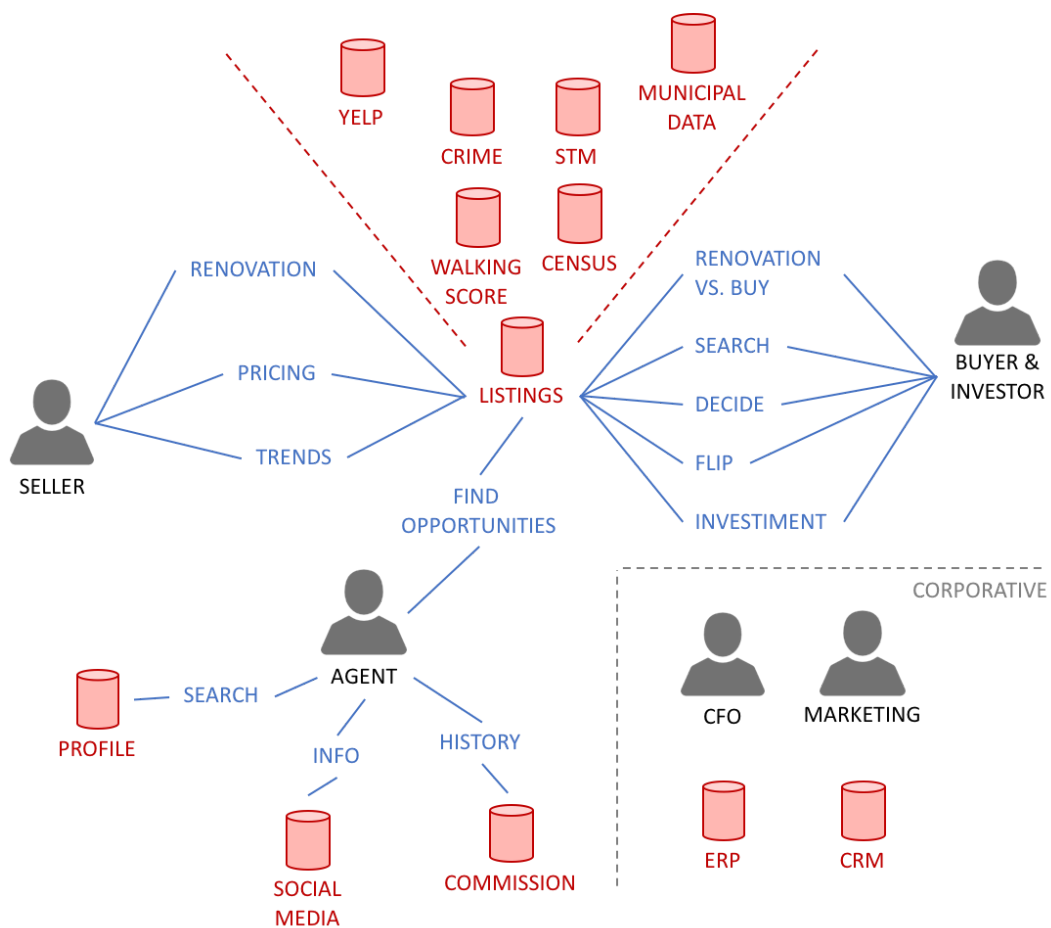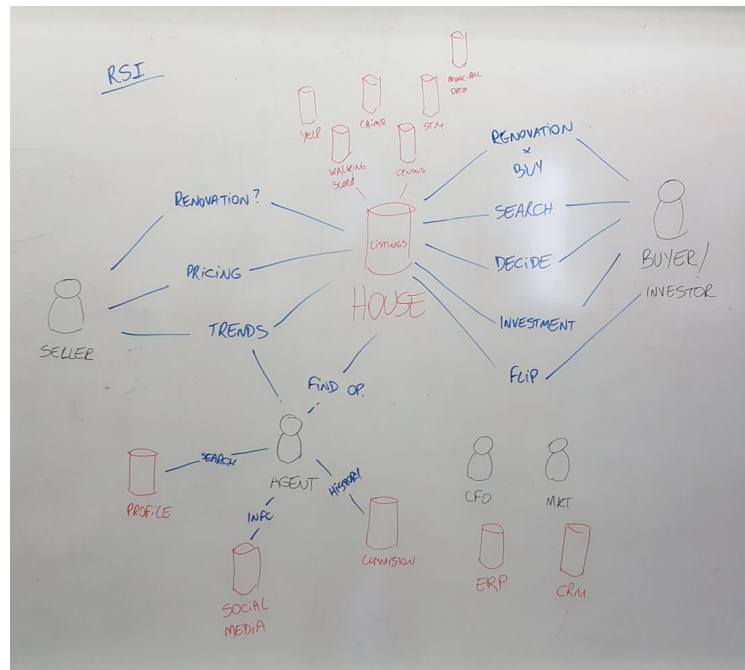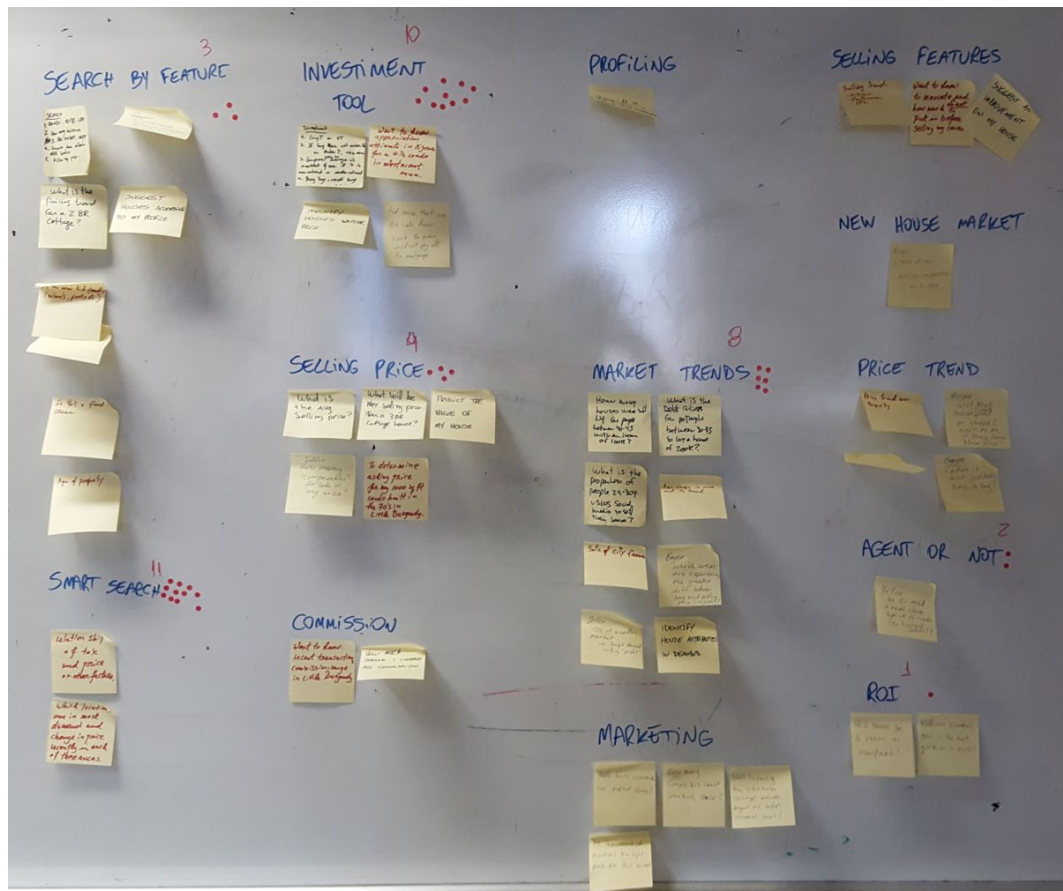# FUNCTIONAL MAP

