

# Real Estate Sales & Commission CTR v PT

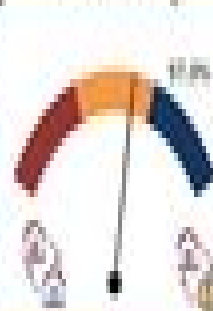


Overview	Market	Lead	Deal	Deal	Deal	Deal	Deal
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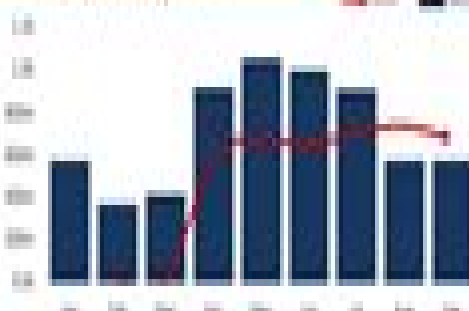
## Adv Summary by Region - 10%

Sales	PMIS	CMIS	PTIS	CTIS	Var	Qty
1 Nov	12,575	11,792	85,759	142,571	58.4%	4
2 Nov	117,000	96,076	88,329	1,380,023	55.0%	4
3 Nov	294,475	276,486	1,744,098	2,844,035	65.1%	4
4 Nov	395,058	388,412	1,883,383	3,883,239	65.7%	4
5 Nov	401,587	371,478	198,646	451,853	64.4%	4
6 Nov	1,450	8,755	46,027	75,258	56.7%	4
Total	684,684	571,678	4,089,589	6,486,347	57.8%	4

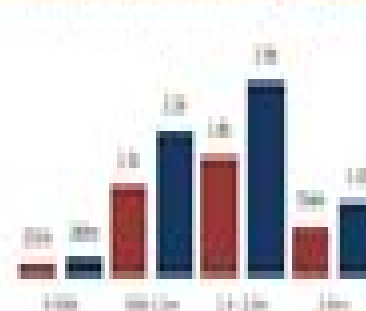
CTIS Sales Change



CT v PT Sales by Month



Sales by Property Value PIS



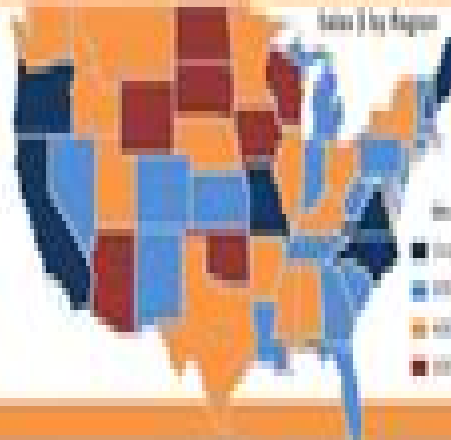
Current Completion Rate



## Adv Summary by Region - 10%

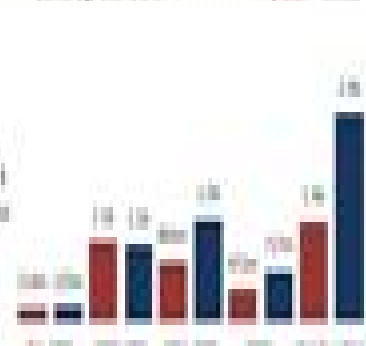
Sales	PMIS	CMIS	PTIS	CTIS	Var
Pacific Coast		10,520	10,082	10,777	65.7% ▼
Mid-Atlantic	1,681	54,343	45,654	88,476	60.7% ▲
Midwest	281,790	248,349	1,508,484	2,640,426	75.0% ▲
New England	6,771	108,888	373,486	255,761	68.0% ▼
Southwest	275,075	14,797	1,056,884	1,068,052	65.0% ▲
Southwest	125,058	108,048	687,534	1,031,512	65.7% ▲
Rocky Mountains		1,875	276,880	25,584	68.0% ▼
Total	684,684	571,678	4,089,589	6,486,347	57.8% ▲

House Sales % of Total



Sales by Region

Sales by Year Built



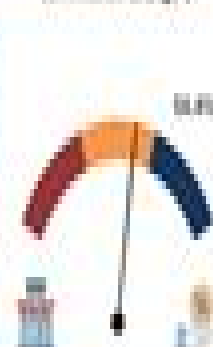
Current Month Metrics

Lead Rate	16%	Agents	80
Deal Rate	60%	Compliance	25
Contract Rate	85%	Compliance	12

