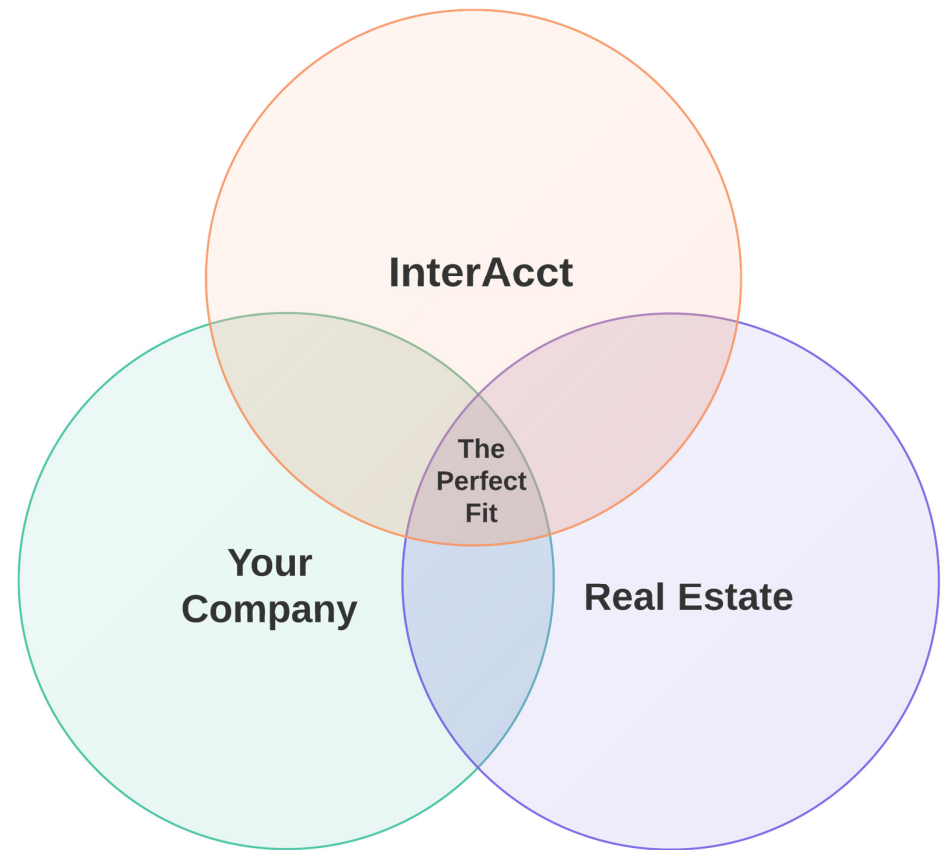




InterAcct for Real Estate

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.



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.

