.14	$ 134,291,583	$ 193,783	$ 184,185	95.05
CONV30	15434	47.77	$ 3,431,196,802	$ 222,314	$ 213,685	96.12
FEDVA	664	2.06	$ 127,356,781	$ 191,802	$ 186,487	97.23
FHA15	39	0.12	$ 5,865,100	$ 150,387	$ 147,901	98.35
FHA30	2801	8.67	$ 414,233,492	$ 147,888	$ 143,698	97.17
LAND	89	0.28	$ 18,469,550	$ 207,523	$ 181,352	87.39
OTHER	1107	3.43	$ 226,936,764	$ 205,002	$ 187,597	91.51
OWN-FIN	33	0.10	$ 7,303,890	$ 221,330	$ 206,918	93.49
PRIVATE	30	0.09	$ 11,373,992	$ 379,133	$ 342,471	90.33
STVA	155	0.48	$ 29,405,950	$ 189,716	$ 183,656	96.81
USDA	378	1.17	$ 54,553,756	$ 144,322	$ 138,635	96.06
WHEDA	188	0.58	$ 22,536,004	$ 119,872	$ 115,922	96.70

If you run the Terms Report for Company/Office/Agent, the report will break down the sale by Listing Agent/Office and Selling Agent/Office.

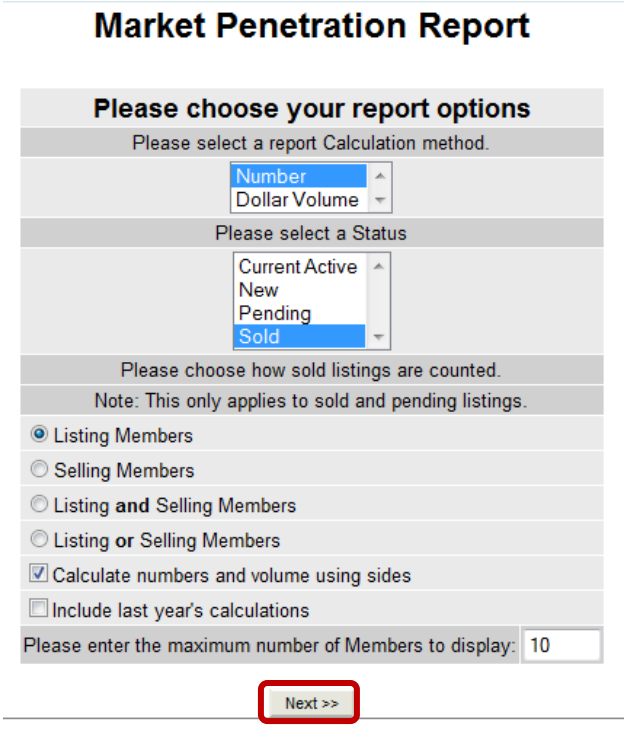
Market Penetration

The Market Penetration Report allows agents to view their listing and sale activity compared to their office or compared to the MLS as a whole. When the report is run for an agent, the report can compare the Agent to the Office, Company or the entire MLS. When the report is run for an Office, the report can compare the Office to the Company or the entire MLS. When the report is run for a Company, the report can compare the Company to the entire MLS. If you select Market Share, the report will rank Company/Office/Agent (s), based on Listings, Sales, Listings and Sales, or Listings or Sales. You can choose the number of Company/Office/Agent (s) you would like the report to capture.

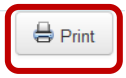


After choosing your options on the Report Generation screen and clicking **Next**, choose what it is you would like to rank, and then click **Use This Selection**.

At the next screen, choose your desired calculation method, status, and how sold listings are to be counted. Lastly, enter the maximum number of rankings you would like to see; click **Next**.



The report will display, showing what you chose to rank using the calculation method you chose.



