**1. Real Estate Management System**

In a real estate management system project, the Salesforce platform can be utilized to manage property listings, client inquiries, and transactions. Here’s an example of a real estate management workflow:

The system lists available properties, allowing clients to browse and filter listings based on their preferences, such as location, price range, property type, and more.

Clients can express their interest or inquiries about a property directly through the system.

The system automatically assigns an available real estate agent to the client, and the agent gets a notification about the new client inquiry.

The agent communicates with the client, arranges property visits, and helps the client with further processes. All of these actions can be logged and tracked in the system.

Once the client decides to proceed with a property, the system can help manage the documentation and transaction process.

The system also has features for handling post-purchase services such as maintenance requests and tenant management, for properties that are rented out.