



## Flexmls Statistics 201 – Key Takeaways

- 1) My Production is found under the Statistics menu. You can run it YTD, or for each of the last 3 years (2022,2023,2024). There are two ways to use it: Quick View and Member YTD Report under Display Options in the upper right corner.
- 2) Summary Statistics are found under Statistics -> Inventory & Production. It is an easy way to see the most requested statistics in number format, whereas Market Summary and Market Trends Graphs provide charts. If you create your own stats infographics, this report is a good one for you and you can use it for year-to-date (YTD) or quarterly numbers. Make sure to select MLS under Statistic Type at the bottom of the report so you see the stats for the MLS and not your stats. *If you are going to pull stats for a specific time frame, wait 10 days after it ends (so March 10<sup>th</sup> for the month of February) to make sure you get all the sales.*

Stats in this report: list/sold volume, median list/sold price, average list/sold price, sold price to list price, sold price to original list price, agent DOM, cumulative DOM

- 3) The Year over Year Comparison and the Sold Market Analysis (under Statistics -> Market Trends Reports) are run the same way and basically the same report comparing two years of data (i.e. 2024 vs. 2023). The difference is the data that is provided in the columns. These reports are good to see a breakdown of property sub-types like condo vs. single family for residential properties if you use the "Create report by property type" option. *Make sure the quick search template under Filter matches the property type you want.*

Year Over Year Comparison contains: total active, new listings, number under contact, number sold, sold volume, average sale price, median sale price, percent of list (price)

Sold Market Analysis contains: total active, active agent days on market, number sold, sold volume, average sale price, median sale price, percent of list (price), days to close, sold agent days on market

*Want DOM data?* Use Sold Market Analysis. *Want new listing data?* Use Year Over Year Comparison.