**Solution:** Redwood

**Group Members:** Alyson Bean, Jacob Lambdin, Leah Kabira, Victoria Rog

**Change Log**

|  |  |  |
| --- | --- | --- |
| Who | When | What |
| Alyson Bean | 6/27/2022 | Initial creation of Redwood Solution Documentation |
| Group | 6/29/2022 | Update and finalize business requirements and IP |
| Group | 6/29/2022 | Write executive summary |
|  |  |  |
|  |  |  |

**Executive Summary**

Redwood Realty is a small office of real estate professionals in Humboldt County, California. The realty company is looking to analyze the performance of their agents and assess the properties in the Humbolt County area in terms of property sales to boost agent performance. Currently, Redwood Realty offers a normalized OLTP with the plans to expand into an operational OLAP. Through running reports on properties in the area, customers in the Redwood system, and the agents in the company, Redwood Realty can offer more efficient and knowledgeable services while selling more properties. Similarly, Redwood Realty seeks to maximize the number of properties sold and the sale prices of properties and minimize the number of bids and number of price changes on the properties in the system. Within the Redwood Sales OLAP system, the company has access to information in reports that will improve property closing margins and thus, improve agent performance.

**Business Requirements**

* A real estate agency broker would want to assess agents’ performance by asking the number of homes sold and the prices at which they were sold by agent and area over year, quarter, and month.
* An agent would want to assess home values (for either listing or bidding purposes) by asking the current prices of properties, the sales prices of nearby properties, the length a property has been on the market by agent, property type, and area in terms of year, quarter, and month.
* An agent needs to understand their market in terms of property and customer, knowing exactly what the customer is looking for based on their current information and the best way to contact them.

**Information Package**

**Information Subject: Property Sales**

Dimensions

|  |  |  |  |
| --- | --- | --- | --- |
| Date | Property | Customer Demographics | Agent |
| Year | Lot Size | First Last Name | First Last Name |
| Quarter | Square Feet | Address | License Status |
| Month | Address | City | Hire Date |
| Date | City | State | Work Phone |
| Day of Week | State | Zip |  |
| Day of Month | Zip | Cell Phone |  |
| Season | Type | Type |  |
| Holiday Flag | Zone |  |  |
|  | Sale Status |  |  |
|  | Year Built |  |  |
|  | Bedrooms |  |  |
|  | Bathrooms |  |  |
| Facts: Number of Bids, Bid Price, Asking Price, Number of Price Changes, Number of Properties Sold, Actual Sale Price | | | |