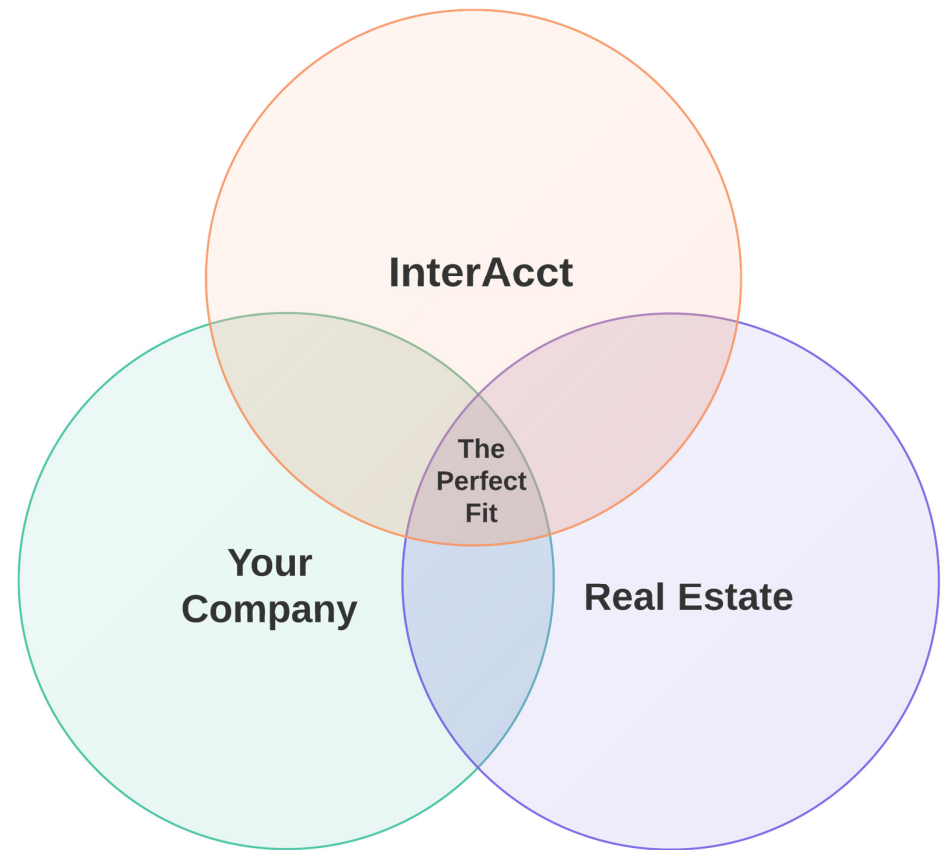# InterAcct for Real Estate

Why InterAcct?

☑ **Vendors**
Allows you to manage your Vendors and potential Vendors and match them to buyers

☑ **Buyers**
Allows you to track buyers and suggest properties to them.

☑ **Manages Websites**
Including uploading listings, open times and sold properties.

☑ **Document Register**
Link to drawings, specifications, and photos

☑ **Integrated**
All of the above features are connected to the standard InterAcct accounting, payroll and other modules.

☑ **Flexible**
Is this not an ideal fit to how you operate? Then InterAcct can personalize the software to make it a better fit to your way of thinking.

InterAcct

Your Company

Real Estate

The Perfect Fit

Real Estate Management

This is an example of a main menu for an agent, with just what is needed and nothing more.

Other Users / Managers might have more or less options depending on what they need to do.

Real Estate Flow Chart

'InterAcct allows you to manage your sales leads as well link this information through to your Accounts department'

Listings/Appraisals/Proposals:
Can be raised, tracked and followed up with this system. As well as updated online.

Buyers:
By source and open house history, buyers can be tracked in the software as well as matched to new listings.

Commissions:
There are many options here for how to split up the commissions based on who listed the property, closed the sale or managed the vendor.