Market Penetration Report by Members

Date between 1/1/2013 and 12/31/2013
Status:Closed
Search Parameters: Property types Bus Opportunity, Comm/Industrial, Condominium, Multi-Family, Single-Family, Two-Family, Vacant Land;

Rank	Name...	Listings	Volume	Average	%Total
1	Andrew Kaplan (15426)	292	26,669,766.00	91,334.82	0.90
2	Jim Emmer (9744w)	269	35,449,512.00	131,782.57	0.82
3	Mark Kivley (1565)	255	22,162,501.00	86,911.77	0.78
4	Jason Fernhaber (4506)	238	18,021,654.00	75,721.24	0.73
5	Patti Kirchhoff (1475)	220	25,766,936.00	117,122.44	0.67
6	Justin Hoffmann (15044)	208	24,772,270.00	119,097.45	0.64
7	Billy Prom (3250)	180	17,544,621.00	97,470.12	0.55
8	Jeffrey Tekaver (6535)	172	13,392,433.00	77,862.98	0.53
9	Paul Liebe (16164)	170	49,241,376.00	289,655.15	0.52
10	Michael Olszewski (16248)	166	11,256,458.00	67,809.99	0.51

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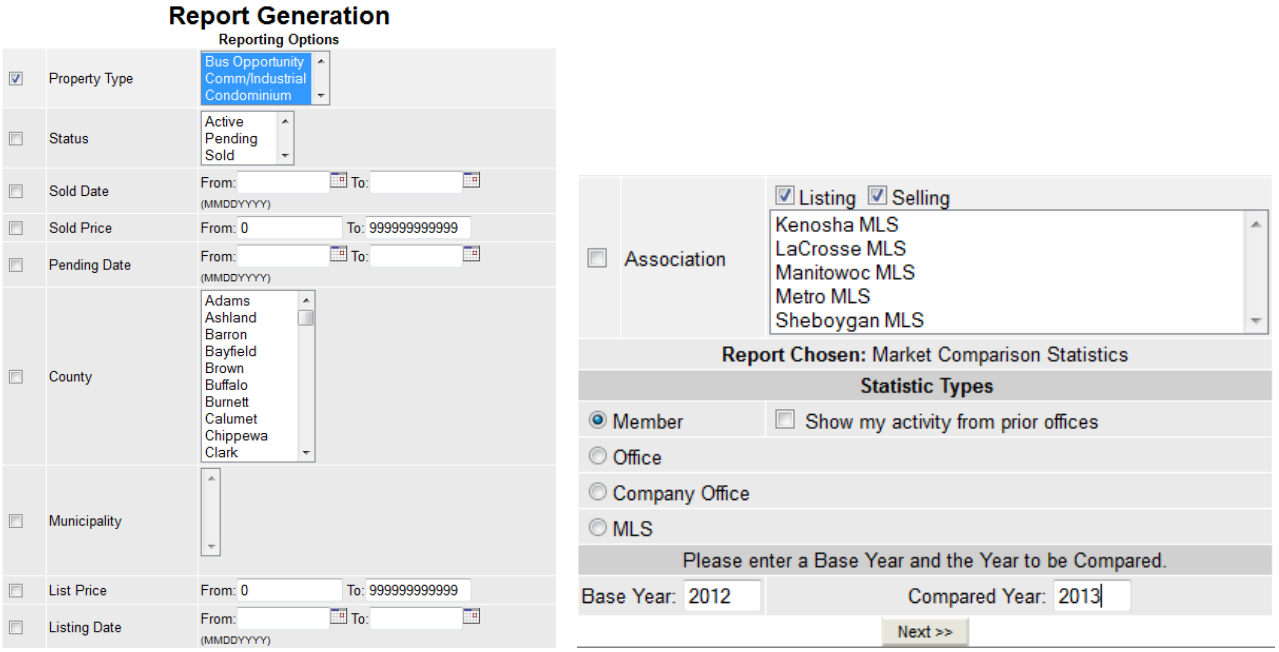
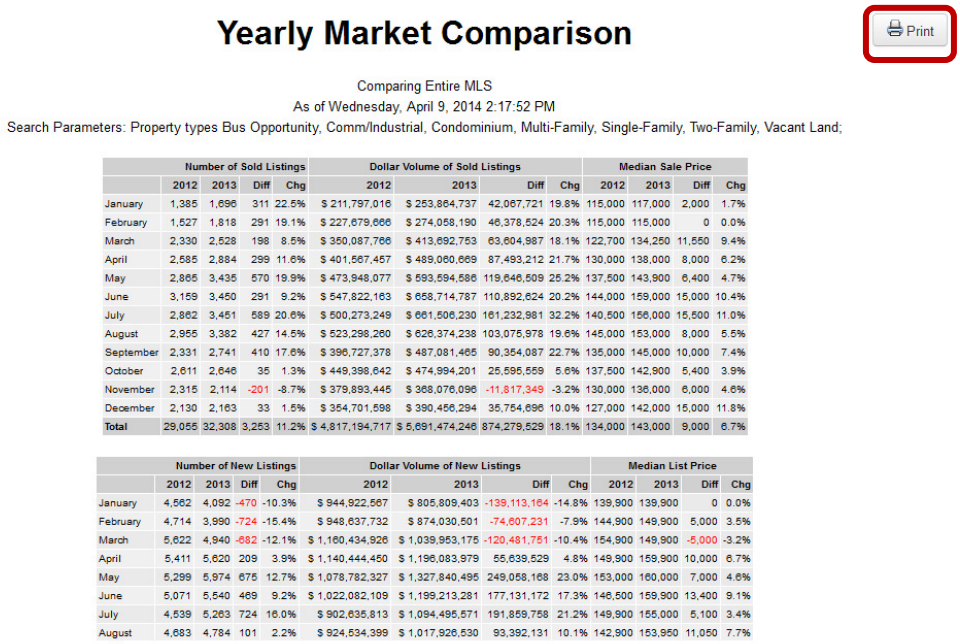
Market Comparison