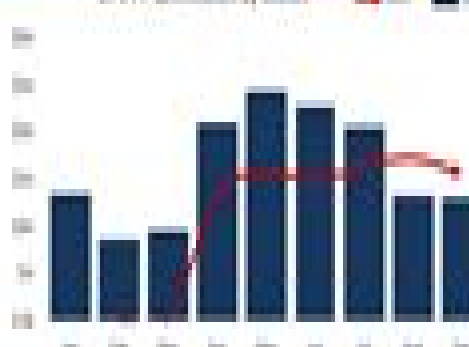
## Adv Summary by Region - 10%

Sales	PMIS	CMIS	PTIS	CTIS	Var	
Pacific Coast	6,074	1,174	14,792	48,095	75.2%	▲
Mid Atlantic	6,100	117	25,643	45,593	65.7%	▲
Midwest	2,891	2,188	10,187	25,479	64.4%	▲
New England	58	1,251	1,680	8,886	67.3%	▲
Southwest		118	1,401	1,125	64.4%	▼
Southwest	171	1,882	6,647	1,950	61.2%	▼
Rocky Mountains		94	6,471	64	68.0%	▼
Total	10,718	10,148	94,328	147,889	58.4%	▲

Commission Change (%)



CT v PT Commission by Month



Commission (CT v PT)



Social Media Campaigns

Facebook	25	Twitter	34	LinkedIn	17
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# Excel Dashboard Templates Real Estate Construction

**Sabine Zange**



## **Excel Dashboard Templates Real Estate Construction:**

*Argus Developer in Practice* Tim M. Havard, 2014-02-28 This book is a practical guide to using Argus Developer the world's most widely used real estate development feasibility modeling software Using practical examples and many case studies it takes readers beyond basic training and provides the in depth knowledge required to analyze potential real estate deals and help ensure a profitable development Argus Developer in Practice fills an important gap in the market Argus Developer and its predecessor Circle Developer has long had a dominant position as the primary real estate development appraisal tool It is used all over the world on a variety of projects ranging from simple residential projects to huge and complex master planned mixed use commercial residential and leisure projects It also shines when used to appraise refurbishments taking an existing building or complex and upgrading it or turning it into something entirely different Argus Developer in Practice the first book that concentrates on the practical application and use of the program goes beyond the manual that comes with it by taking you through the development project appraisal process step by step In addition author Tim Havard has over 25 years of experience in carrying out development appraisals both in practice and in teaching at the postgraduate level in UK and Australian universities He started using the DOS version of Circle Developer in 1990 then worked for both Circle and Argus training clients on the software in the UK continental Europe and the Middle East Besides showing you how to use the program Havard shows you how to think like a successful real estate developer Using an extensive array of screenshots Argus Developer in Practice delves deeply into practical use of the program by offering case studies of varying complexity that will help real estate professionals not just analyze development projects but also learn how the best minds in real estate analyze a project's potential You will learn How to model both simple projects and complex mixed use and multi phased investment schemes How to model new uses for existing properties How to think through real estate project problems How to analyze a potential development project in depth By using the program efficiently and making use of its more advanced features you can help ensure a profitable project without the surprises that accompany most real estate ventures Argus Developer in Practice therefore provides something priceless peace of mind

**Balanced Scorecards and Operational Dashboards with Microsoft Excel** Ron Person, 2013-01-09 Learn to maintain and update scorecards and dashboards with Excel Balanced Scorecards and operational dashboards measure organizational performance and Microsoft Excel is the tool used worldwide to create these scorecards and dashboards This book covers time proven step by step processes on how to guide executive teams and managers in creating scorecards and dashboards It then shows Excel developers how to create those scorecards and dashboards This is the only book that converts theory into practice The author addresses the people and processes you need to identify strategy and operational metrics and then implement them in dashboards in three versions of Excel You'll learn how balanced scorecards help organizations translate strategy into action and the ways that performance dashboards enable managers monitor operations Covers Excel 2010 back to Excel 2003 Shows how to develop

consensus on strategy and operational plans with the executive teams Details steps in creating tactical action plans Gives step by step guidance in creating the most powerful management dashboards Puts over ten years of experience in one book Balanced Scorecards Operational Dashboards with Microsoft Excel Second Edition is the ultimate resource for enhancing your strategic and operational performance Pro Office 2007 Development with VSTO Ty Anderson,2008-10-31