Key Features & Advantages

	Feature :	Advantage :	Base?
Multiple locations	Run multiple locations / branches from within the one system	Allows for better searching matching and data sharing within your group	Option
Security / Access Levels	Some data is available to all staff, other data only to the staff that has entered that information.	Security can be flexible to meet how your office wants to share information	Option
Own Main Menu	Each type of staff has their own main menu that gives them just what they want to see	Removes temptation to look for restricted data and has less clutter while using the software	Option
XML Web uploader	Upload your listings directly to a number of websites (RealEstate.com.au / Domain.com.au format)	Quicker than manually setting them up and more accurate.	Option
Update Open houses times	Open houses can be managed and scheduled in the system, then when confirmed, updated through to the web listings.	Quicker than manually setting them up and more accurate. Also gives you the option to be able to see who will be where, when.	Option
Listing Reports	Match Buyers to properties with simple easy reports.	When adding buyers you can find properties for them quickly. When adding vendors you can find buyers that might be interested.	Option
Integrated	One system for sales management, listings, accounting, CRM.	Less duplicated data, more features/functions.	Option

Screen 1: Add Appraisal

Appraisal Database:

When you receive a new contact from a prospective Vendor you are able to enter in their details to the system.
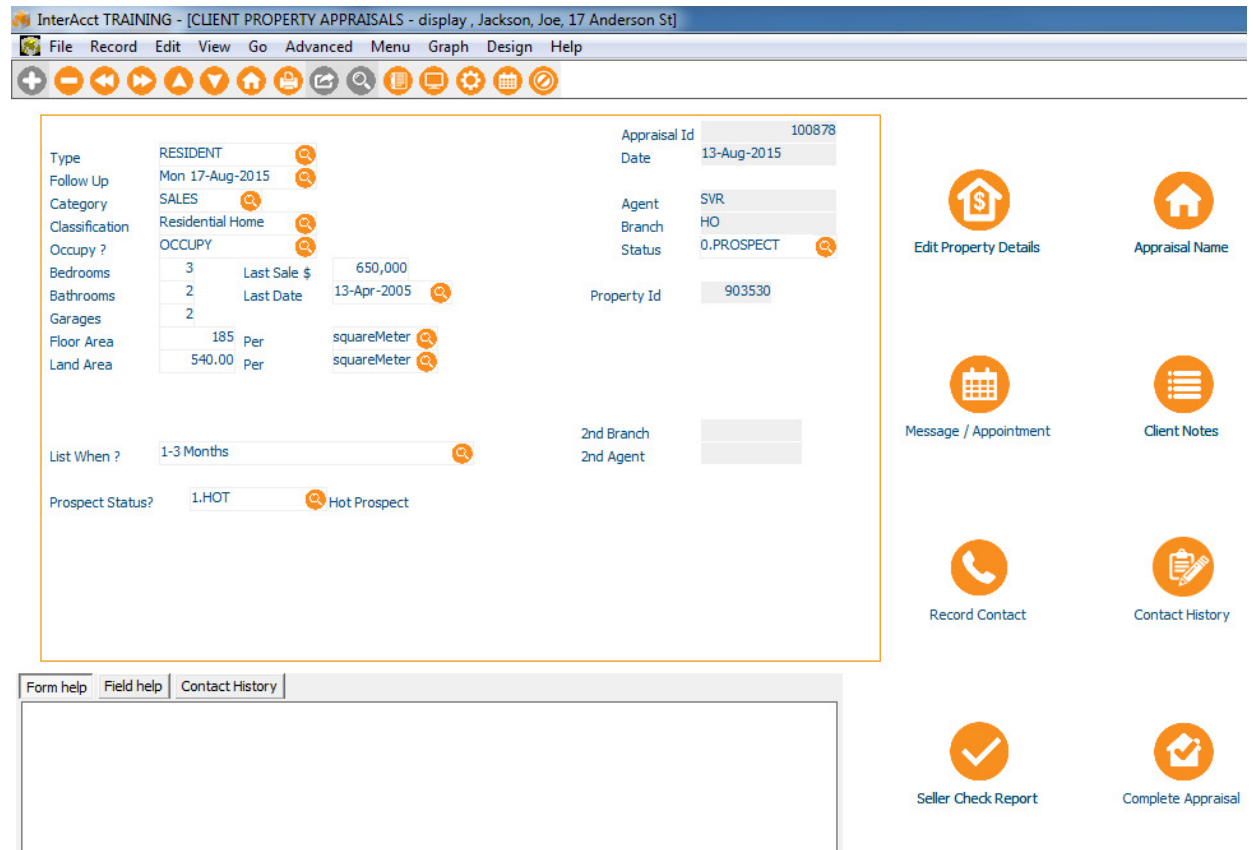
A Vendors can be grouped by location, type, region

B We can have multiple agents involved in the sale.

C We can track where this Vendor first found the vendor. (Open house, referrals, Online)

Screen 2: Setup Property Appraisal

Basic details of the appraisal are entered in at the time we are first discussing the property with the potential vendor.