The Market Comparison Report allows you to view and print a comparison of activity from one year to another. The Report displays: Number of New and Sold listings, Dollar Volume of New and Sold listings and Median Price. This report can be run for Company/Office/Agent and the entire MLS. 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**.

NOTE: You can only use consecutive years in this report; for example, you cannot compare 2001 to 2013.



The Yearly Market Comparison will display; this report can be printed.



Yearly Market Comparison

Print

Comparing Entire MLS
As of Wednesday, April 9, 2014 2:17:52 PM
Search Parameters: Property types Bus Opportunity, Comm/Industrial, Condominium, Multi-Family, Single-Family, Two-Family, Vacant Land;

	Number of Sold Listings				Dollar Volume of Sold Listings				Median Sale Price			
	2012	2013	Diff	Chg	2012	2013	Diff	Chg	2012	2013	Diff	Chg
January	1,385	1,696	311	22.5%	$ 211,797,016	$ 253,864,737	42,067,721	19.8%	115,000	117,000	2,000	1.7%
February	1,527	1,818	291	19.1%	$ 227,679,666	$ 274,058,190	46,378,524	20.3%	115,000	115,000	0	0.0%
March	2,330	2,528	198	8.5%	$ 350,087,766	$ 413,692,753	63,604,987	18.1%	122,700	134,250	11,550	9.4%
April	2,585	2,884	299	11.6%	$ 401,567,457	$ 489,060,669	87,493,212	21.7%	130,000	138,000	8,000	6.2%
May	2,865	3,435	570	19.9%	$ 473,948,077	$ 593,594,586	119,646,509	25.2%	137,500	143,900	6,400	4.7%
June	3,159	3,450	291	9.2%	$ 547,822,163	$ 658,714,787	110,892,624	20.2%	144,000	159,000	15,000	10.4%
July	2,862	3,451	589	20.6%	$ 500,273,249	$ 661,506,230	161,232,981	32.2%	140,500	156,000	15,500	11.0%
August	2,955	3,382	427	14.5%	$ 523,298,260	$ 626,374,238	103,075,978	19.6%	145,000	153,000	8,000	5.5%
September	2,331	2,741	410	17.6%	$ 396,727,378	$ 487,081,465	90,354,087	22.7%	135,000	145,000	10,000	7.4%
October	2,611	2,646	35	1.3%	$ 449,398,642	$ 474,994,201	25,595,559	5.6%	137,500	142,900	5,400	3.9%
November	2,315	2,114	-201	-8.7%	$ 379,893,445	$ 368,076,096	-11,817,349	-3.2%	130,000	136,000	6,000	4.6%
December	2,130	2,163	33	1.5%	$ 354,701,598	$ 390,456,294	35,754,696	10.0%	127,000	142,000	15,000	11.8%
Total	29,055	32,308	3,253	11.2%	$ 4,817,194,717	$ 5,691,474,246	874,279,529	18.1%	134,000	143,000	9,000	6.7%

