

2011 Spec Market Scorecard as of June 10

Don't sweat the subdued sales numbers so far in June - we had to set this month's cutoff a little early thanks to our publishing schedule, and [reps sent 15 scripts into the marketplace last week](#) alone in hopes of catching buyers before they check out for the summer. There's no reason to think this month won't end up on par with April and May.

In fact, there's at least one reason to think it will: [Paramount](#) made a pre-emptive spec purchase this week that isn't reflected in the below grids ([Bastards](#), by [Justin Malen](#), for [Montecito](#) to produce). The way the sale went down was very 1997: It went wide with no attachments (from [Verve](#) and [Chris Fenton](#) at [H2F](#)) and sold within 24 hours.

Highlights from the below grids include:

- [Columbia](#) added yet another spec sale since [the last Scorecard](#), putting it well ahead of the field. Paramount got on the board for the first time last month and doubled down with the Bastards purchase.
- [UTA](#) and [WME](#) are running neck and neck for the lead among sellers, with 8 spec sales each. The two companies are 60% ahead of [CAA](#) so far, which has 5 sales this year.

Here are the numbers for 2011 through June 10:

Overall Spec Numbers¹:

All Specs	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Specs	16	37	33	39	31	18							174
Sales	2	10 ²	152	5 ²	5	1							38
Percent	12.5	27	45.5	12.8	16.1	5.5							21.8%

¹ This grid tallies sales of scripts in the month they originally went out. All other grids in this report are straight tallies of each month's sales.

² Does not include the sale of a script that went out prior to 2011.

Spec Sales By Genre (sold/total):

Genre (sales)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	% of 2011 Spec Sales
Action/Adventure	0/2	1/3	0/4	2/9	1/5	0/4							4/27	10.5%
Comedy	0/5	2/12	6/9	1/11	2/12	1/11							12/60	31.6%
Drama	0/0	0/3	0/1	2/6	1/2	0/1							3/13	7.9%
Fantasy	0/0	0/0	0/2	0/1	0/0	0/0							0/3	0%
Horror	0/1	3/4	0/0	1/1	0/0	0/0							4/6	10.5%
Western	0/0	0/0	0/0	1/1	0/0	0/0							1/1	2.6%
Sci-Fi	0/2	0/3	2/4	1/2	1/3	0/0							4/14	10.5%
Thriller	1/5	3/10	8/16	1/12	2/9	0/2							15/54	39.5%

Spec Sales By Buyer - Studios:

Buyers (Studios)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2010	2009
CBS Films					1								1	0	2
Columbia		1	4			1							6	1	5
Dimension				1									1	0	1
Disney		1											1	2	2
DreamWorks		1	1										2	1	4
Fox			1	1	1								3	2	3
New Line				1									1	0	0
Paramount					1								1	4	5
Relativity				1	1								2	6	3
Summit			1										1	3	2
Universal			2	1									3	2	6
Warner Bros.		2		1	1								4	9	6

Spec Sales By Buyer - Other Buyers:

Buyers (Other)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	2010	2009
1984 Films				1									1	0	0
Animation Picture Co.		1											1	0	0
Bold Films	1												1	1	0
Caliber Media			1										1	1	0
Crime Scene Pictures					1								1	0	0
Dark Castle		1											1	1	0
Gracie Films			1										1	0	0
IM Global			1										1	0	0
Mandate			1										1	2	1
Montecito			1										1	0	0
Nasser Ent.			1										1	1	0
RCR		1											1	0	0
Route One		1											1	1	0
Skydance					1								1	0	0
Stone Village Pictures				1									1	0	0
Ten Thirty-One			1										1	0	0
Valhalla			1										1	0	0
Wendy Finerman Prods				1									1	0	0

Each of the following production companies has been attached to at least one spec sale so far this year. Companies in bold are new since the last scorecard.