This is done before attending the site to complete a more complete appraisal.

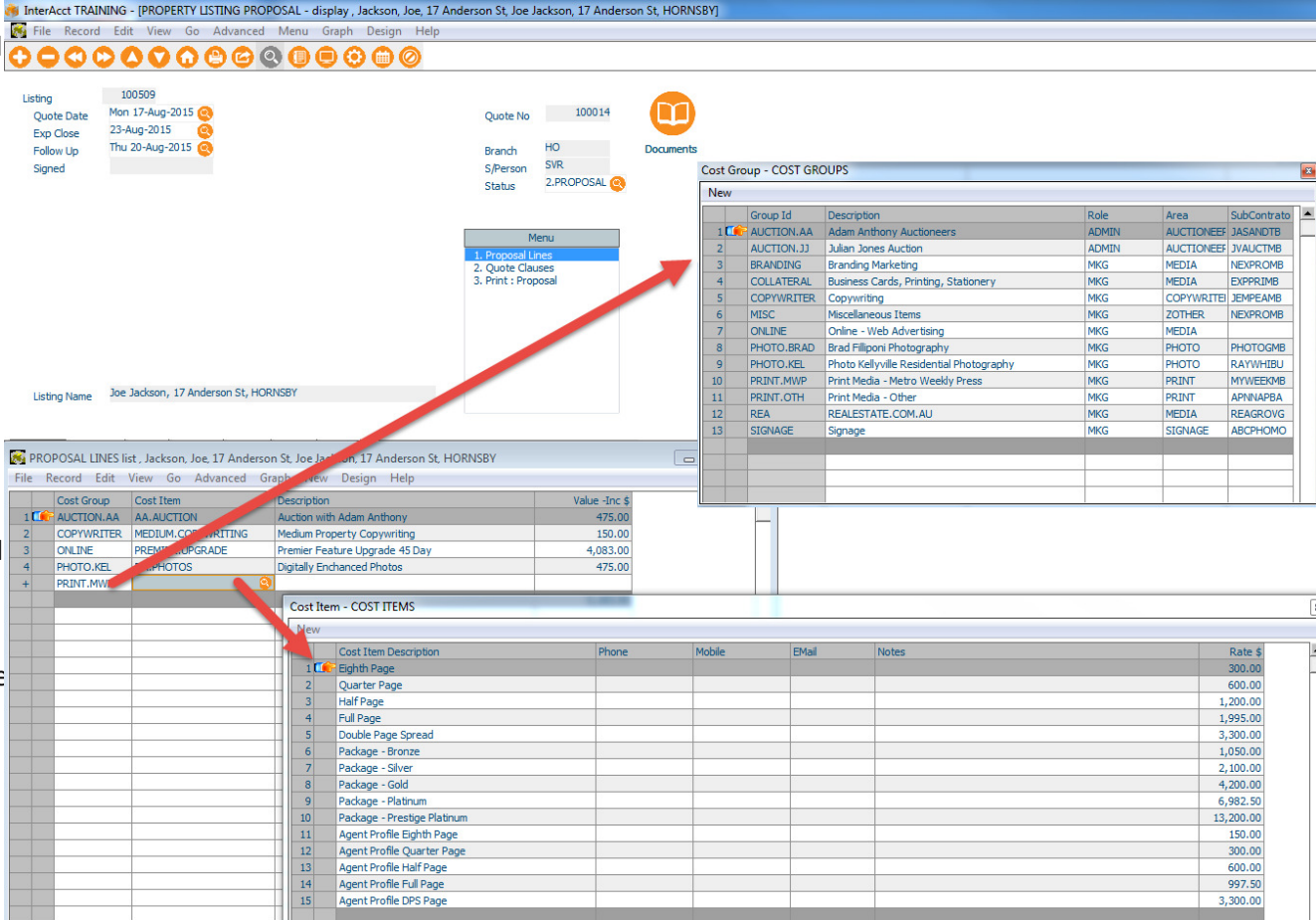Once the appraisal is done, then select Complete Appraisal to get to the next step.

Screen 3: Marketing Proposal

After the property has been inspected the details of what the vendor is expected are entered and we are able to create a marketing proposal.

Including :

✓ Photography
✓ Online Listings
✓ Print Media
✓ Auctioneers
✓ Stationary
✓ Signage
✓ Whatever else you wish to add

We can create any number of proposals that you need to for the one Vendor, then approve them when ready.