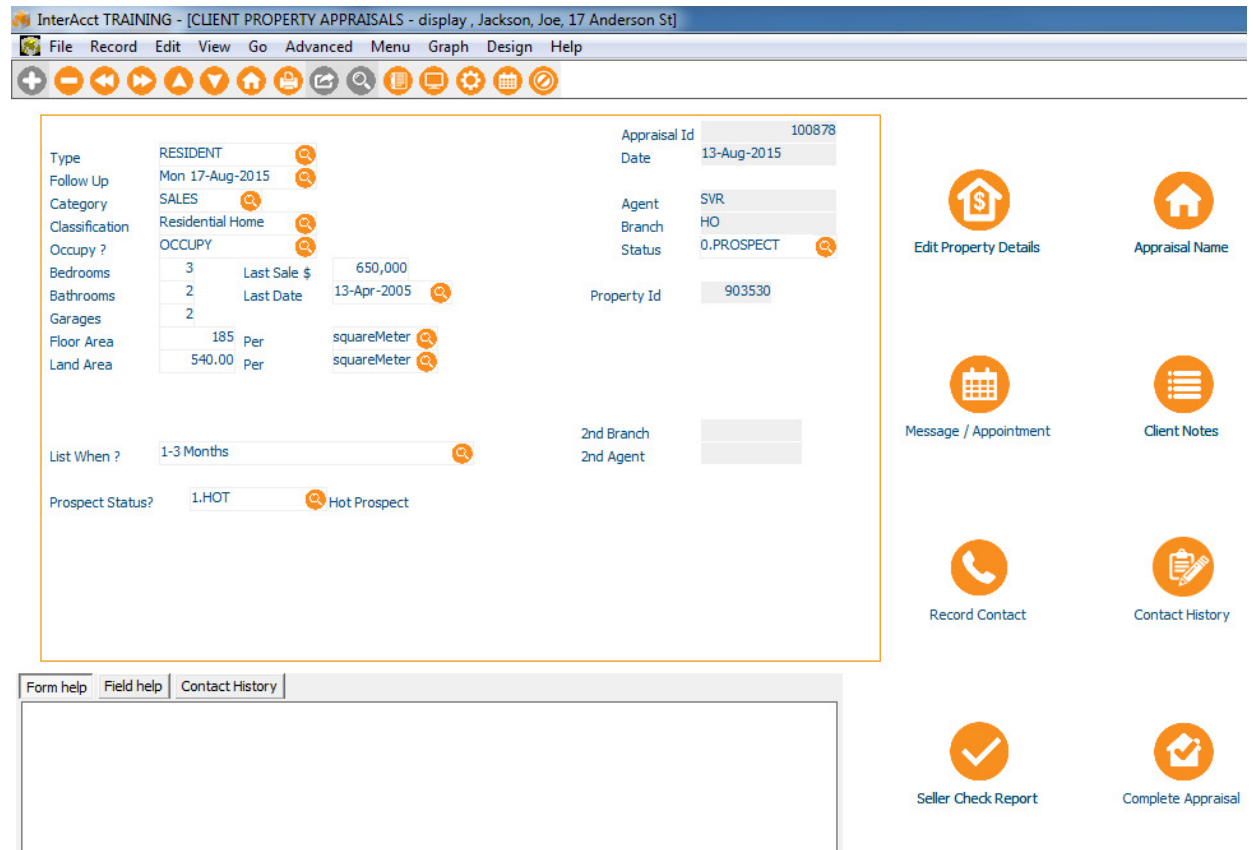
- A** Vendors can be grouped by location, type, region
- B** We can have multiple agents involved in the sale.
- C** We can track where this Vendor first found the vendor. (Open house, referrals, Online)

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.



InterAcct TRAINING - [CLIENT PROPERTY APPRAISALS - display, Jackson, Joe, 17 Anderson St]

File Record Edit View Go Advanced Menu Graph Design Help

Type	RESIDENT	Appraisal Id	100878
Follow Up	Mon 17-Aug-2015	Date	13-Aug-2015
Category	SALES	Agent	SVR
Classification	Residential Home	Branch	HO
Occupy ?	OCCUPY	Status	0.PROSPECT
Bedrooms	3	Last Sale \$	650,000
Bathrooms	2	Last Date	13-Apr-2005
Garages	2	Property Id	903530
Floor Area	185 Per	squareMeter	
Land Area	540.00 Per	squareMeter	
List When ?	1-3 Months	2nd Branch	
Prospect Status?	1.HOT	2nd Agent	
			Hot Prospect

Form help Field help Contact History

- Edit Property Details
- Appraisal Name
- Message / Appointment
- Client Notes
- Record Contact
- Contact History
- Seller Check Report
- Complete Appraisal