	Number of New Listings				Dollar Volume of New Listings				Median List Price			
	2012	2013	Diff	Chg	2012	2013	Diff	Chg	2012	2013	Diff	Chg
January	4,562	4,092	-470	-10.3%	$ 944,922,567	$ 805,809,403	-139,113,164	-14.8%	139,900	139,900	0	0.0%
February	4,714	3,990	-724	-15.4%	$ 948,637,732	$ 874,030,501	-74,607,231	-7.9%	144,900	149,900	5,000	3.5%
March	5,622	4,940	-682	-12.1%	$ 1,160,434,926	$ 1,039,953,175	-120,481,751	-10.4%	154,900	149,900	-5,000	-3.2%
April	5,411	5,620	209	3.9%	$ 1,140,444,450	$ 1,196,083,979	55,639,529	4.8%	149,900	159,900	10,000	6.7%
May	5,299	5,974	675	12.7%	$ 1,078,782,327	$ 1,327,840,495	249,058,168	23.0%	153,000	160,000	7,000	4.6%
June	5,071	5,540	469	9.2%	$ 1,022,082,109	$ 1,199,213,281	177,131,172	17.3%	146,500	159,900	13,400	9.1%
July	4,539	5,263	724	16.0%	$ 902,635,813	$ 1,094,495,571	191,859,758	21.2%	149,900	155,000	5,100	3.4%
August	4,683	4,784	101	2.2%	$ 924,534,399	$ 1,017,926,530	93,392,131	10.1%	142,900	153,950	11,050	7.7%

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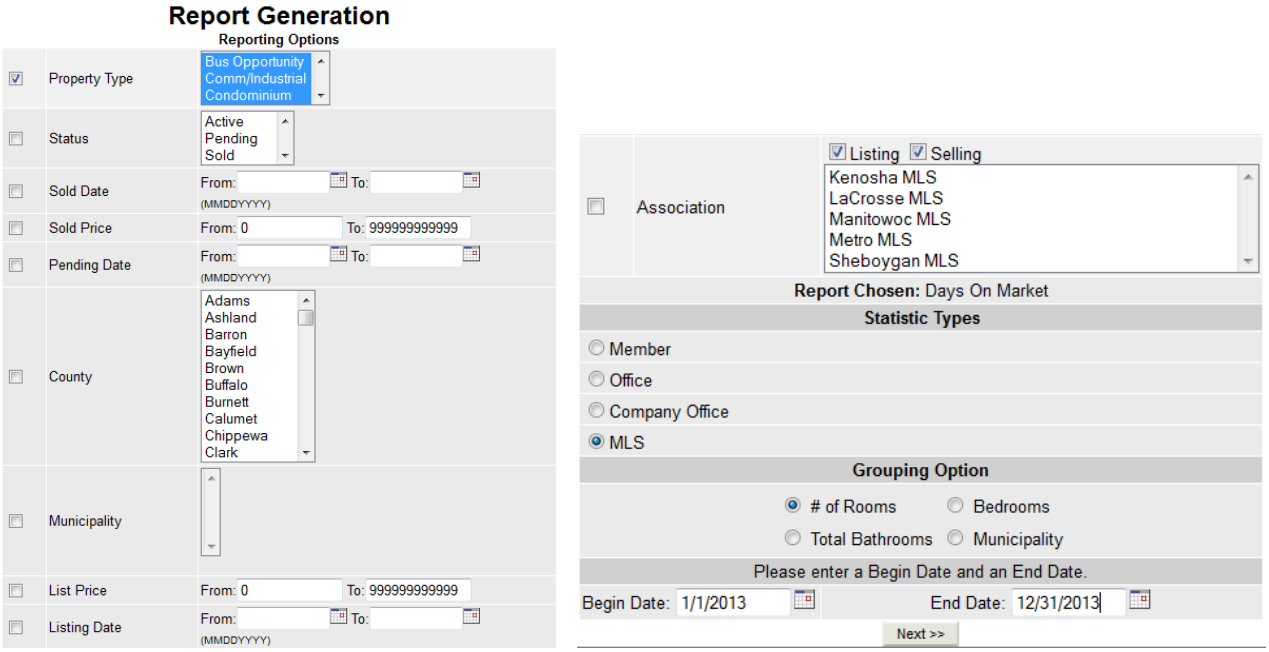
Days on Market

The Days on Market Report allows you to view and print a report of the number of days a property is on the market. The Report displays: Number of Sales, Terms of Sales, Average Days on Market, and Average Days to Close. This report can be run for Company/Office/Agent and the entire MLS. On the Report Generation screen, enter your desired options and 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.

