**Data Modeling and Relationships phase**

1. Standard & Custom Objects
   * Standard: Contact (buyers, sellers, agents).
   * Custom: Property, Visit/Appointment, Deal.
2. Fields
   * Property: Location, Price, Size (sq ft), Status (Available, Sold, Under Negotiation).
   * Visit/Appointment: Date, Time, Notes.
   * Deal: Deal Value, Closing Date, Deal Status.
3. Record Types
   * Property: “Residential” vs “Commercial.”
   * Deal: “Rent” vs “Sale.”
4. Page Layouts
   * Property page: Shows related visits and deals.
   * Deal page: Shows related property and customer details.
   * Contact page: Shows properties visited, deals closed.
5. Compact Layouts
   * Mobile (Property): Location, Price, Status.
   * Mobile (Deal): Deal Value, Closing Date, Status.
6. Schema Builder
   * Used to visualize relationships among Property, Deal, Contact, Visit.
7. Lookup vs Master-Detail
   * Property ↔ Deal → Lookup (a deal is associated with a property, but property can exist without a deal).
   * Deal ↔ Contact → Lookup (a deal links to a buyer/seller).
   * Visit ↔ Property → Lookup (a visit relates to a property, but property exists independently).