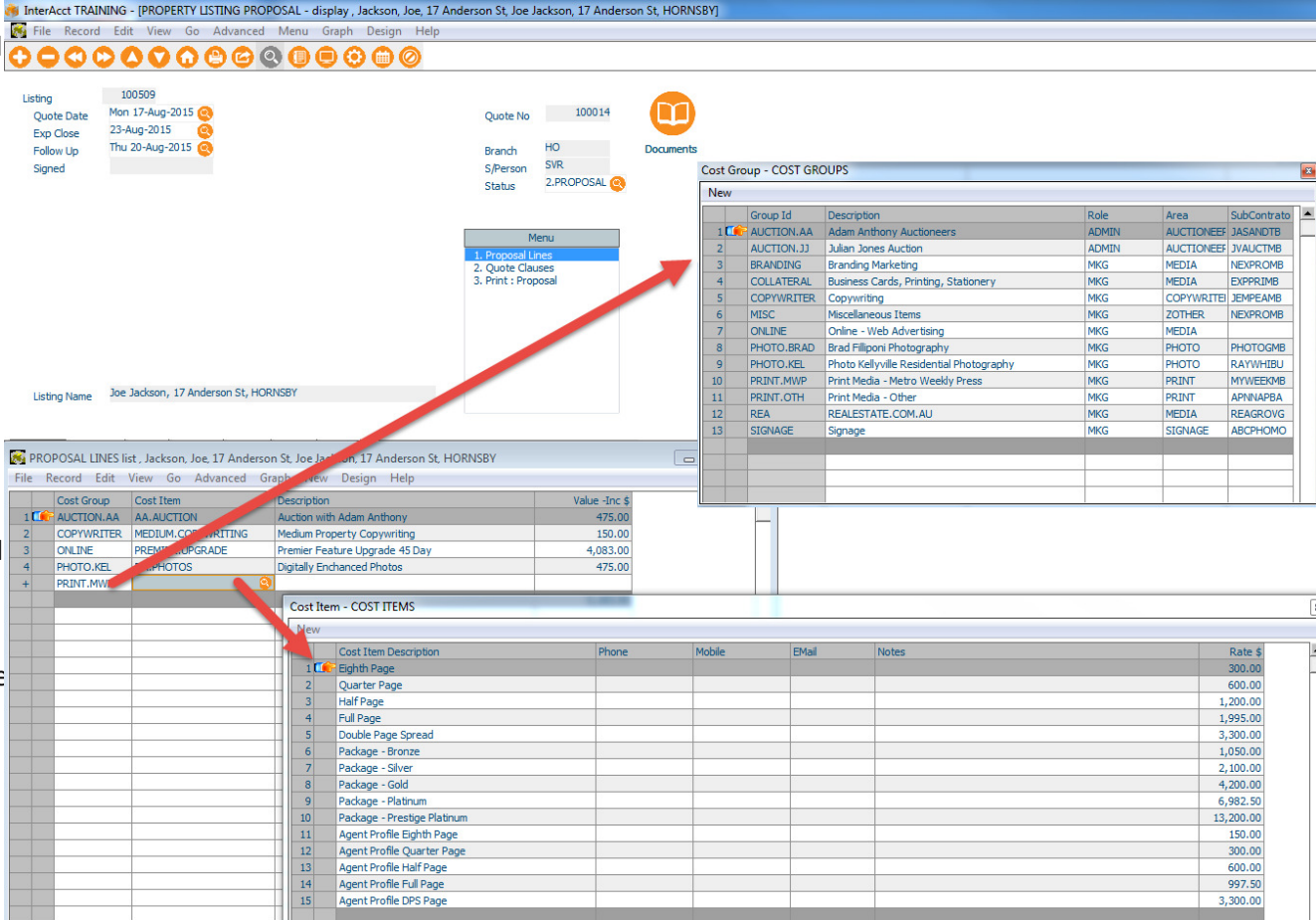
Screen 3: Marketing Proposal

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.



The screenshot displays the InterAcct software interface for creating a marketing proposal. The main window shows a form with the following details:

- Listing:** 100509
- Quote Date:** Mon 17-Aug-2015
- Exp Close:** 23-Aug-2015
- Follow Up:** Thu 20-Aug-2015
- Signed:** (empty)
- Quote No:** 100014
- Branch:** HO
- S/Person:** SVR
- Status:** 2.PROPOSAL

A **Menu** dropdown is open, showing options: 1. Proposal Lines, 2. Quote Clauses, 3. Print - Proposal. A red arrow points from this menu to the **Cost Group - COST GROUPS** window.

