1. INTRODUCTION

1.1 Overview

To develop an app for the property management where buyer can order his requirements and get the appropriate details of the property.

1.2 Purpose

According to the interest of the customer to provide him with some discounts, if he is interested in taking loan so for to give the details how much loan the customer can get.

2. Problem Definition & Design Thinking

2.1 Empathy Map

2.2 Ideation & Brainstorming Map
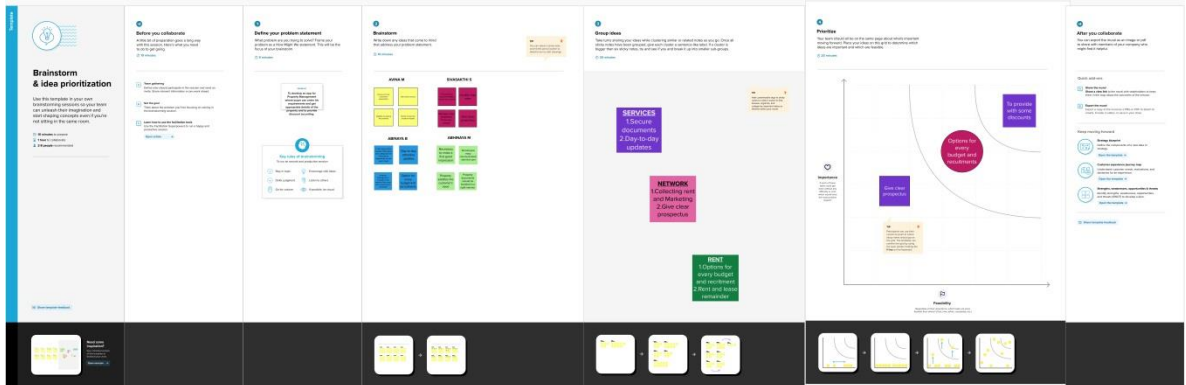
3.   **RESULT**

3.1 Data Model:

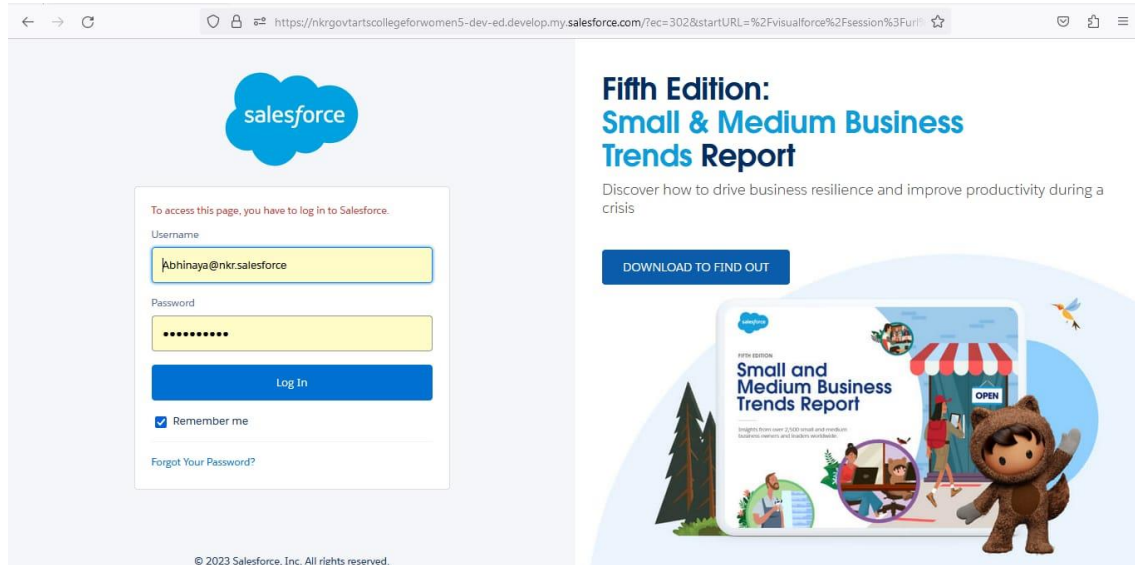| Object name	Fields in the Object
3.2 Activity Lead	<table><tr><td>**Field label**</td><td>**Data type**</td></tr><tr><td>Lead</td><td>Auto Number</td></tr><tr><td>State</td><td>Picklist</td></tr><tr><td>City</td><td>Picklist</td></tr><tr><td>Email</td><td>Email</td></tr><tr><td>Phone</td><td>Phone</td></tr></table>
& Screenshot Buy	<table><tr><td>**Field label**</td><td>**Data type**</td></tr><tr><td>Property Type</td><td>Picklist</td></tr><tr><td>Discount</td><td>Percentage</td></tr><tr><td>State</td><td>Picklist</td></tr><tr><td>City</td><td>Picklist</td></tr><tr><td>Annual Amount</td><td>Currency</td></tr></table>
Rent	<table><tr><td>**Field label**</td><td>**Data type**</td></tr><tr><td>Rent</td><td>Auto Number</td></tr><tr><td>Rental</td><td>Text</td></tr><tr><td>BHK type</td><td>Picklist</td></tr></table>
Loan	<table><tr><td>**Field label**</td><td>**Data type**</td></tr><tr><td>Loan Id</td><td>Auto Number</td></tr><tr><td>Interest Rate</td><td>Currency</td></tr><tr><td>Term</td><td>Number</td></tr><tr><td>Annual Loan</td><td>Number</td></tr><tr><td>Total Loan Instalments</td><td>Number</td></tr><tr><td>Loan Repayment</td><td>Number</td></tr><tr><td>Loan Amount</td><td>Formula</td></tr></table>

