Our client, Dream Homes NYC, wants the new system to help them run more efficiently, keep better records, and offer a better experience to both agents and clients. Based on what they told us — and what we know about how real estate works — the database should be able to do the following:

* Keep track of office locations in NY, NJ, and CT, including addresses and contact info.
* Store information on all employees, especially agents — like whether they’re full-time or part-time, what office they work in, and how they’re performing.
* Manage detailed client profiles for buyers, sellers, renters, and landlords, including contact info, budget, and what kind of properties they’re looking for.
* Store everything about each property: type (apartment, house, etc.), price, size, number of bedrooms and bathrooms, amenities, location, and current status.
* Save photos, documents, and floor plans for each property listing.
* Log all appointments between agents and clients — what property it was for, when it happened, and what the outcome was.
* Keep a calendar of open house events, including which agent hosted it and which clients attended.
* Record every sale and rental transaction, including who was involved, how much the property sold or rented for, and when it happened.
* Store rental lease details, like lease start and end dates, monthly rent, deposit, and renewal status.
* Track income and expenses for each office and each transaction, so the company can measure profits.
* Automatically calculate and store agent commissions based on their deals.
* Link each property to nearby school data, especially ratings, so clients with kids can make informed decisions.
* Track neighborhood info, like safety, walkability, nearby parks, shops, and transportation.
* Allow storage of client feedback, whether from appointments, open houses, or after deals are closed.
* Let agents or clients search by map — for example, “show me all available rentals within 2 miles of Columbia University.”
* Help management see how each agent is doing — for example, how fast they close deals or how much money they’ve brought in.
* Let the company track the full client journey — from initial inquiry to appointment to final deal.
* Build useful dashboards showing revenue trends, active listings, busy times, or leasing success rates.
* Show which property types or price ranges are selling fastest or getting the most attention.
* Keep track of how many times a listing is viewed or shown to help improve marketing decisions.
* Offer personalized property recommendations depending on the client:
  + For students: affordable, smaller rentals near campus or transit.
  + For new parents: quiet areas with good schools and parks nearby.
  + For large families: homes with 3+ bedrooms, extra space, and family-friendly features like yards or basements.
* Let clients or agents filter listings by features like pet-friendly, elevator access, furnished, or washer/dryer included.