

MTD Sales Numbers

Design Consultant	Past	Today	# of Appts	# Unresulted Appts	# Demo	# Sold	# Follow-Up	First Time Closing%	Closing%	Total Sales \$	Sold \$	BBack \$	Avg. Sold \$	NSLI\$	Rehash#	Cancel#	Lost#	Quoted \$
Totals	Net \$																	
	16	6	22	4	10	8	10	17%	44%	\$78,288.00	\$47,600.00	\$30,688.00	\$5,950.00	\$2,163.64	0	0	0	\$122,373.00
Niahl Sheena	3	0	3	0	0	3	0	67%	100%	\$16,009.00	\$16,009.00	\$0.00	\$5,336.33	\$5,336.33	0	0	0	\$0.00
Ed Gabriel	9	2	11	4	4	3	4	14%	43%	\$21,848.00	\$20,080.00	\$1,768.00	\$6,693.33	\$1,825.45	0	0	0	\$17,653.00
Brian Hayes	2	0	2	0	1	1	1	0%	50%	\$36,575.00	\$7,655.00	\$28,920.00	\$7,655.00	\$3,827.50	0	0	0	\$2,402.00
Jeff Lowrie	2	4	6	0	5	1	5	0%	17%	\$3,856.00	\$3,856.00	\$0.00	\$3,856.00	\$642.67	0	0	0	\$102,318.00

2025 Sales Numbers (w/Existing DC's)

Design Consultant	Past	Today	# of Appts	# Unresulted Appts	# Demo	# Sold	# Follow-Up	First Time Closing%	Closing%	Total Sales \$	Sold \$	BBack \$	Avg. Sold \$	NSLI\$	Rehash#	Cancel#	Lost#	Quoted \$
Totals	1340	0	1340	0	913	416	775	10%	30%	\$3,886,468.13	\$3,886,468.13	\$0.00	\$8,451.16	\$2,656.75	0	0	11	\$12,604,178.35
Niahl Sheena	380	0	380	0	234	144	201	15%	38%	\$1,718,864.80	\$1,718,864.80	\$0.00	\$11,936.56	\$4,523.33	0	0	2	\$4,166,388.50
Ed Gabriel	170	0	170	0	123	39	94	6%	23%	\$184,353.50	\$184,353.50	\$0.00	\$4,727.01	\$1,084.43	0	0	8	\$890,470.02
Brian Hayes	375	0	375	0	272	103	235	10%	27%	\$934,967.33	\$934,967.33	\$0.00	\$9,077.35	\$2,493.25	0	0	0	\$4,169,317.83
Jeff Lowrie	415	0	415	0	284	130	245	9%	31%	\$1,048,282.50	\$1,048,282.50	\$0.00	\$8,063.71	\$2,525.98	0	0	1	\$3,378,002.00