The **Cost Group - COST GROUPS** window displays a table with the following data:

Group Id	Description	Role	Area	SubContract
1 AUCTION.AA	Adam Anthony Auctioneers	ADMIN	AUCTIONEER	JASANDTB
2 AUCTION.JJ	Julian Jones Auction	ADMIN	AUCTIONEER	JVALCTMB
3 BRANDING	Branding Marketing	MKG	MEDIA	NEXPROMB
4 COLLATERAL	Business Cards, Printing, Stationery	MKG	MEDIA	EXPPRMB
5 COPYWRITER	Copywriting	MKG	COPYWRITER	JEMPEAMB
6 MISC	Miscellaneous Items	MKG	ZOTHER	NEXPROMB
7 ONLINE	Online - Web Advertising	MKG	MEDIA	
8 PHOTO.BRAD	Brad Filliponi Photography	MKG	PHOTO	PHOTGMB
9 PHOTO.KEL	Photo Kellyville Residential Photography	MKG	PHOTO	RAYWHBU
10 PRINT.MWP	Print Media - Metro Weekly Press	MKG	PRINT	MYWEEKMB
11 PRINT.OTH	Print Media - Other	MKG	PRINT	APNNAPBA
12 REA	REALESTATE.COM.AU	MKG	MEDIA	REAGROVM
13 SIGNAGE	Signage	MKG	SIGNAGE	ABCPHOMB

The **PROPOSAL LINES list** window shows a table with the following data:

Cost Group	Cost Item	Description	Value -Inc \$
1 AUCTION.AA	AA.AUCTION	Auction with Adam Anthony	475.00
2 COPYWRITER	MEDIUM.COPYWRITING	Medium Property Copywriting	150.00
3 ONLINE	PREMIUM.UPGRADE	Premier Feature Upgrade 45 Day	4,083.00
4 PHOTO.KEL	PHOTOS	Digitally Enhanced Photos	475.00
+	PRINT.MWP		

A red arrow points from the **PRINT.MWP** row in the Proposal Lines list to the **Cost Item - COST ITEMS** window.

The **Cost Item - COST ITEMS** window displays a table with the following data:

Cost Item Description	Phone	Mobile	EMail	Notes	Rate \$
1 Eighth Page					300.00
2 Quarter Page					600.00
3 Half Page					1,200.00
4 Full Page					1,995.00
5 Double Page Spread					3,300.00
6 Package - Bronze					1,050.00
7 Package - Silver					2,100.00
8 Package - Gold					4,200.00
9 Package - Platinum					6,982.50
10 Package - Prestige Platinum					13,200.00
11 Agent Profile Eighth Page					150.00
12 Agent Profile Quarter Page					300.00
13 Agent Profile Half Page					600.00
14 Agent Profile Full Page					997.50
15 Agent Profile DPS Page					3,300.00

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 Enhanced 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.

InterAcct TRAINING - [CONTACT HISTORY - display, Joe Jackson, 17 Anderson St, HORNSBY]

File Record Edit View Go Advanced Menu Graph Design Help




This Activity - What Happened? Who was Contacted?

Date	Fri 14-Aug-2015	Action	CONTACT	1. Outgoing Phone Call
Employee	SVR		Simon Rainbow	
Contact	Joe Jackson			
This Action	Called to Confirm Joe Had Proposal, Left Message on Phone			


Next Activity - When/Who to Follow Up? Follow-Up Required?

Follow Up	Wed 19-Aug-2015	Next	CONTACT	1. Outgoing Phone Call
Employee	SVR			
Next Action	Call Again In A Few Days to Confirm Delivery			

 Client Notes

InterAcct TRAINING - [APPOINTMENTS - MESSAGES list]

File Record Edit View Go Advanced Graph Design Help



	*Person	*Date	Time	Till	Status	Event	Contact	*Ph	Suburb	Rating	Message	Action
1	SVR	Mon 17-Aug-2015	4:41 PM		1.NEW	APPRAISAL	Jill Jackson	9788 457	HORNSBY.NS	0.PROSPEC	Appraisal Follow Up	
2	SVR	Wed 19-Aug-2015	9:38 AM	9:38 AM	1.NEW	CONTACT	Joe Jackson	9788 457	HORNSBY		Called to Confirm Joe Had Proposal, Left Message on Phone	Call Again In A Few Days to Confirm Delivery
3	SVR	Thu 20-Aug-2015	4:48 PM		1.NEW	PROPOSAL		9788 457		5.LISTED	Follow Up Property Listing Proposal	Joe Jackson, 17 Anderson St, HORNSBY
4	SVR	Thu 27-Aug-2015			1.NEW	CONTACT	Joe Jackson	9788 457	HORNSBY	1.APPRAISE	Follow Up on Job	Keep the Gate Shut, Dog (Fido)
5	SVR	Thu 27-Aug-2015	10:01 AM	11:00 AM	1.NEW	CONTACT	John Oliver	9977 771	SHORTLAND	1.APPRAISE	Confirm Exclusive Offer	



