

## Success Story

**Name:**

Sallee Land corporation

**Location:**

Wetherford, Texas

**Number of homes built:**

4 per year (approximately 80 homes since 1985)

**Type of business:**

Custom and semi-custom, build in own subdivisions

**Average price:**

\$350K-\$400K

**BuildSoft customer since:**

1993

## Sallee Land Corp profits with BuildSoft

Sallee Land Corporation has been building custom and semi-custom homes in their own subdivisions for over 20 years. They build about four homes a year; since 1985, they have completed approximately 80 homes in the \$350-400K range.

Bill and Kittie Sallee were looking for an all-in-one homebuilder software that would help her company work more efficiently, manage relationships with subcontractors, and boost profitability. The generic accounting software they were using was complicated and didn't offer the features they needed to keep projects organized. Plus, unorganized projects meant reduced profits, an issue Sallee wanted to fix quickly.

BuildSoft's integrated system gives them an easy-to-use, builder-specific solution that saves time, manages subs and helps them identify barriers to making money.

### Staying organized saves time and money

Over the years, Sallee's team relied on Quicken and paper and pen scheduling to manage the business. However, they found that standard accounting software was too complicated for their limited accounting knowledge, did not have builder specific features, and did nothing to help organize their schedule and their relationships with subcontractors. Plus, their profitability was stuck in the low 9% range. They simply didn't have time to see if invoices actually matched original bids, whether subcontractors were up-to-date with their workers' compensation, and often ended up going over budget without knowing why.

Enter BuildSoft, an easy-to-use, all-in-one construction management software designed by builders for builders. Automated features help Sallee's team track workers' comp and stay on top of lien waivers so they always know if subs have paid their trades. Plus, Purchase Order features help them manage costs; if the amount

on the invoice is higher than on the PO, the system flags it immediately.

### BuildSoft nets Sallee a serious jump in profits

Sallee has stopped building certain models that weren't making money. Today, their relationships with trades are fully managed. The system automatically warns them when suppliers aren't up to date on workers' comp, and all invoices



are matched to Work Orders and Purchase Orders so the company is never over-charged, charged twice, or charged for incomplete work.

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**The result? Profits have grown from 9% to 15%, and Sallee Land Corporation has never been more successful.**

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“BuildSoft made my life easier. Our profitability has now increased from 9% to 15% and we've stopped building certain types of homes where we know we can't make enough money.”

“BuildSoft has made me confident, my experience has been great.”