Screenshots:

Salesforce:

We created developer account in salesforce and login to the page to do our projects.
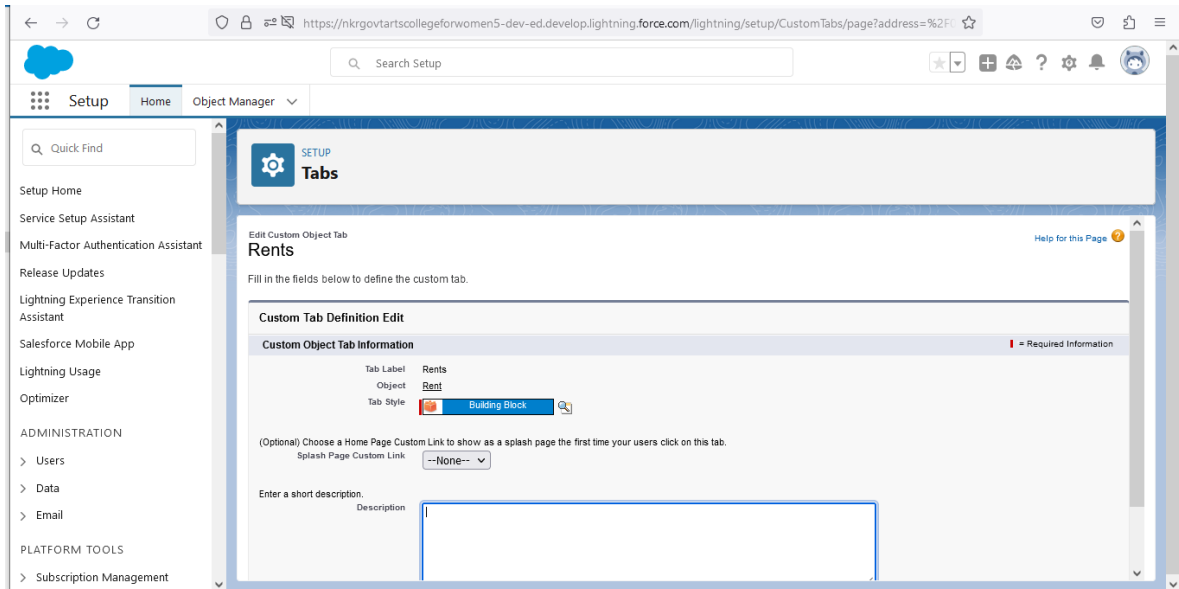
