

Essential Skills – Lesson 31

Today we will entertain any questions from the assigned exercises from last day, and I have included a case study for you to look at. Define all tables / files and relationships that would be required. Basically, each paragraph describes the information / data for a new table / file.

A new real estate company would like to computerize its operations and help keep track of sales agents and homes. Prepare an ER Diagram with all tables, fields, primary keys and relationships.

For each sales agent, the system needs to keep track of their real estate sales number, their name, full address, their phone number and cell number, the date they joined the company, each certification level they obtained along with the date it was obtained and the locations where they obtained the certification (each sales agent may obtain up to 6 certifications).

When a home is listed, all information pertaining to that home from the initial listing to the time that it is finally sold is required to be tracked. For each home listed, the system needs to store the listing ID, the house address, the current owner, the phone number, the total square footage, the number of baths, the number of bedrooms, an area to put a description, the date listed and the price. The company asked that the last 3 prices be stored and the date that each price was set. Finally, a home status will indicate if the house is Open, has an Offer pending, or is Sold.

When a home is shown by a sales agent, the system needs to store the listing ID of the home, the agent who showed the home, the date of the showing, the time of the showing, the name of the potential buyer and their phone number. A comment area will record any details about the showing that may be used by the sales agent at a later date.

Open houses must be tracked including the listing ID of the house, the date and time, the sales agent who is responsible for the open house, an area to show the total number of people who attended the open house, and a comment area will record any details about the open house that may be used by the sales agent later.

When an offer is made on a home, information about the offer must be stored including the listing ID of the house, the name and phone number of the potential buyer, the date of the offer, the offer amount, and a comment area to indicate the result of that offer.

When the home is finally sold, data about the sale must be stored including the listing ID of the home, the sales agent who made the sale, the closing date, the selling price, and the name and phone number of the buyer.

How is this information used: At any time, an agent will be able to look up a Listing History using the information stored in these tables. This would probably be a menu choice for the user. The program could ask the user to enter a listing ID and all information about the home including the listing information, showings and open house history, offer history, and sales data can be displayed.