DOM Analysis

Date between 1/1/2013 and 12/31/2013
for Metro MLS
Search Parameters: Property types Bus Opportunity, Comm/Industrial, Condominium, Multi-Family, Single-Family, Two-Family, Vacant Land;
Group by: # of Rooms

# of Rooms	Number of Sales	Average DOM	Average CDOM	Average DTC
0	2723	380	476	36
1	17	121	121	17
2	28	280	309	17
3	236	144	191	24
4	1971	106	146	29
5	6366	95	126	30
6	7069	94	122	31
7	5573	93	123	33
8	3875	98	130	34
9	2108	102	139	35
10	1219	108	153	37
11	542	125	167	35
12	299	117	174	37
13	134	127	186	35
14	73	130	205	49
15	32	103	179	48
16	15	152	256	40
17	6	142	171	31
18	3	239	337	10
19	3	134	208	40
20	5	280	280	61
21	2	102	524	28
22	1	264	264	15
23	1	5	5	104
33	1	36	36	30
62	1	4	4	39
939	1	78	78	12
3044	1	29	29	4
Totals:	32305	122	160	33

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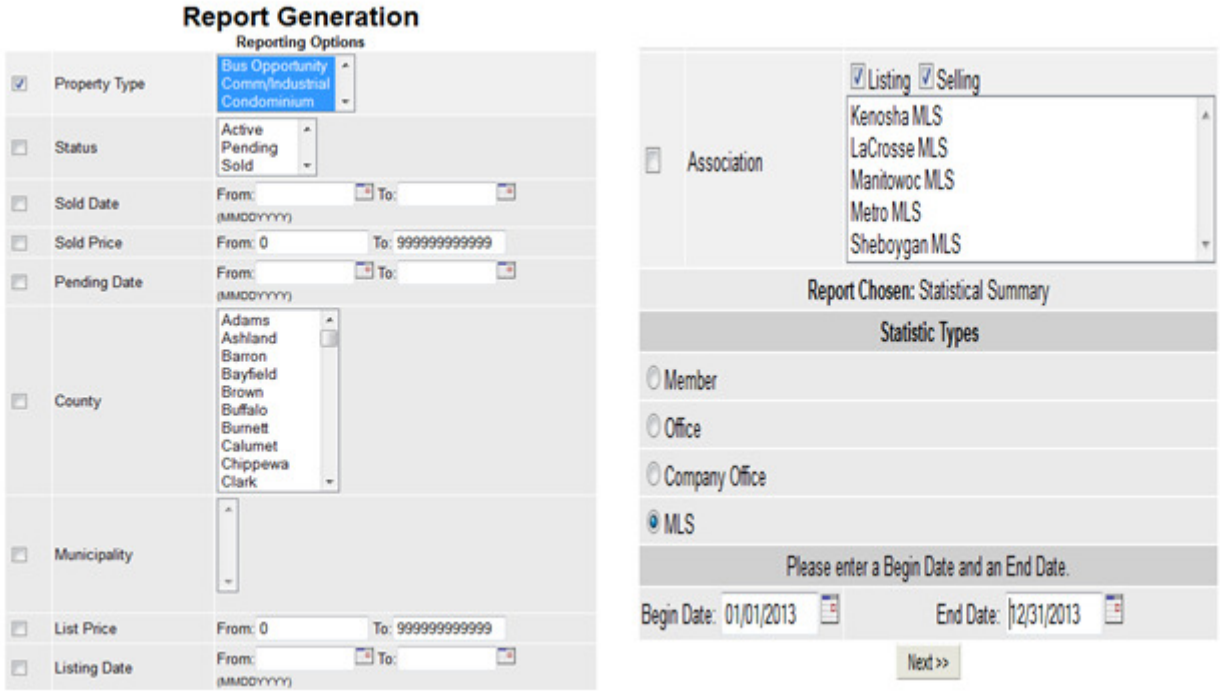
Price Range Statistics

The Price Range Statistics allows you to generate a report of listings by price range. The report will display Active, Pending, Sold, Withdrawn, and Expired activity in a date range. The report displays: List Price Range, Number of Listings, Highest Price, Median Price, Lowest Price, and Average Days on Market. This report can be run for Company/Office/Agent and the entire MLS. On the Report Generation screen, enter your desired options and click **Next**.



The Price Range Statistics results screen will display the range for each status you select; this report can be printed.