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.

InterAcct TRAINING - [GATEKEEPING FORM - display , Joe Jackson, 17 Anderson St, HORNSBY]

File Record Edit View Go Advanced Menu Graph Design Help

Branch: HO Head Office
Role/Task: GATEKEEP GateKeeping
Employee: KBALDWIN Kate Baldwin

Listing No: 100509
Client ID: JACKJOHO
Property ID: 903530

Listing Paperwork Approved: Wed 19-Aug-20

Pool Form Approval: Thu 13-Aug-20

VPA Proposal Signed: Wed 19-Aug-20

Have MWP Approved Payment Plan: Mon 17-Aug-20

Setup Listing Folders / Save Files: Wed 26-Aug-20

Are there Tenants in the Property? N Tenant Paperwork Rec'd:

Send out Paperwork to Staff /Vendor: Wed 26-Aug-20

Blank Contact Prepared: Mon 31-Aug-20

Comments:

Gatekeeping Notes

Documents

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: []

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

RealEstate.com.au A/c: FFSALES
 Website: []
 Documents: []
 Photos: []
 Copy: []
 Price Change: []

Bedrooms: 3
 Bathrooms: 2
 Garages: 2
 Land Area: 540 per squareMeter

Display Address? [Y] Display Price? [Y] Display Suburb? [Y]

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

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

	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

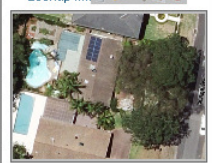
Menu

- Property Features
- Tour/360 View Links
- Photo Images
- Auction Date
- Input Web Description
- Export Out XML Feed