Screen 4: Marketing Proposal Printout

InterAcct Real Estate System
PO Box 786
Manly NSW
Ph : (02) 9975 4653 Fax : (02) 9975 7269
www.interacct.com.au

Marketing Proposal

Proposal For:
Joe Jackson
Jill Jackson
17 Anderson Ave
HORNSBY NSW 2077

Job No: 100509
Proposal Date: 17/08/2015
Customer Code: JACKJOHO
Your Contact: Simon Rainbow
Payment Terms:

Proposal Property Address:
17 Anderson St

HORNSBY.NSW.2077

Description	Quantity	Rate $	Total $
Adam Anthony Auctioneers - Auction with Adam Anthony	1	475.00	475.00
Copywriting - Medium Property Copywriting	1	150.00	150.00
Online - Web Advertising - Premier Feature Upgrade 45 Day	1	4083.00	4083.00
Photo Kellyville Residential Photography - Digitally Enchanced Photos	1	475.00	475.00
Print Media - Metro Weekly Press - Half Page	1	1200.00	1200.00

Item Cost: $		6,383.00
GST: $		0.00
Total: $		6,383.00

Screen 5: Contract Management

Follow up Diary.

Tracking who you spoke to, what was said and when you need to contact this person again next, is part of the Customer Relationship Management Software that InterAcct has been involved in for over 30 years.

These follow ups are listed in a diary and can be updated and checked off as they are completed.

Screen 6: Gatekeeping Form

Track Key Dates:

Once the proposal has been accepted by the client we are able to enter in the dates (when they are known) for this vendor sale.

Screen 7: Web Listing Setup

Type	RESIDENT	
Category	SALES	
Classification	AcreageSemi-Rural	
Occupy ?	OCCUPY	
Commercial Listing Type		

Status	0.PROSPECT
Updated Features?	Y
XML Status	current
Under Offer?	✖ N
New Construction?	✖ N
XML Authority	auction

Appraisal Id	100878
Listing No	100509
Original Upload	
Modified Upload	
Upload Revision	0
Property Id	903530
Agent Code	SVR
Department	HO
2nd Branch	
2nd Agent	
NonREA Branch A/c	FF
Domain A/c	FF
Unique REA ID	

Number of Images Posted	3
Number of FloorPlans Posted	0
Number of ExtLinks Posted	0

Headline 1: Lovely 3 bedroom home in leafy suburbs
Headline 2: Ideal for growing families

Display Price $: Offers Over $850,000

Min Price $ 750,000   Max Price $ 925,000   Specific Price 900000

*Photo Positions: CENTRE

Bedrooms 3   Bathrooms 2   Garages 2

Own Website: http://www.InterAcctPropertygroup.com.au/QuickLinks/100509
Property Folder: \\SBS\InterAcct\IA\PROPERTIES\HORNSBY\17 Anderson St - (903530)

Land Area 540 Per squareMeter

RealEstate com au A/c: FFSALES   Frenchs Forest Sales

Website

Documents   Photos   Copy   Price Change

Display Address? Y   Display Price? Y   Display Suburb? Y

PROPERTY XML FEATURES, Joe Jackson, 17 Anderson St, HORNSBY, CENTRE

New   Update   Lookup   Page Up   Page Down   Delete   Function   Design   Help

	Feature	Yes/No/Qty	Notes
1	Indoor Features		
2	Alarm System	Y	
3	Intercom		
4	Ensuite		
5	Study		
6	Dishwasher	Y	
7	Built-In Wardrobes		
8	Ducted Vacuum System		
9	Gym		
10	Workshop		
11	Indoor SPA		
12	Rumpus Room	Y	
13	Floorboards		
14	Broadband Internet Available		
15	Pay TV Access		
16	Open Fireplace	Y	
17	Ducted Heating		
18	Ducted Cooling		
19	Split-System Heating		
20	Hydronic Heating		
21	Split System Air Conditioning		
22	Air Conditioning		
23	Gas Heating		
24	Evaporative Cooling		
25	Reverse Cycle Air Con		

Form help   Field help
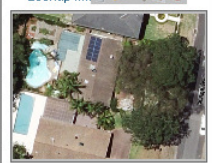
Menu
1. Property Features
2. Tour/360 View Links
3. Photo Images
4. Auction Date
5. Input Web Description

