



sales pricing

Sales Pricing manages the exchange of information between Workflow Management Suite and leading front-end sales automation applications.

Using Sales Pricing to create retail sales prices, your home office and sales offices can now share this information. The purchasing department will know the costs and detail and the sales office will know the retail sales price. In conjunction with leading sales automation applications, it provides information such as lot inventory, buyer contact details, contract information, community information, and community-specific models and options retail pricing. This eliminates unnecessary duplication of data entry and provides an integrated workflow between departments.

Setting prices.

Simplifying the task of generating sales prices for various plans and options by community, the software streamlines the process of calculating pricing. Working with pricing worksheets, you're able to establish the sales price of each plan or option and mark up costs by a percentage or by setting a market value.

Analyzing prices.

As a management analysis tool, Sales Pricing eliminates the need to maintain a separate sales price spreadsheet or database and can be used to play what-if scenarios for future pricing.

Features and efficiencies

Sales Pricing makes it easy to develop and exchange information with other Timberline Office applications.

- Pull information directly from Timberline Office[®] estimating, Purchasing (HMS), and Job Cost software, including:
 - Community information
 - Lot inventory and availability status
 - Phase completion status from project schedules.
 - Selling prices for models and options
 - Sales category information
- Calculate pricing for each model and option by accessing items and quantities in Timberline Office estimating and Purchasing (HMS) software.
- Using Sales Center Integration, analyze gross margin profitability by plan and option, ratify agreements and automatically transfer pricing details, job information, contract detail, and buyer contact information to Timberline Office Job Cost when sales contract information is processed.

Model Name	Plan	Selling	Gross	Projected # of Units	Projected Gross Revenues	Projected Gross Margins	Projected Overhead Costs	Projected Sales Commissions	Projected Infrastructure \$	Projected Net Margin
ASTER	Base	\$ 122,900.00	\$ 49,544.22	10	\$ 1,229,000	\$ 495,442	\$ 122,900	\$ 24,580.00	\$ 61,450.00	\$ 286,512.20
BUTTERCUP	Base	\$ 145,900.00	\$ 62,221.71	6	\$ 875,400	\$ 373,330	\$ 87,540	\$ 17,508.00	\$ 43,770.00	\$ 224,512.25
COTTONWOOD	Base	\$ 140,900.00	\$ 57,260.14	6	\$ 845,400	\$ 343,561	\$ 84,540	\$ 16,908.00	\$ 42,270.00	\$ 199,842.84
DAHLIA	Base	\$ 126,900.00	\$ 52,105.11	7	\$ 888,300	\$ 364,736	\$ 88,830	\$ 17,766.00	\$ 44,415.00	\$ 213,724.77
DAHLIA2	Base	\$ 132,900.00	\$ 58,180.42	10	\$ 1,329,000	\$ 581,804	\$ 132,900	\$ 26,580.00	\$ 66,450.00	\$ 355,874.20
					\$ 5,167,100	\$ 2,158,873	\$ 516,710	\$ 103,342.00	\$ 258,355	\$ 1,280,466

Determine projected gross and net margin by model and option by integrating with Microsoft Excel or designing custom reports.



direct results :: ::

Sales Pricing, developed and supported by BuilderMT, is part of the BuilderMT Workflow Management Suite. It is also part of the Timberline Office production management suite of products, fully integrated financial and operations software for construction and real estate professionals.