

# A Comparison from the Ranking Report in NTREIS Listings and InnoVia’s Agent Market Share Report

## Share Report

There are questions why NTREIS Listings and InnoVia’s Ranking Reports having different results for their respective Agent Market Share Report.

The Tempo version of this report allows a user to quickly determine how many listings they participated in, either on the Listing Side or the Selling Side, but the total number of unique listings has to be calculated by the users.

The InnoVia version of this report allows a user to quickly determine how many unique listings they participated in, but the total number of listings on the Listing Side or the Selling Side has to be calculated by the user.

The explanation below shows how each system determines their numbers.

This example is based on the number of sold listings that Agent “A” participated in during a one month period. Agent “A” was the

- Listing Agent for 29 properties – the Listing Side
- Selling Agent for 6 properties – the Selling Side.
- Listing Agent and Selling Agent for 5 properties – Both Sides.

In Tempo, this is the Listing Side for Agent “A”

Agent Code	Agent	Office Code	Office	Properties Sold - Listing Side <i>Click any caption below to sort by that field.</i>				
				Listings	% Total	Volume	% Total \$	Avg SP
				29	0.77	\$2,052,125	0.32	\$70,762

This is the Selling side in Tempo for Agent “A”.

Agent Code	Agent	Office Code	Office	Properties Sold - Selling Side <i>Click any caption below to sort by that field.</i>				
				Listings	% Total	Volume	% Total \$	Avg SP
				6	0.16	\$401,027	0.06	\$66,837

This is where Agent “A” was on both sides, both as the Listing Agent and the Selling Agent

Agent Code	Agent	Office Code	Office	Properties Sold - Both Sides <i>Click any caption below to sort by that field.</i>				
				Listings	% Total	Volume	% Total \$	Avg SP
				5	0.92	\$265,827	0.33	\$53,165

In the Tempo calculations, the Listing Side includes the properties where Agent "A" was not only on the Listing Side and but also on Both Sides. The Selling Side also includes the properties where Agent "A"; was not only on the Selling Side and but also on Both Sides. To avoid double counting Both Sides, the number of listings for Both Sides have to be subtracted from the Listing Side and from the Selling Side. In Tempo, the correct number of unique listings is determined using this formula:

$$(Nbr \text{ Listing Side} - Nbr \text{ Both Sides}) + (Nbr \text{ Sold Side} - Nbr \text{ Both Sides}) + Nbr \text{ Both Sides} = Nbr \text{ Unique Properties.}$$

In the Tempo example above, Agent "A" sold 24 listings from the listing side (29-5=24) and 1 listing from the selling side (6-5=1). There were 5 listings where he was BOTH the selling and the listing agent. Then, the number of unique properties is (29-5) + (6-5) + 5 = 30 unique properties that sold where Agent "A" participated in the listing.

In InnoVia, the Listing Side is only properties where Agent "A" does not participate on the Selling Side. And the Selling Side is where Agent "A" does not participate on the Listing Side. Like Tempo, there is a group where Agent "A" participates on both the Listing and Selling Side

In InnoVia, to determine how many total listings where Agent "A" participated on the listing side, the "# Listing" and the "# Listed/Sold" have to be added together. Likewise to determine how many total listings where Agent "A" participated on the Selling Side, the "#Sold" and the "Listed/Sold" have to be added together.

Agent Market Share Report													2/22/10	
Office:		Agent:		Date Start: 01/01/2010										
Sell Date End:		01/31/2010												
RANK	Name	# Listed	Total Listed \$ Volume	% of Board	# Sold	Total Sold \$ Volume	% of Board	Listed/Sold	Total Listed/Sold \$ Volume	% of Board	# Grand Total	Grand Total \$ Volume	% of Board	
1		24	\$1,786,298	0.33%	1	\$135,200	0.02%	5	\$265,827	0.35%	30	\$2,187,325	0.19%	

Tempo provides a view of the Totals for the Listing Side and the Selling side, leaving it up to the user to calculate the total number of unique listings. InnoVia is based on the total number of unique listings, leaving it up to the user to calculate the Totals for the Listing Side and the Selling side.