Objects:
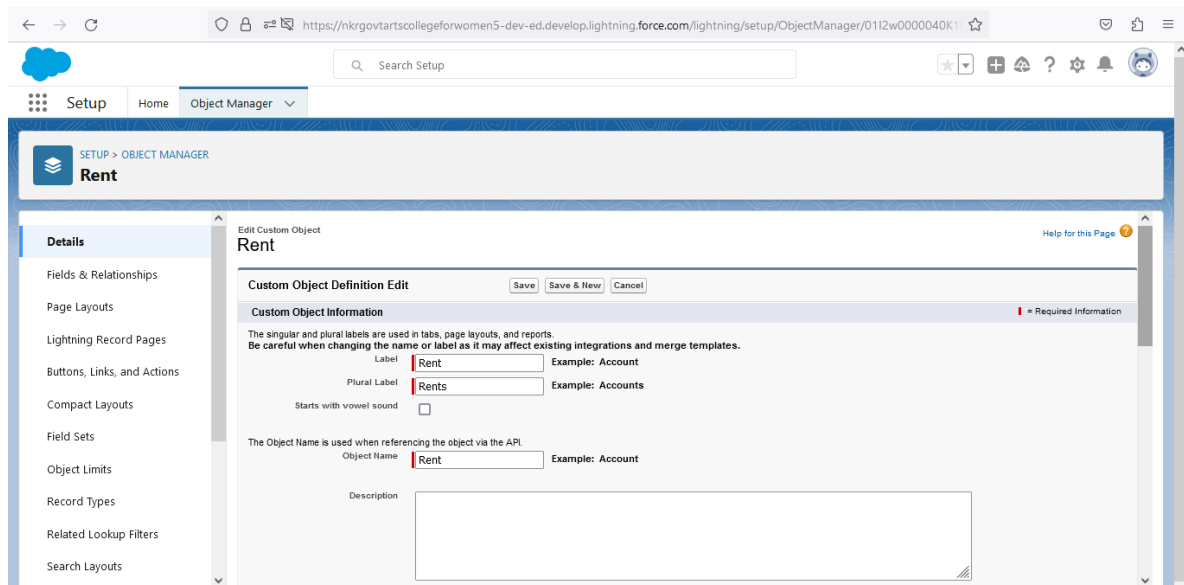
In the object manager we created three custom objects,
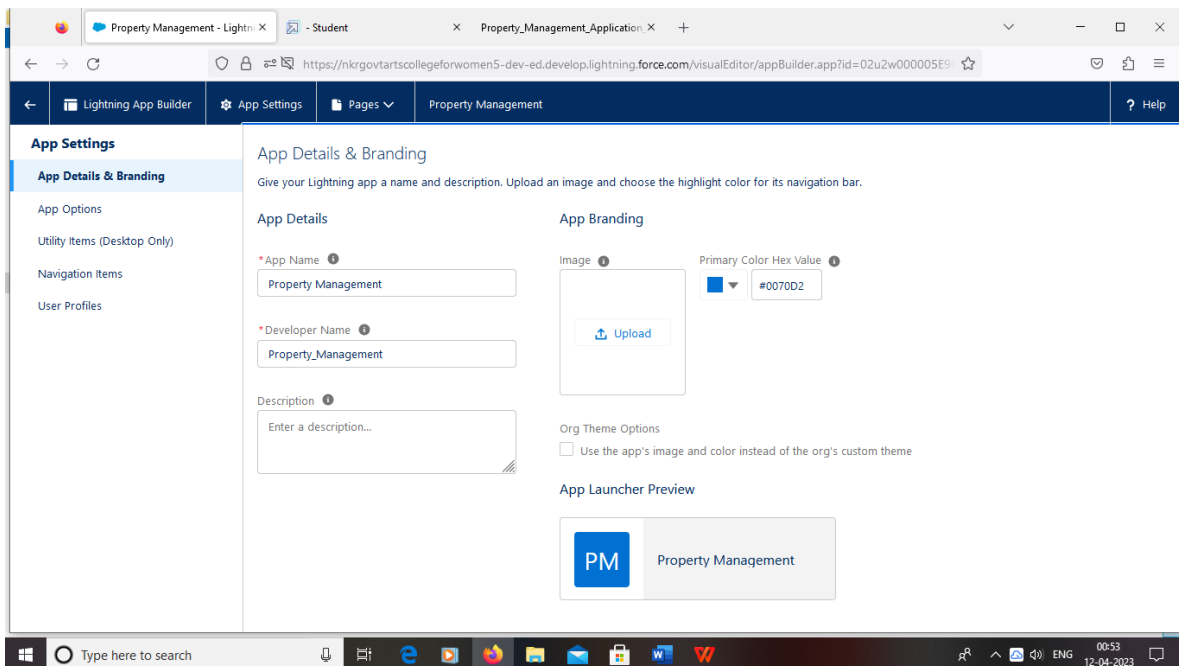
- Buy