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

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 Im

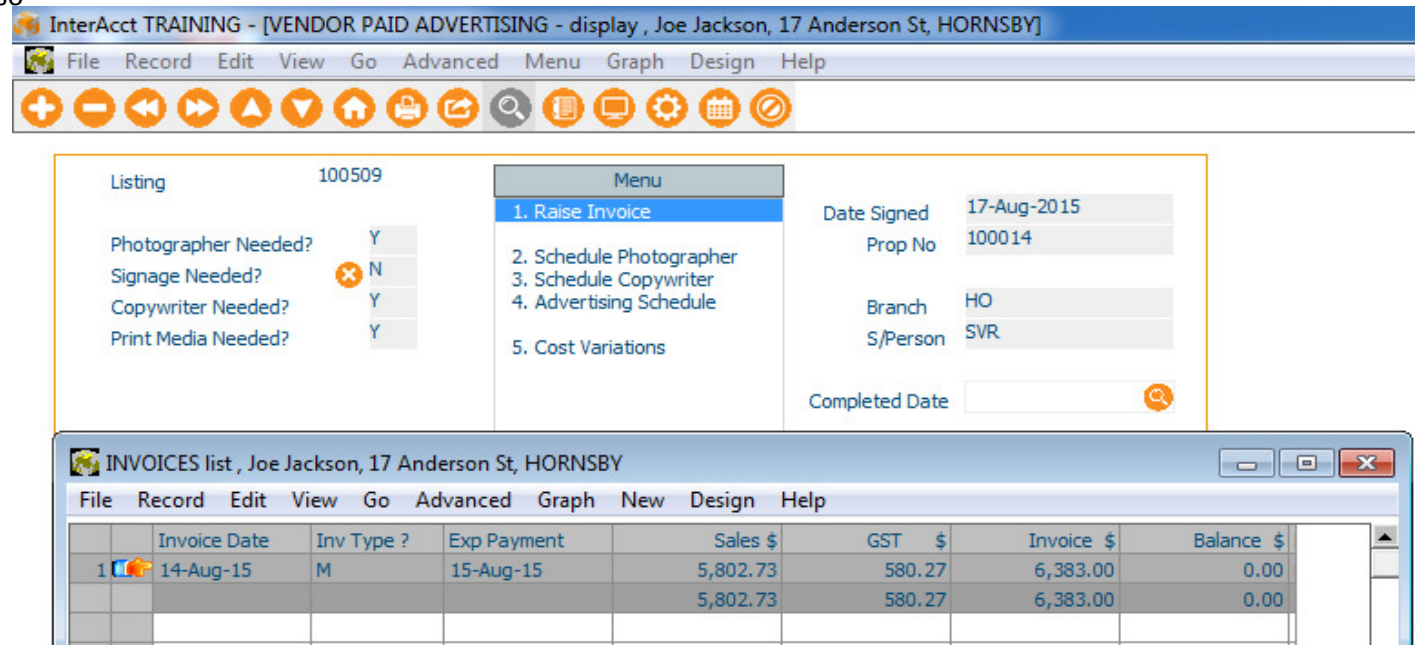


Screen 8: Invoicing and Scheduling

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



The screenshot displays the InterAcct software interface. The main window is titled "InterAcct TRAINING - [VENDOR PAID ADVERTISING - display, Joe Jackson, 17 Anderson St, HORNSBY]". It features a menu bar (File, Record, Edit, View, Go, Advanced, Menu, Graph, Design, Help) and a toolbar with various icons. The main content area shows a listing for "100509" with a "Menu" dropdown containing options: "1. Raise Invoice", "2. Schedule Photographer", "3. Schedule Copywriter", "4. Advertising Schedule", and "5. Cost Variations". To the right, there are fields for "Date Signed" (17-Aug-2015), "Prop No" (100014), "Branch" (HO), "S/Person" (SVR), and "Completed Date".

Below the main window, an "INVOICES list, Joe Jackson, 17 Anderson St, HORNSBY" window is open, showing a table of invoices:

	Invoice Date	Inv Type ?	Exp Payment	Sales \$	GST \$	Invoice \$	Balance \$
1	14-Aug-15	M	15-Aug-15	5,802.73	580.27	6,383.00	0.00
				5,802.73	580.27	6,383.00	0.00

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.

InterAcct Real Estate System

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



Suggested Property Listings

Proposal For:
Jeff Richards
Jane Richards
12 Gray St
PARRAMATTA NSW 2123

Wanted ID: 100535
Proposal Date: 14/08/2015
Customer Code: RICHJEP
Your Contact: Simon Rainbow

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

Send	From ▾	simon@interacct.com.au
	To...	<input type="checkbox"/> '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.

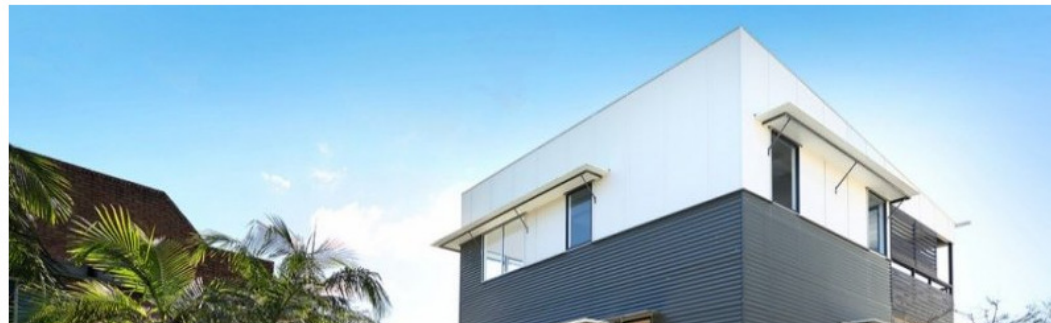
Click on more details for more information/pictures about these properties.

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
 Email: sales@interacct.com.au

After Hours: 0413 555 315
 Web: <http://www.interacct.com.au>