6. Export Out XML Feed

PHOTO IMAGES list , Joe Jackson, 17 Anderson St, HORNSBY, CENTRE

File   Record   Edit   View   Go   Advanced   Graph   New   Design   Help

	Seq No	Lookup Image	Date	Floor Plan Image?	RealEstate com au Saved Location
1	10	C:\Users\Simon.INTERACCT\Pictures\house 201405.png	14-Aug-15	N	
2	20	C:\Users\Public\Pictures\Sample Pictures\Desert.jpg	14-Aug-15	N	
3	30	C:\Users\Public\Pictures\Sample Pictures\Koala.jpg	14-Aug-15	N	

Lookup Ima

Screen 8: Invoicing and Scheduling

Billing, Scheduling and more:
The InterAcct Real Estate System is not just for managing listings it also is an accounting system:

- ✓ Create invoices for advertising, commissions, sundry expenses
- ✓ Receipt money
- ✓ Update financial reports, Profit and Loss, Balance Sheet, Business Activity Statements, Payroll and more

Screen 8: Buyer Reporting

Buyers list:

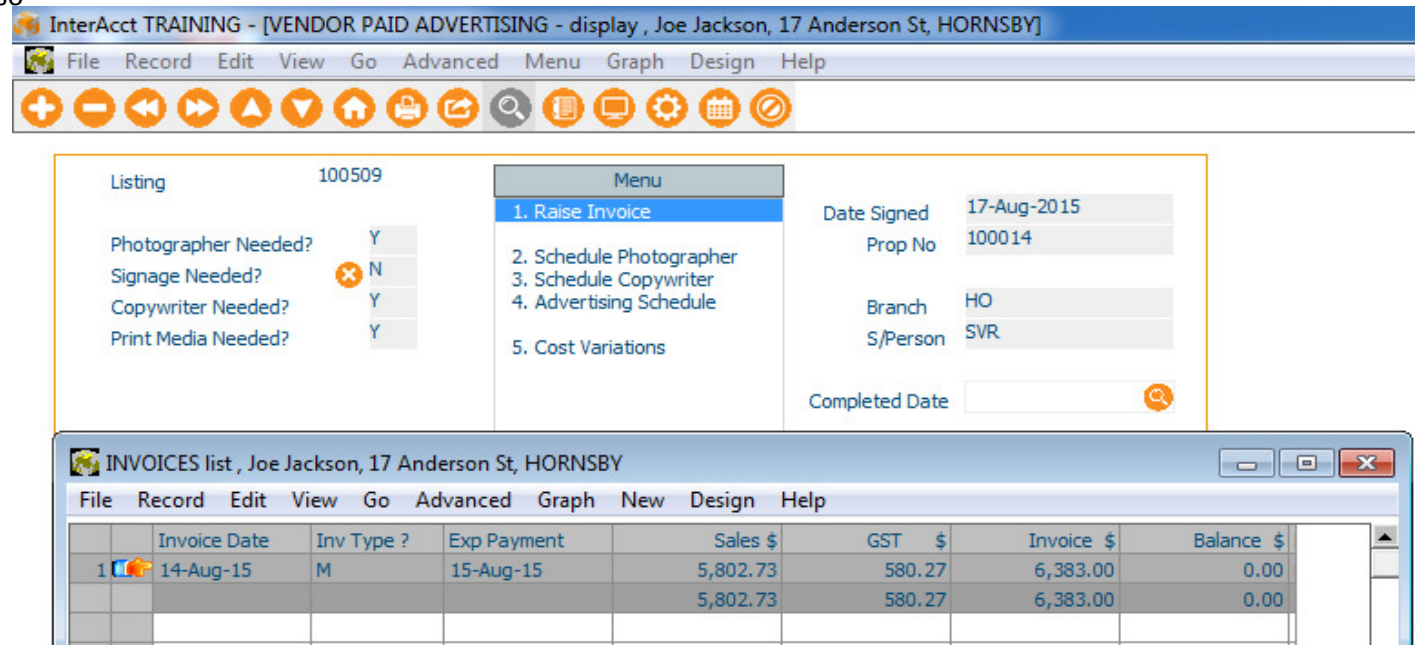It is possible for the system to create a listing of properties that a buyer might be interested in (or which buyers might want a particular property) from within the system.

The report looks to see location, size, and price and compares those with what is desired. Larger properties are considered a better match than smaller, cheaper properties and better match than more expensive. These properties then display in the order of best match but will also show other close matches, with a percentage match.