- Rent
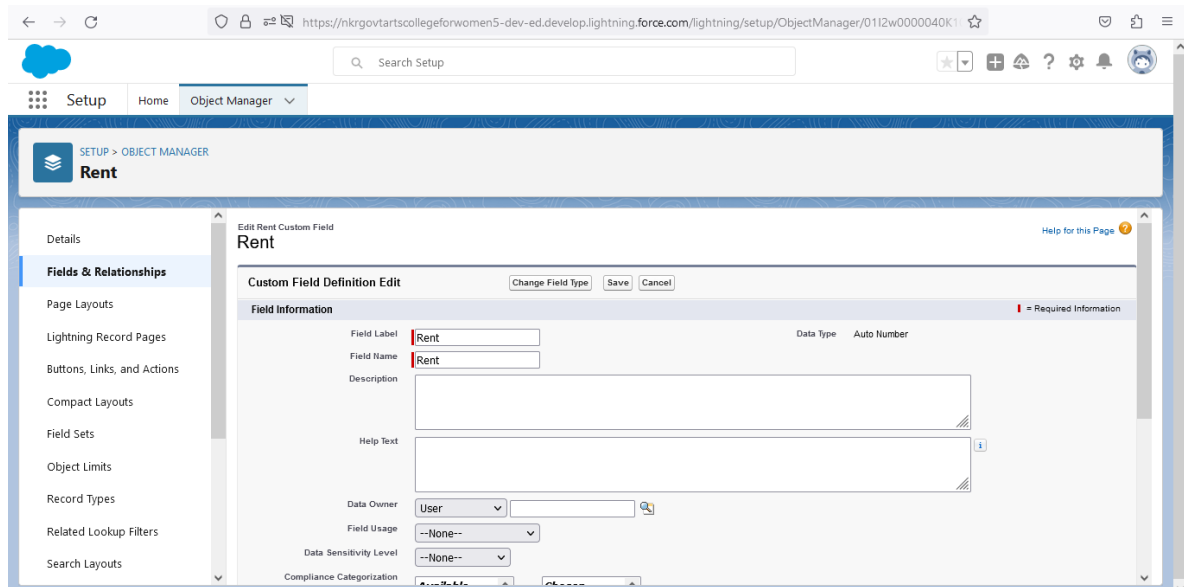
- Loan

Tab:

We created four custom object tabs,

- Lead

- Buy

- Rent

- Loan

The Lightning App:

In the app manager we created new lightning app and named it "Property Management" and added navigation items (Lead, Buy, Rent, Loan) and added User profile (System Administrator, Salesforce Platform user, Standard user).
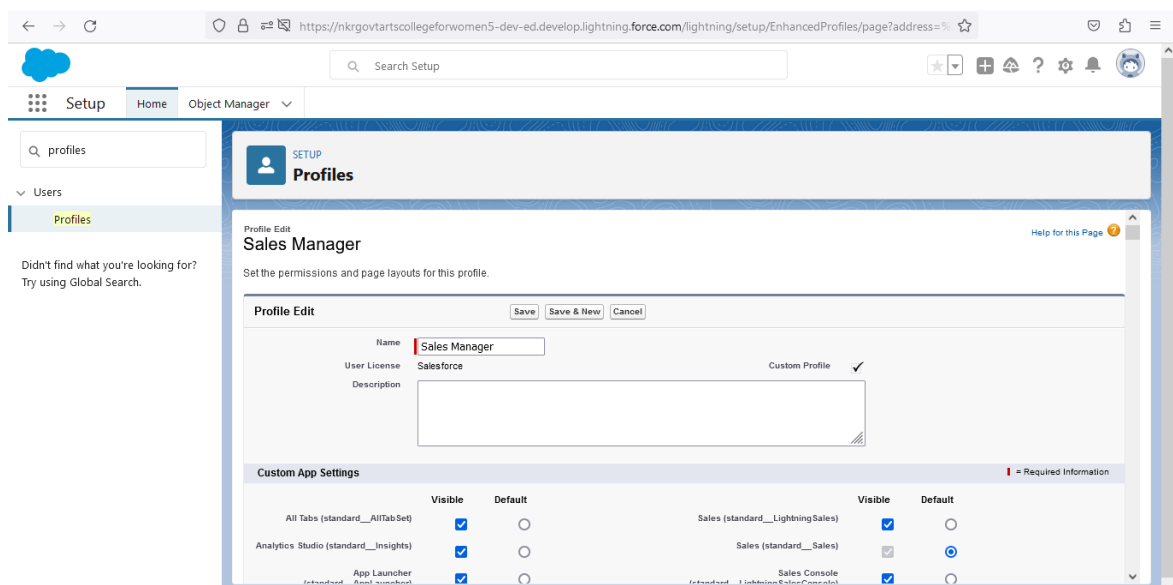
Field:

We created field and relationship for each object we customize

- Lead (State, City, Email, Phone)

- Buy (Property type, Discount, State, City, Annual amount)

- Rent (Rent, Rental city, BHK type)

- Loan (Loan Id, Interest Rate, Term, Annual Loan, Total Loan Instalments, Loan Repayment, Loan amount)
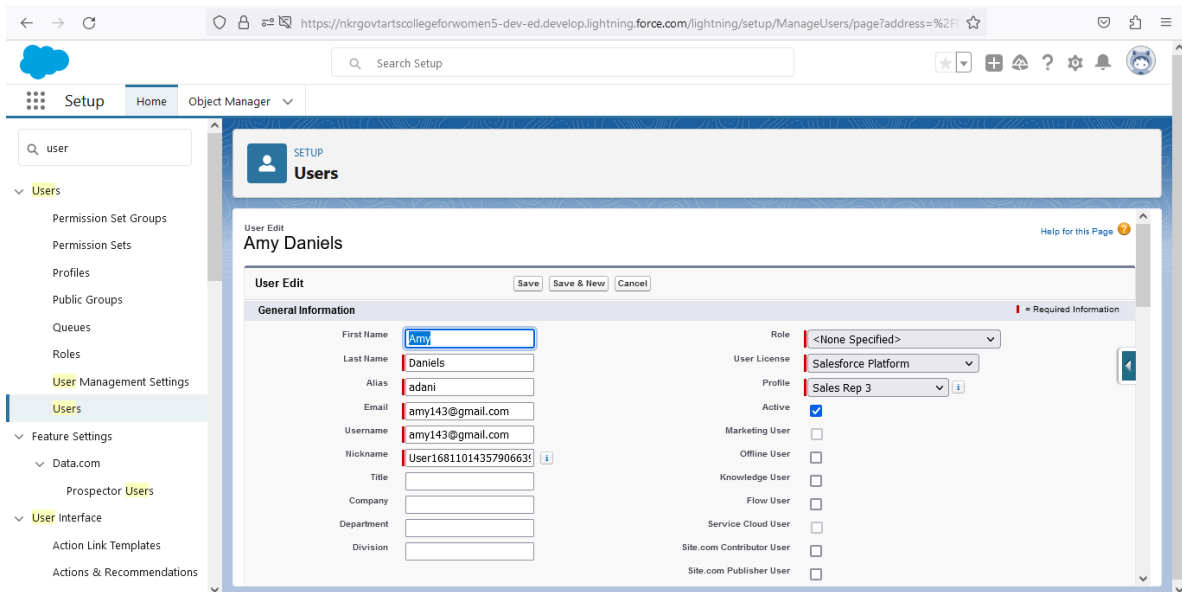
Profile:

We created new profile for Sales Manager, Sales Rep, Marketing Executives and Marketing Manager.

New User:

We created a user Sales Rep3 – Amy Daniels.

Permission Set:

We added the access for Sales Rep3 and give access with create permission for the user.

