

Land Development

The Land Development module integrates with the standard MRI Job Cost application to enhance the control of actual and budgeted costs for land development projects. This module automatically allocates both project-related and budgeted costs for each of the phases of the project to the individual lots based on multiple user-defined allocation methods. In addition, all pertinent sales information is tracked on each sold lot including purchaser demographics, deposit information, closing costs, closing dates and adjustments. The system produces Statement of Adjustments and profitability reports.

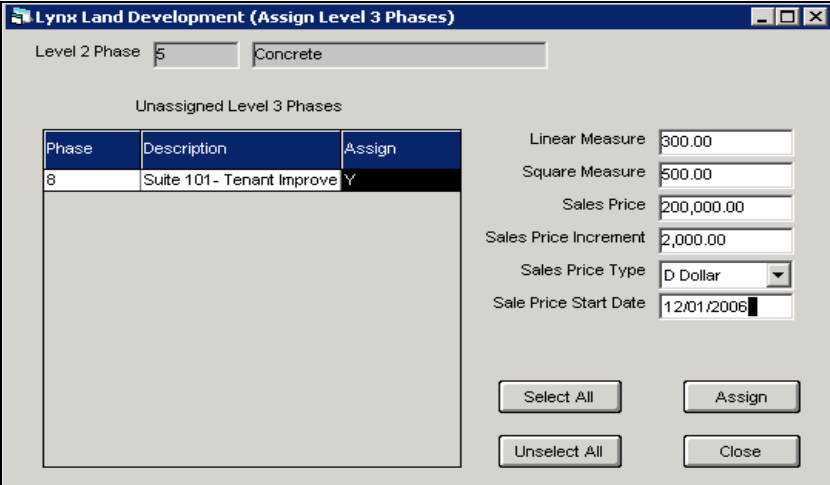
Benefits

➤ Convenience and Flexibility

- Provides one-time set up of phase detail information including the unit of measure and the cost allocation method
- Offers one-time set up of sales information
- Provides updated sales data to the Job Cost Module for invoicing and accounting entries
- Includes cost allocation for actual costs, budgeted costs and committed costs
- Offers multiple user-defined allocation methods based on linear front footage measure, square foot or meter measure, percentage allocation or no allocation

➤ In Depth Reporting

- Phase Parameter Report lists cost allocation methods specified for each level
- Cost Allocation Report lists actual, budget and commitment costs allocated
- Cost Report indicates the actual budget, commitment costs and the closing transactions for each sale
- Work in Process/Cost of Sales Adjustment Reports available for each sale
- Automated Statement of Adjustments
 - Detail Sales Report including sales details, deposits, and closing adjustments
 - Run report at any time to view up to date information
 - Run Final Statement of Adjustment in closing process



Lynx Land Development (Assign Level 3 Phases)

Level 2 Phase: 5 Concrete

Unassigned Level 3 Phases

Phase	Description	Assign
8	Suite 101 - Tenant Improve	y

Linear Measure: 300.00

Square Measure: 500.00

Sales Price: 200,000.00

Sales Price Increment: 2,000.00

Sales Price Type: D Dollar

Sale Price Start Date: 12/01/2006

Select All Assign

Unselect All Close

Assigns Job Cost Phases and enters Sales Parameters simultaneously

Land Development

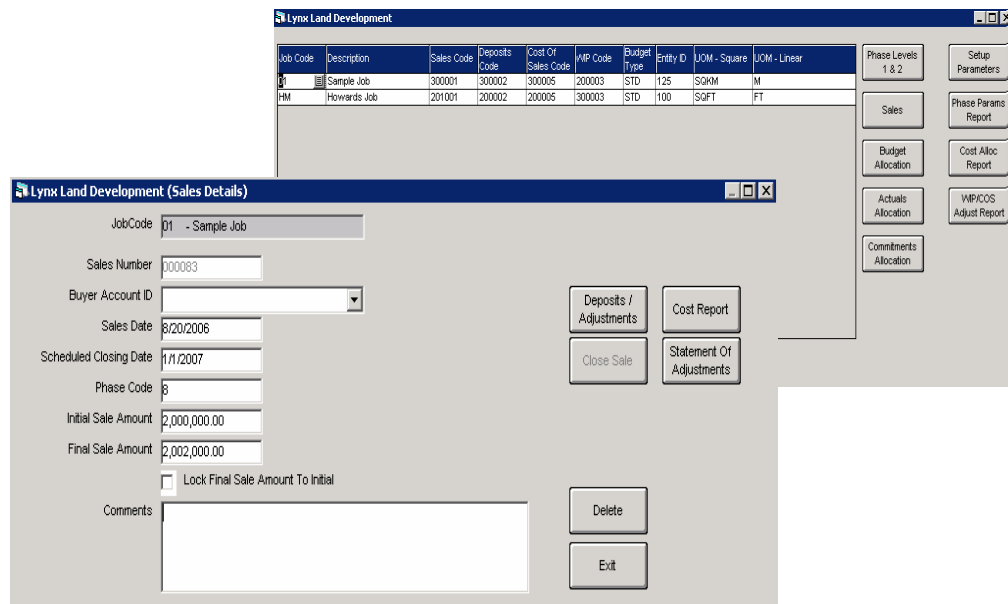
Benefits

➤ Profitability through Accuracy

- Maintains detailed sales information for each lot sold to allow more accurate reporting
- Supports allocation of costs to lots based on multiple allocation parameters specified for each project and job phase
- Allows development costs to be posted to multiple levels in the project including down to the lot level, and allows costs at the job or phase level to be distributed or cascaded down to the next relevant development level. For example,
 - Level 1 – cost types affecting the entire project or job are distributed to Level 2
 - Level 2 – cost types relating to specific subdivisions are distributed to Level 3
 - Level 3 – cost types are allocated to the lowest unit level or the lot to be sold

➤ Profitability through Efficiency

- Reduces processing time and costs
- Eliminates duplicate reporting
- Reduces the number of entry errors
- Allows for more efficient allocation of cost
- Offers Actual to Budget comparison reporting
- Provides flexibility in reporting and cost allocation methods



The screenshot displays two windows from the Lynx Land Development software. The top window, titled 'Lynx Land Development', shows a data table with columns: Job Code, Description, Sales Code, Deposits Code, Cost Of Sales Code, WIP Code, Budget Type, Entry ID, UOM - Square, and UOM - Linear. It lists two entries: 'Sample Job' and 'Howards Job'. To the right of the table is a vertical menu with buttons for 'Phase Levels 1 & 2', 'Setup Parameters', 'Sales', 'Phase Params Report', 'Budget Allocation', 'Cost Alloc Report', 'Actuals Allocation', 'WIP/COS Adjust Report', and 'Commitments Allocation'. The bottom window, titled 'Lynx Land Development (Sales Details)', is a form for entering or updating sale information. It includes fields for JobCode (01 - Sample Job), Sales Number (000083), Buyer Account ID (dropdown), Sales Date (8/20/2006), Scheduled Closing Date (1/1/2007), Phase Code (B), Initial Sale Amount (2,000,000.00), and Final Sale Amount (2,002,000.00). There is a checkbox for 'Lock Final Sale Amount To Initial' and a 'Comments' text area. Action buttons include 'Deposits / Adjustments', 'Cost Report', 'Close Sale', 'Statement Of Adjustments', 'Delete', and 'Exit'.

Above: Land Development Main Menu. Linked to MRI Job Cost module

Below: Enter new sale or update a sale with deposits or adjustments