Sold Listings			
List Price Range	Number of Listings	Average Days to Sold	CDOM
$0-$19,999	1214	153	194
$20,000-$29,999	1107	132	170
$30,000-$39,999	1101	145	172
$40,000-$49,999	1162	140	169
$50,000-$59,999	1220	149	207
$60,000-$69,999	1222	152	204
$70,000-$79,999	1276	136	181
$80,000-$89,999	1219	164	207
$90,000-$99,999	1180	143	183
$100,000-$109,999	1057	124	169
$110,000-$119,999	1319	116	151
$120,000-$129,999	1368	114	150
$130,000-$139,999	1288	112	147
$140,000-$149,999	1244	109	145
$150,000-$159,999	1251	113	154
$160,000-$169,999	1180	105	135
$170,000-$179,999	1103	109	142
$180,000-$189,999	996	103	140
$190,000-$199,999	859	104	135
$200,000-$224,999	1906	118	149
$225,000-$249,999	1662	98	123
$250,000-$274,999	1247	100	133
$275,000-$299,999	1008	95	126
$300,000-$349,999	1310	98	132
$350,000-$399,999	840	101	137
$400,000-$449,999	545	112	161
$450,000-$499,999	347	108	140
$500,000-$749,999	741	140	210
$750,000-$999,999	169	152	231
$1,000,000+	167	173	276
The average price for the 32308 properties is $176,151.			
The highest price is $13,607,603.			
The median price is $143,000.			
The lowest price is $0.			
The average Market Time is 122.			
The average Continuous Market Time is 160.			

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Managerial Statistics

The Managerial Statistics Report allows you to generate reports about Current and Sold Listings in a date range. For Current Active Listings the Report displays: Number, Average List Price, and Median List Price. For Sold Listings the Report displays: Average Sale Price, Median Sale Price, Average List Price, Median List Price, Percent of List Price to Sold Price, Number of Units Sold, and Dollar Amount Sold. This report can be run for Company/Office/Agent. On the Report Generation screen, enter your desired options and click **Next**.

Report Generation

Reporting Options

☑	Property Type	Bus Opportunity, Comm/Industrial, Condominium
☐	Status	Active, Pending, Sold
☐	Sold Date	From: To: (MMDDYYYY)
☐	Sold Price	From: 0 To: 999999999999
☐	Pending Date	From: To: (MMDDYYYY)
☐	County	Adams, Ashland, Barron, Bayfield, Brown, Buffalo, Burnett, Calumet, Chippewa, Clark
☐	Municipality	
☐	List Price	From: 0 To: 999999999999
☐	Listing Date	From: To: (MMDDYYYY)
☐	Association	☑ Listing ☑ Selling: Kenosha MLS, LaCrosse MLS, Manitowoc MLS, Metro MLS, Sheboygan MLS

Report Chosen: Managerial Statistics

Statistic Types

- ○ Member
- ◉ Office
- ○ Company Office

Please enter a Begin Date and an End Date.

Begin Date: 1/1/2013 End Date: 12/31/2013

Next >>

The results will display in the next screen; this report can be printed.

Managerial Statistics

Print

Statistics For Agency Nancy Realtors (nancy)
As of Wednesday, April 9, 2014 2:45:23 PM
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;

Current Active Listings	Listed by Agency	Listed in MLS	Agency Percent (%) of MLS
Number	7	24,306	0.03
Average List Price	$ 1	$ 223,667	0.00
Median List Price	$ 1	$ 144,900	0.00

Sold Listings	Agency is: Listing Agency, NOT Selling Agency	% to MLS	Agency is: Listing Agency AND Selling Agency	% to MLS	Agency is: Selling Agency, NOT Listing Agency	% to MLS	MLS
Average Sale Price	$ 0	0.00	$ 2	0.00	$ 0	0.00	$ 176,163
Median Sale Price	$ 0	0.00	$ 2	0.00	$ 0	0.00	$ 143,000
Average List Price	$ 0	0.00	$ 2	0.00	$ 0	0.00	$ 185,227
Median List Price	$ 0	0.00	$ 2	0.00	$ 0	0.00	$ 149,900
Percent (%) of List Price to Sold Price	nan	nan	100.00	105.15	nan	nan	95.11
Number of Units Sold	0	0.00	1	0.00	0	0.00	32,308
Dollar ($) Amount sold	$ 0	0.00	$ 2	0.00	$ 0	0.00	$ 5,691,474,246

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