

## **BLC® Listing Service Business Reports**

Agent Ranking: This report ranks all agents in the listing service by their performance, based on the number of sold properties, as per the property types specified in the search criteria. The report displays each agent's rank, number of properties sold, the percentage of the report's total listings that the agent possesses, the sales volume, the average and median sale prices. The report also lists these stats for the List Side.

Dollar Value Report by Area: This report provides the total number of listed properties, with their total, average, and median list price values. The report is sorted by area, as per the criteria selected in the search.

Inventory Report By List Price: This report provides listing information in an inventory format sorted by list price. Summary information at the bottom of each report page displays a Price Comparison by showing the Average, Median, Minimum and Maximum listing prices, in addition to the total number of listings included in the report.

Inventory List by Expiration Date: The Inventory Report by Expiration Date provides listing information in an inventory format sorted by expiration date. Summary information at the bottom of each report page displays a Price Comparison by showing the Average, Median, Minimum and Maximum listing prices, in addition to the total number of listings included in the report.

Inventory List by Broker: The Inventory Report By List Broker report provides listing information in an inventory format sorted by the listing office. Summary information at the bottom of each report page displays a Price Comparison by showing the Average, Median, Minimum and Maximum listing prices, in addition to the total number of listings included in the report.

Inventory Report By Status: This report provides listing information in an inventory format sorted by property status. Summary information at the bottom of each report page displays a Price Comparison by showing the Average, Median, Minimum and Maximum listing prices, in addition to the total number of listings included in the report.

Market Activity Report by Area: The MAR report calculates the total number of Active, New, Sold, Expired, Off-Market and Pending property listings in each area on a monthly basis. The report also shows the Average List Price and Average Sales Price for each area.

Market Activity by Sub-Sub-Area: This MAR report calculates the total number of Active, New, Sold, and Off-Market property listings in each sub-area per month. The report also shows the Average and Median list prices for each property status.

MPA Report By Broker & Area: The Market Penetration Report calculates a percentage (of market) based on the number of Active or Sold listings per broker vs. the MLXchange listing database for each area. It also calculates a percentage based on the total listing price (broker) vs. total listing price (BLC® listing service).

Office Market Penetration Report — Active Listings: This report ranks office performance by calculating the number of active listings for each office vs. the BLC® listing service. It also calculates office volume listings vs. the BLC® listing service listings by area (i.e., the office and the BLC® listing service are compared on an area-by-area basis). Each office's results appear on a separate page.

Office Market Penetration Report — Sold Listings: This report ranks office performance by calculating the number of sold listings for each office vs. the BLC® listing service. It also calculates office volume, average sale price, and the percentage of the total sales that the office processed by area, for both the List and Sell sides. Each office's results appear on a separate page.

Office Ranking: This report ranks all offices in the listing service by their performance, based on the number of sold properties, as per the property types specified in the search criteria. The report displays each office's rank, number of properties sold, the percentage of the report's total listings that the office possesses, the sales volume, the average and median sale prices. The report also lists these stats for the List Side.