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Suggested Property Listings

Proposal For:					Wanted ID:	100535
Jeff Richards					Proposal Date:	14/08/2015
Jane Richards					Customer Code:	RICHJEPA
12 Gray St					Your Contact:	Simon Rainbow

PARRAMATTA NSW 2123

Looking for						
Bedrooms	Bathrooms	Garages	Min Price $	Max Price $	Desired Suburb	Region
3	2	2	750,000	925,000	HORNSBY.NSW.2077	NSWSY-NTH

Close Matches :							
Match%	Suburb	Street Address	Bed	Bath	Cars	Price $	Open Date/Time
100.00	HORNSBY	17 Anderson St	3	2	2	Auction	By Appointment
86.49	SHORTLAND	12 Shortland St	3	2	2	Listing Soon	By Appointment

Screen 9: Buyer reporting direct HTML email

	From ▾	simon@interacct.com.au
Send	To...	☐ 'Jeffster@Jeffco.com.au'
	Cc...	
	Bcc...	
	Subject	InterAcct Property Group Buyer Match Report

Hi Jeff & Jane,

Based on the information you have given us below, please find the current list of properties which match your criteria the closest.
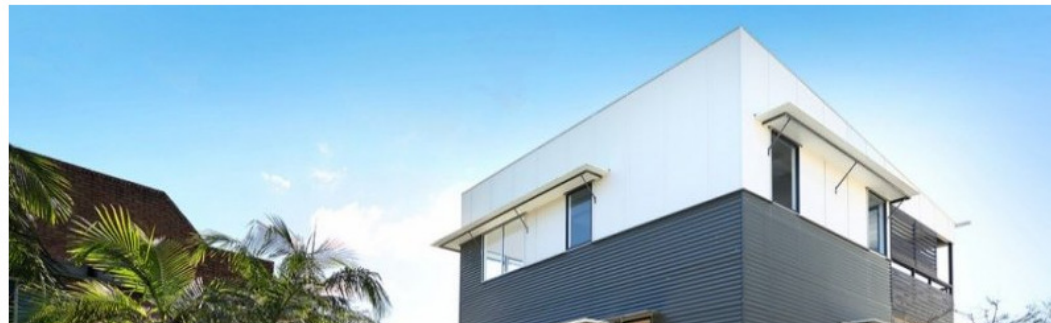
Click on more details for more information/pictures about these properties.

Kind Regards,
Simon Rainbow

Your Search Criteria

Bedrooms	Bathrooms	Garages	Price $	Desired Suburb	Region
3	2	2	925,000	HORNSBY NSW 2077	NSWSY-NTH

Top 20 Properties based on your Criteria

InterAcct Pricing (Per User)

Users	Base InterAcct	Real Estate (A)	Service Maintenance (B)	Smaller Modules (C)
1	$1,500 (15-25)	+ $500 (10)	+ $350 (5)	+ $350 (5)
2-3	$1,000 (20-30)	+ $500 (10)	+ $350 (5)	+ $350 (5)
4	$750 (20-30)	+ $375 (10)	+ $250 (5-8)	+ $250 (5 - 8)
5-9	$600 (25-35)	+ $300 (10-15)	+ $200 (5-8)	+ $200 (5 - 8)
10-19	$500 (30-40)	+ $275 (10-15)	+ $175 (5-8)	+ $175 (5 - 8)
20-49	$400 (40-60)	+ $250 (10-15)	+ $150 (10-15)	+ $150 (10 - 15)
50+	$350 (50-75)	+ $230 (15-25)	+ $130 (10-20)	+ $130 (10 - 20)

Software Pricing

Software Pricing is per Computer Network "User" as defined in the above table. The optional software modules (eg, Job Cost Estimating) require the Base InterAcct as well, and are purchased based on the number of base Network Users. Prices are all ex GST.

+ Annual Support Pricing

Yearly support is calculated at 20% of purchase price, with no CPI annual increases. Support is reduced by 30% after 3 years. For example a single User (with just the base InterAcct) would be ($1,500 x 20%) = $300

+ Implementation & Training Budget

The (Number) denotes the estimated min/max hours of Implementation & Training required in the budget per installation / module (not per User). Implementation / training "Advanced" is currently charged at the average rate of $160 per hour.

Modules

There is a wide variety of software modules available for purchase, talk to InterAcct staff about your specific software needs.

Request a Cost Estimate:

InterAcct Software Pty Ltd

Toll Free: 1300 66 26 26   **After Hours:** 0413 555 315
Email: sales@interacct.com.au   **Web:** http://www.interacct.com.au