Anonymous Content

After Dark
Appian Way
Alliance Films
Automatik Entertainment
Chernin Entertainment

Contrafilm

Davis Entertainment
Disruption Entertainment
Escape Artists
IDW
FilmEngine

Furst Films
Genre Films
Hollywood Gang Productions (2)
Ixtlan
Josephson Entertainment
Katsmith Productions
Leverage Management
Marc Platt Productions
Mandeville Films
Matt Tolmach Productions
Michael De Luca Productions
Original Film

Panay Films
Pearl Street
Platinum Dunes
Radar Pictures
Silver Pictures
Stuber Pictures
Temple Hill
Top Cow
WideAwake
Yorn Company

Spec Sales by Seller - Agencies (sold/total):

Sellers - Agents	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Overall Efficiency
APA	1/4	0/4	0/1	1/3	0/1	0/0							2/13 15%
CAA	0/1	3/6 ¹	1/1	1/3	1/4	0/2							5/17 29%
Gersh	0/0	3/5	1/1	0/0	0/0	0/2							4/8 50%
ICM	0/2	0/1	3/5	1/4	0/3	0/3							4/18 22%
Innovative	0/0	0/0	0/0	1/2	0/0	0/0							1/2 50%
Paradigm	0/2	1/2	1/2	2/3	0/0	0/0							4/9 44%
The Agency	0/0	0/0	1/1	0/0	0/0	0/0							1/1 100%
UTA	0/0	0/2	5/6	1/3 ¹	2/3	1/1							8/15 53%
Verve	0/2	0/0	0/0	0/1	1/1	0/1							1/5 20%
WME	0/0	2/4	2/5	2/2 ¹	3/4	0/2							8/17 47%

¹ Includes a script not counted toward the company's 2011 efficiency rating because it originally went out prior to 2011.

Spec Sales by Seller - Management Companies (sold/total):

Sellers - Managers	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Overall Efficiency
Baumgarten	0/0	0/0	0/0	1/1	0/0	0/0							1/1 100%
Benderspink	0/0	0/0	1/1	0/1	1/2	0/0							2/4 50%
Brillstein	0/0	0/0	0/0	1/1 ¹	0/1	0/0							0/2 0%
Caliber	0/0	0/0	1/1	0/0	0/0	0/1							1/2 50%
Circle of Confusion	0/0	2/4 ¹	0/1	0/1	1/5	0/1							2/12 17%
Energy	0/0	0/0	0/0	2/3 ¹	0/0	0/0							1/2 50%
Evolution	0/0	0/0	0/0	1/1	0/0	0/0							1/1 100%
FilmEngine	1/1	0/1	0/0	0/0	0/0	0/0							1/2 50%
Generate	0/0	1/1	0/0	0/0	0/0	0/0							1/1 100%
Gotham	0/1	0/0	0/0	1/0 ¹	0/1	0/0							0/1 0%
H2F	0/0	0/0	2/4	0/1	0/1	0/0							2/6 33%
Industry	0/0	0/0	1/2	0/0	2/2	0/0							3/4 75%
Kaplan/Perrone	0/0	0/0	1/1	0/1	0/1	0/1							1/4 25%
Mad Hatter	0/0	1/1	0/0	1/1	0/0	0/0							2/2 100%
ROAR	0/0	1/2	1/1	0/0	0/0	0/0							2/3 67%
Silent R	0/0	0/1	0/0	0/0	1/1	0/0							1/2 50%
Smart Ent.	0/0	0/0	0/0	1/2	0/0	0/0							1/2 50%
Underground	0/0	1/1	0/0	0/0	0/0	0/0							1/1 100%
Wirehouse	0/0	0/0	1/1	0/0	0/0	0/0							1/1 100%

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About The Scoggins Report:

The Scoggins Report is a terribly unscientific analysis of the feature film development business based on information assembled from a variety of public and non-public sources. The numbers in the reports are by no means official statistics. Past editions of The Scoggins Report can be found in the archives of The Business of Show Institute (<http://bit.ly/2HRZ67>) and now have a beautiful new home on www.theWrap.com.

Details on every person, project and company covered by the Report can also be found at www.ItsontheGrid.com, a proud division of The Wrap News, Inc. IOTG is the only place mere mortals can find listings of Hollywood's active open writing and directing assignments, not to mention comprehensive spec market data; active film development information and relevant credits for released movies going back to 1988.

The IOTG Blog has a new home on the site, by the way: www.ItsontheGrid.com/news
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