

Lot Manager 4.0

The Complete Sales and Contract Management Solution

Lot Manager is the complete sales and contract management solution for your land development projects. Manage the sales and contract cycle from end to end with this easy to use, comprehensive, software solution.



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Lot Manager 4.0 is an easy to use, fully featured, comprehensive software tool designed to make the sales and contract management end to end process for land development projects simple, efficient and robust.

Estate, Stage and Contract Management

Lot Manager 4.0 provides rapid data entry screens for estate, stage and lot management. Fee and rebate management for estates and stages is highly flexible and ensures consistency across all contracts in each stage.

The comprehensive contract data entry forms allow you to manage all aspects of the contract process including:

- property details
- purchaser details
- conditions
- contract status and fall-overs
- fees and fee apportionment
- rebates
- deposits, commissions and refunds
- settlement disbursements
- detailed notes

Correspondence

Generation of correspondence is automatically linked to the contract and customer details, and uses Microsoft Word® templates that you can design to suit your company and estate specific collateral. This correspondence includes:

- Welcome Letter
- Deposit Receipt
- Fees Invoice
- Builder's Rep Invoice (Commissions)
- Landscaping Voucher
- Settlement Instructions (for both buyer and seller)

Detailed customer information is captured for purchasers, investors and registrations of interest. Mail out and data export functions make communicating with your clients and prospects simple. Mail out to your clients and prospects based on a wide range of criteria using your own email templates and attachments. Preview the mail out and the list of recipients before you send to ensure accuracy. A "no mail out" flag on each customer ensures customers that have opted out do not receive unwanted information.

Receipt of Deposits

BPay reference numbers are automatically generated for each contract and included in the Welcome Letter. Our automated BPay® module (available in the Enterprise edition) allows you to load BPay® payments from your financial institution into Lot Manager 4.0.

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sales and
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from end to end
with one
easy to use
solution

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Manage your estates, contracts, prospects, customers and investors in one central system

Deposits can also be manually added to a contract, along with other transactions such as commission payments and refunds.

Reporting

The comprehensive list of reports ensures all the information captured is immediately at your fingertips when you need it. Some of the reports included are:

- Conditions Due To Expire
- Contract Cancellations
- Contract Schedule
- Deposits By Estate
- Mail Outs
- Monthly Sales Summary
- Rebates
- Registrations of Interest
- Sales
- Selling Fees
- Settlements Due
- Trust Account Transactions



Investors

The investment side of your land development projects is managed via the Investment and Shareholder details. Each investment that is managed can be linked to an estate, and each shareholding is recorded. Shares can also be sold back to the company, or sold to other investors within the system.

Integration with Third Party Systems

Integration with the Estate Master Development Management (DM) software provides users the ability to seamlessly import sales and settlement data into the DM cash flow model for up to the minute data on anticipated sales, settlements and commissions payments. This provides a more accurate and integrated solution for budgeting, cash flow forecasting and inventory tracking of development projects.

For further information on Estate Master products please see www.estatemaster.net



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How to Buy

Lot Manager 4.0 is available for purchase from Presence Systems, www.presence.com.au and is available in two editions:

Lot Manager 4.0 Desktop

Lot Manager 4.0 Desktop is designed for small to medium sized organisations who wish to manage their sales and contracts from a single PC. All the functionality of the core Lot Manager product is available in the Desktop edition, including integration with Estate Master DM.

Log Manager 4.0 Enterprise

Lot Manager 4.0 Enterprise is designed for medium to large organisations that require server installation and multi-user capability. The Enterprise edition is designed to run on Microsoft SQL Server® and to be used by multiple users. The Enterprise edition also comes with the BPay payment adaptor to allow automated uploading of deposit payment details.

For further information on Lot Manager 4.0 please see www.presence.com.au or contact us on +61 8 9403 4098.



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