A graphical representation that shows two entities: data sources and roles. The links are the actions performed by each role using a specific data source.

LIST OF USE CASES
Based on the functional map, here the list of use cases identified in the classroom.

SMART SEARCH	11
Relationship of tax and price on other factors	
Which locations are in most demand and change in price recently in each of these areas	
Suggest houses according to my profile	

INVESTMENT TOOL	10
Long term x Short term	
Compare price to average at market and see if it is overvalued or undervalued	
Appreciation estimate in X years for a conda in Westmont area	
Identify houses underpriced	
Find houses that are on sale from bank. The owner could not pay off the mortgage	

MARKET TRENDS	8
How many houses were sold for people between 40-45 with an income of 100k?	
What is the debt for people between 30-35 to buy a house of 200k?	
What is the proportion of people 24-30 years use social media to sell their house?	
Age range in area and its trend	
State of city finance	
Buyers which areas are experiencing the greatest difference between buy and selling price? Ie profit?	
Seller: it is a seller's market? High demand => big profit	
Identify house attributes in demand	
How old is people buying a house? And avg income?	

SELLING PRICE	4
What is the average selling price	
Seller how many comparables for sale in my area	
To determine asking price for my 1000 sq ft condo built in the 70's	
What will be the selling price for a 3 bedrooms cottage house	
Predict the value of my house	

SEARCH BY FEATURE	3
Age of property	
Is this a flood zone	
Distance from industrial zones	
Is this area kid friendly (schools, parks, etc)	
Condo, house or loft	
How many bedrooms	
Open concept	

Compare same criteria different location
Filter by price
Buyer: where are there houses with best schools

AGENT OR NOT	2
Seller: do I need a real estate agent to make the highest profit?	

ROI	1
Will there be a return on investment?	
Will our revenues grow in the next quarter as a result?	

SELLING FEATURES	0
Selling trend (kitchen, bathroom, etc)	
Want to know to renovate or not and how much to put before selling my condo	
Suggest an improvement on my house	

PRICE TREND	0
Price trend and property	
Seller: when is the most profitable time of the year to put my house for sale?	
Buyer: Should I wait to see if they lower the price	
Buyer: when is most profitable time to buy?	
What is the pricing trend for a 2 bedrooms cottage?	

NEW HOUSES MARKET	0
Buyer: trend of new house/construction in each area	

MARKETING	0
Will this increase our market share?	
How many competitors have something similar?	

| Will increasing the information exchange between buyers and sellers increase sales? |
| Is the island of Montreal the right place for this service? |

COMMISSION	0
How much should I charge as commission	
Want to know recent transactions commission in specific area	