

MARIS

Production Reports Explained

Ranking Report

The Ranking Report considers each side of a transaction separately and calculates production based on who is involved on each side.

Think of it this way: each side of the transaction has the full sale price available to distribute. Depending on the agents involved, that amount may be allotted entirely to one agent or split among multiple agents.

Example 1

Property Sale Price: \$1,000

Listing Agent: Agent One

Selling Agent: Agent One

Result: Agent One receives \$2,000 in sales volume.

Each side contributes \$1,000. Since Agent One is the only agent on both sides, they receive the full \$1,000 from the listing side and the full \$1,000 from the selling side.

Example 2

Property Sale Price: \$1,000

Listing Agent: Agent One

Selling Agent: Agent One

Co-Selling Agent: Agent Two

Result: Agent One receives \$1,500 in sales volume.

On the listing side, Agent One receives the full \$1,000. However, on the selling side, the \$1,000 is split between two agents, so Agent One receives \$500.

Agent Production & Inventory Report

The Agent Production & Inventory Report only looks at whether you were involved in the transaction. The sale price is counted one time, regardless of how many roles you held within the transaction.

Note: This report pulls production for one agent at a time.

Example 1

Property Sale Price: \$1,000

Listing Agent: Agent One

Co-Listing Agent: Agent Two

Selling Agent: Agent One

Result: Agent One receives \$1,000 in sales volume.

Agent One participated in both sides of the transaction, but this report focuses on whether the agent was involved in the sale, not on transaction sides or percentage allocations.

Example 2

Property Sale Price: \$1,000

Listing Agent: Agent One

Selling Agent: Agent Two

Result: Agent One receives \$1,000 in sales volume.

This report focuses on whether the agent was involved in the sale, not on transaction sides or percentage allocations.

Key Difference:

The Ranking Report allocates production based on transaction sides and agent participation on each side, while the Agent Production & Inventory Report counts the sale price once for any agent involved in the transaction.