

1.	Property Records Management:
	<ul style="list-style-type: none"> • Store and manage property details, including address, type, size, and ownership information. • Track property history, including previous owners, maintenance records, and inspection reports.
2.	Tenant Management:
	<ul style="list-style-type: none"> • Maintain tenant records, including contact information, lease terms, and rental history. • Automate rent collection and reminders. • Handle tenant requests and maintenance issues.
3.	Lease Management:
	<ul style="list-style-type: none"> • Create and manage lease agreements, including terms, rent, and renewal options. • Set up lease expiration notifications and automate renewals or terminations.
4.	Maintenance and Work Order Management:
	<ul style="list-style-type: none"> • Create and assign work orders for property maintenance and repairs. • Track work order status, costs, and timelines. • Schedule preventive maintenance tasks.
5.	Document Management:
	<ul style="list-style-type: none"> • Store and organize important documents such as contracts, property deeds, and insurance policies. • Ensure secure access and version control for documents.
6.	Financial Management:
	<ul style="list-style-type: none"> • Manage property-related finances, including rent collection, expenses, and budgeting. • Generate financial reports and statements.
7.	Communication and Notifications:
	<ul style="list-style-type: none"> • Enable communication with tenants, property owners, and maintenance staff. • Automate notifications for rent payments, lease renewals, and maintenance updates.
8.	Reporting and Analytics:
	<ul style="list-style-type: none"> • Create custom reports and dashboards to gain insights into property performance. • Monitor key metrics such as occupancy rates, rent arrears, and maintenance costs.
9.	Integration with Real Estate Portals:
	<ul style="list-style-type: none"> • Integrate with popular real estate listing platforms to streamline property listings and updates.
10.	Mobile Access and App:
	<ul style="list-style-type: none"> • Develop a mobile application or ensure responsive design for property managers and tenants on the go.
11.	Security and Compliance:
	<ul style="list-style-type: none"> • Implement robust security measures to protect sensitive data. • Ensure compliance with relevant real estate regulations and data privacy laws.
12.	Scalability and Customization:
	<ul style="list-style-type: none"> • Design the application to be scalable to accommodate a growing number of properties and users. • Allow for customization to meet specific business needs.
13.	User Roles and Permissions:

	<ul style="list-style-type: none"> Define roles and permissions for different users, such as property managers, owners, and tenants.
14.	Automated Workflows: <ul style="list-style-type: none"> Implement workflows to automate routine tasks, such as rent reminders, lease approvals, and maintenance requests.
15.	Geospatial Integration: <ul style="list-style-type: none"> Utilize geospatial features to display property locations on maps and provide geographic insights.
16.	Customer Support and Helpdesk: <ul style="list-style-type: none"> Offer customer support features to address inquiries, issues, and support requests.
17.	Data Migration: <ul style="list-style-type: none"> Plan for migrating existing property data and records into the Salesforce-based system.
18.	Training and Onboarding: <ul style="list-style-type: none"> Develop training materials and provide onboarding support for users.
19.	Testing and Quality Assurance: <ul style="list-style-type: none"> Conduct rigorous testing to ensure the application functions as expected and is free of critical bugs.
20.	Documentation and Knowledge Base: <ul style="list-style-type: none"> Create documentation and a knowledge base for users and administrators.
21.	Regulatory Compliance: <ul style="list-style-type: none"> Ensure the application complies with industry-specific and regional real estate regulations.
22.	Backup and Disaster Recovery: <ul style="list-style-type: none"> Implement backup and disaster recovery solutions to protect against data loss.
23.	User Experience (UX) and User Interface (UI) Design: <ul style="list-style-type: none"> Focus on creating an intuitive and user-friendly interface for all user roles.
24.	Ongoing Maintenance and Support: <ul style="list-style-type: none"> Plan for ongoing updates, maintenance, and support for the application.
25.	Performance Optimization: <ul style="list-style-type: none"> Continuously monitor and optimize the application's performance to ensure responsiveness and scalability.

During the project development phase, it's important to work closely with stakeholders, conduct thorough requirements analysis, and create a detailed project plan to ensure the successful implementation of the property management application using Salesforce.