

# Land Sales Management System Development

## Executive Summary:

We propose the development of a comprehensive Land Sales Management System to streamline land sales operations, enhance customer experience, and increase sales. Our tailored solution will address specific business needs, improve efficiency, and provide a competitive edge. The proposed system main features include

### A. PROPERTY LISTING

This involves managing and showcasing land properties available for sale. Key features include

1. Property Creation: Ability to create new property listings, including details such as
  - Property type (residential, commercial, agricultural)
  - Location (address, city, area)
  - Price
  - Size (acres, square feet)
  - Description
  - Images
2. Property Search: Advanced search functionality allowing users to filter properties by:
  - Location
  - Price range
  - Property type
  - Size
3. Property Details Page: Dedicated page for each property, displaying:
  - Property information
  - Images
  - Map view
  - Contact information for the seller/agent
4. Property Status Tracking: Ability to update property status (e.g., available, sold, pending)
5. Property Categorization: Organize properties into categories (e.g., residential, commercial)

#### Property Listing Functionalities:

1. Add/Edit/Delete properties
2. Upload property images and documents
3. Assign properties to agents/sales representatives
4. Track property views and inquiries
5. Generate property reports (e.g., listings, sales history)

### B. SALES TRACKING

This is responsible for monitoring and managing sales activities. Key features include

1. Lead Management: Track incoming inquiries and leads, including:
  - Contact information
  - Property of interest
  - Communication history
2. Sales Pipeline: Visual representation of sales stages:
  - Qualified lead
  - Proposal sent
  - Contract signed
3. Sales Stage Tracking: Update lead status as they progress through the sales pipeline

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4. Sales Activity Logging: Record sales calls, emails, meetings, and other interactions
5. Sales Reporting: Generate reports on sales performance, including:
  - Sales pipeline overview
  - Sales revenue
  - Sales agent performance

## Sales Tracking Functionalities:

1. Assign leads to sales agents
2. Set reminders and notifications for follow-ups
3. Track sales performance metrics (e.g. sales revenue)
4. Analyze sales trends and patterns

## C. SALES TRACKING

Responsible for storing, organizing, and retrieving critical documents related to land sales transactions. Key features include.

### Document Types:

1. Deeds
2. Contracts (sale, purchase, lease)
3. Property titles
4. Surveys and maps
5. Appraisals
6. Inspection reports
7. Closing documents
8. Seller/buyer agreements

### Document Management Features:

1. Document Upload: Securely upload documents to the system
2. Document Categorization: Organize documents by type, property, or transaction
3. Document Search: Quick search functionality for specific documents
4. Document Versioning: Track changes and revisions to documents
5. Access Control: Restrict document access to authorized users
6. Document Expiration: Set expiration dates for temporary documents (e.g., option agreements)
7. Automated Document Notifications: Alert users when documents are uploaded, updated, or nearing expiration

## DEVELOPMENT COST

This system can be developed within a 3-month timeframe at a total cost of MWK950,000. Additionally, if you choose to host with us, a yearly fee of MWK150,000 will apply to ensure continuous online availability. Alternatively, you have the option to host with any other service provider of your choice.