

Phase 1: Problem Understanding & Industry Analysis

Goal

Build a Smart Property Portal that streamlines property listings, buyer-seller interactions, and agent workflows—tailored for the real estate industry.

1. Requirement Gathering

Talk to stakeholders like:

Property Agents – Need to list properties, manage leads, schedule visits.

Buyers/Sellers – Want to search, compare, and communicate easily.

Admin – Manages platform settings, user roles, and analytics.

Example requirements:

Search/filter properties by location, price, type.

Schedule property visits.

Track lead status and agent performance.

Generate sales reports.

2. Stakeholder Analysis

Role	Responsibilities
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Admin Manages users, listings, and analytics

Property Agent Adds listings, manages leads, schedules visits

Buyer/Seller Browses listings, contacts agents

Support Staff Handles queries, feedback, and escalations

3. Business Process Mapping

Flow Example:

Buyer searches → Views listing → Contacts agent → Agent schedules visit → Buyer confirms → Admin tracks lead → Sale closed

4. Industry-specific Use Case Analysis

Real estate challenges:

Listings often outdated or duplicated.

Agents manually track leads.

Buyers lack personalized recommendations.

Smart Portal solution:

Real-time listing updates.

Lead tracking dashboard.

AI-based property suggestions.

Solution

- Custom CRM with real-time data

- Lead-to-deal tracking
- Role-based dashboards

Screenshots



(https://drive.google.com/file/d/11J3WmxMI02Qn_Bb9AjT-684PZYkWmYIG/view?usp=drive_link)