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**Professional SharePoint 2010 Development** Thomas Rizzo,Reza Alirezadei,Jeff Fried,Paul Swider,Scot Hillier,Kenneth Schaefer,2012-03-06 Updated guidance on how to take advantage of the newest features of SharePoint programmability More than simply a portal SharePoint is Microsoft's popular content management solution for building intranets and websites or hosting wikis and blogs Offering broad coverage on all aspects of development for the SharePoint platform this comprehensive book shows you exactly what SharePoint does how to build solutions and what features are accessible within SharePoint Written by a team of SharePoint experts this new edition offers an extensive selection of field tested best practices that shows you how to leverage the vast power of this multi faceted tool to build custom workflow and content management applications Plus you ll discover how to take advantage of the new features to roll out new SharePoint sites or upgrade existing sites Keeps you thoroughly up to date on all the most recent changes to SharePoint 2010 Reveals broad and deep coverage of social media features content management applications enterprise search business connectivity services user experience development and custom workflow Examines SharePoint Server 2010 vs SharePoint Foundation Server Highlights ways you can take advantage of improvements to offline and mobile client capabilities improvements to SQL Server table support Cloud based offerings with Azure integration social networking additions and more Professional SharePoint 2010 Development Second Edition presents you with authoritative coverage on all aspects of development for the SharePoint platform *Pro SharePoint 2007 Development Techniques* Nikander Bruggeman,2008-03-11 The landscape of

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recognized and considered Have all basic functions of Manager Real estate development been defined Where is Manager Real estate development data gathered Is the required Manager Real estate development data gathered Is a fully trained team formed supported and committed to work on the Manager Real estate development improvements This valuable Manager Real estate development self assessment will make you the trusted Manager Real estate development domain auditor by revealing just what you need to know to be fluent and ready for any Manager Real estate development challenge How do I reduce the effort in the Manager Real estate development work to be done to get problems solved How can I ensure that plans of action include every Manager Real estate development task and that every Manager Real estate development outcome is in place How will I save time investigating strategic and tactical options and ensuring Manager Real estate development costs are low How can I deliver tailored Manager Real estate development advice instantly with structured going forward plans There s no better guide through these mind expanding questions than acclaimed best selling author Gerard Blokdyk Blokdyk ensures all Manager Real estate development essentials are covered from every angle the Manager Real estate development self assessment shows succinctly and clearly that what needs to be clarified to organize the required activities and processes so that Manager Real estate development outcomes are achieved Contains extensive criteria grounded in past and current successful projects and activities by experienced Manager Real estate development practitioners Their mastery combined with the easy elegance of the self assessment provides its superior value to you in knowing how to ensure the outcome of any efforts in Manager Real estate development are maximized with professional results Your purchase includes access details to the Manager Real estate development self assessment dashboard download which gives you your dynamically prioritized projects ready tool and shows you exactly what to do next Your exclusive instant access details can be found in your book You will receive the following contents with New and Updated specific criteria The latest quick edition of the book in PDF The latest complete edition of the book in PDF which criteria correspond to the criteria in The Self Assessment Excel Dashboard Example pre filled Self Assessment Excel Dashboard to get familiar with results generation In depth and specific Manager Real estate development Checklists Project management checklists and templates to assist with implementation INCLUDES LIFETIME SELF ASSESSMENT UPDATES Every self assessment comes with Lifetime Updates and Lifetime Free Updated Books Lifetime Updates is an industry first feature which allows you to receive verified self assessment updates ensuring you always have the most accurate information at your fingertips Real Estate Development A Complete Guide - 2020 Edition Gerardus Blokdyk,2020-04-16 Is the seller obligated to close at an earlier date What six areas do you need to focus on to reduce risk and create value in the pre development phase What markets are you in exactly How does your organization actually make money What websites do you use to find property This instant Real Estate Development self assessment will make you the assured Real Estate Development domain visionary by revealing just what you need to know to be fluent and ready for any Real Estate Development challenge How do I reduce the

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*Accounting for Real Estate Construction Costs and Operation and Management* Herman Hy



Stoller,1938      *Pockets of Innovation* Richard B. Peiser,Spiro N. Pollalis,Ann Heylighen,Harvard University. Graduate School of Design,2002

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