

REALedger™ – Sales

Real Estate Accounting Ledger



Your Complete Real Estate Accounting Solution

Sales, together with the **Agent** module, make up the heart of REALedger. The **Sales** module allows you to track pending, closed and failed sales from start to finish including third party deductions, referrals, BPO's, Trust/Escrow money, tasks and documents. Buyer and seller information is maintained for marketing purposes. Task Tracker allows you to manage checklists with due dates and links to documents stored electronically, and integrates with **WebAgent™** providing access to the details of the sale.

REALedger Sales will help you:

- ◆ Manage multiple agents within a sale
- ◆ Calculate agent/office splits
- ◆ Manage your entire sales cycle
- ◆ Process agent commission checks
- ◆ Manage Trust/Escrow activity
- ◆ Manage outside referrals
- ◆ Track sales by classes, reference codes, and responsible parties
- ◆ Track pertinent tasks and documents
- ◆ Track outside brokerage information
- ◆ Automatically capture franchise fees

Transactions to View: Pending Closed Failed All 21018

Office: AA Resp: ZZ Trans#: AA-01-00516 Seller: ELLIS Buyer: WASHINGTON Comm: 34,600.00 Remn: 0.00

Details Third Party Agents Trust Custom Outside Broker Task Tracker

Ref Code: LS M/L Number: 5584961 Sgls Class: SADEF
Date Sold: 08/22/2007 Projected Close: 09/25/2007 Actual Close: 09/26/2007
Sale Price: 585,000.00 List Price: 592,000.00 Date Entered: 08/23/2007
Diff: -7,000.00 JID: External Trans #: 0100516

Gross Commission Calculation:
Percent Amount
0.00% up to 0.00
0.00% up to 0.00
0.00% Over
Gross Revenue: 35,100.00

Commission Deposit Information:
Check # Description Amount Trust?
478521665 Trust Deposit 7,000.00
* Title Company 28,100.00
0.00
Deposit Total: 35,100.00
3rd Party Pass Through Adjustments: 0.00
Calculated Commission Total: 35,100.00

Property Info:
Address: 21018 Washington Avenue
City: Everett State: WA Zip: 98204
Prop. Type: Residential Vacant Land?

Seller Next Address Info:
First Name: Ron & Mary Phone: 206-980-7329
Address: 33278 Cripple Creek Rd
City: Seattle State: WA Zip: 98234

Buyer Current Address Info:
First Name: Janet Phone: 206-729-2231
Address: 21018 Washington Ave
City: Everett State: WA Zip: 98204

Sample Sales Screen

Task Description	Order	Required	Date Due	Date Completed	Path to File	All Tasks Report	Incomplete Report
Agency Policy	1	✓	09/05/2007	09/05/2007	\\Agency Policy.pdf	Find File	Find File
Listing Agreement	2	✓	09/06/2007	09/04/2007		Find File	Find File
Lead Based Paint Disclosure	3	✓	09/06/2007	09/04/2007	\\Lead Based Paint Disclosure.pdf	Find File	Find File
Compensation Disbursement	4	✓	09/07/2007	09/08/2007	\\Compensation Disbursement	Find File	Find File
Confirmation of Agency Status	5	✓	09/08/2007	09/08/2007	\\Confirmation of Agency Status	Find File	Find File
Property Condition Disclosure	6	✓	09/08/2007			Find File	Find File
Property Disclosure/Exemption	7	✓	09/08/2007	09/12/2007		Find File	Find File
Sales Agreement with Counter Offers	7	✓	09/08/2007			Find File	Find File
Subsurface Sewage Disposal System	8	✓	09/09/2007		\\Sewage Disposal System	Find File	Find File
Addendum for Disclaimer of Mold	8	✓	09/10/2007			Find File	Find File
Wood Destroying Insect Inspection Report	9	✓	09/11/2007			Find File	Find File
Seller's Acknowledgement	10	✓	09/13/2007			Find File	Find File
Seller's Final Property Disclosure	11	✓	09/13/2007			Find File	Find File
Listing Addendum Agreement	12	✓	09/15/2007			Find File	Find File

Sample Task Tracker Screen

Sales related reports include:

- Pending Sales – Projected Income
- Closed Sales
- Sales Transaction Details
- Historical Sales Information
- Trust Transaction Audits
- Exemption and Referrals
- And many more...

Or, create your own custom reports – the database is open!



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