Setup For OWD:
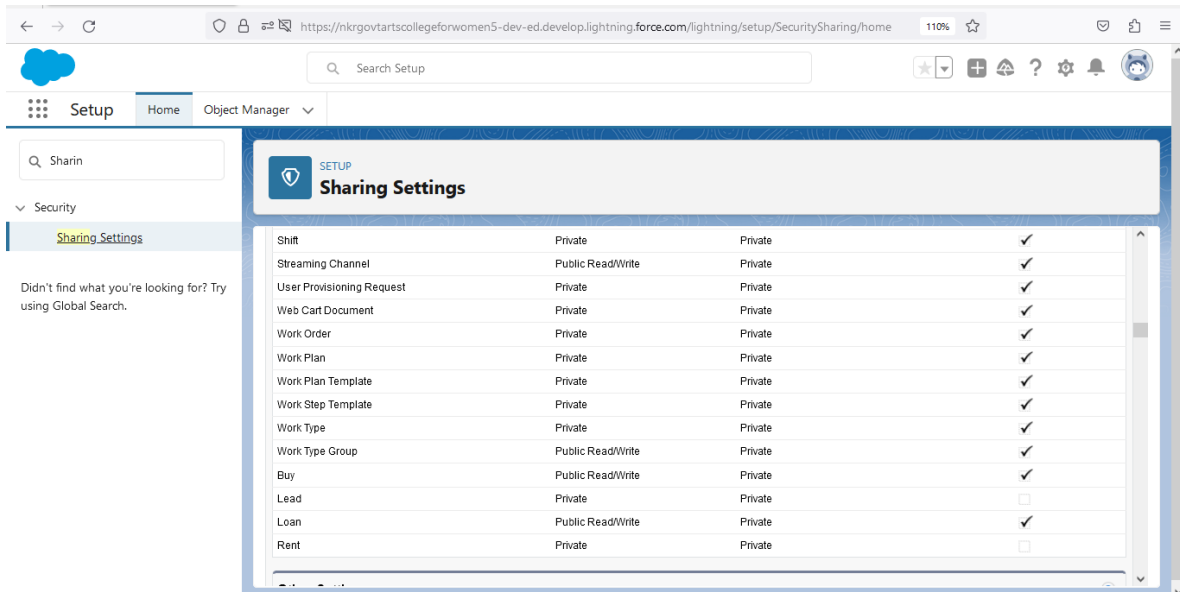
We disabled automatic access using your hierarchies,deselect grant access using hierarchies for Lead, Rent custom object and made the default internal and external access as private.

Report:

We created the report of the Total Number of Loan Passed for getting the amount for the property.

Dashboards:
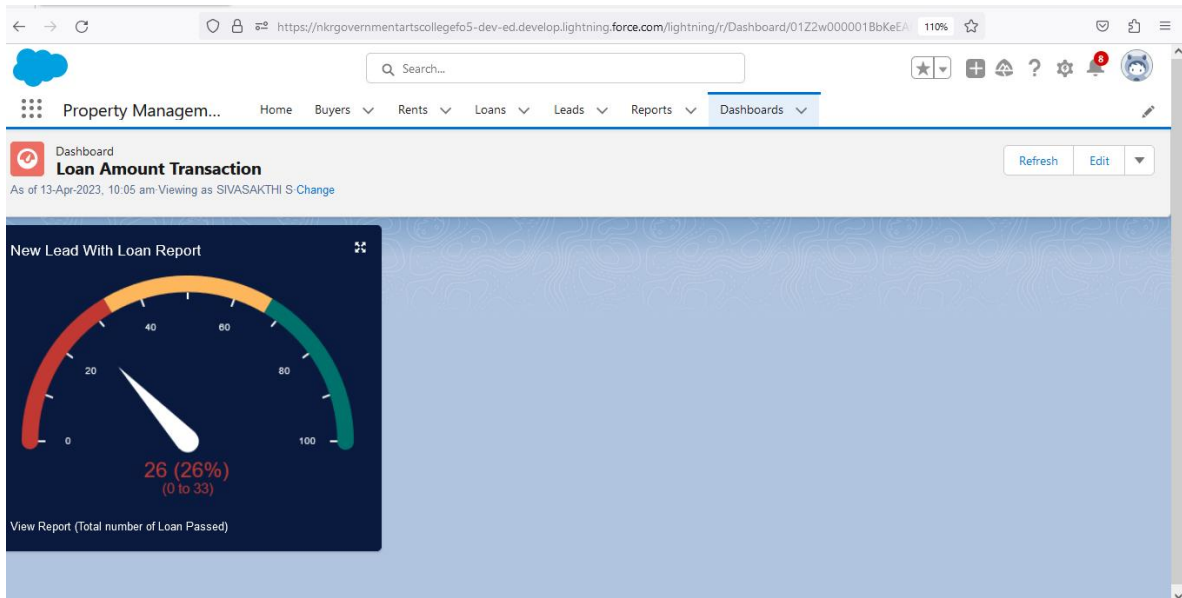
We created the dashboard for Loan Amount Transaction.

4. **Trailhead Profile Public URL**

Team Lead
https://trailblazer.me/id/uavinam

Team Member 1 -
https://trailblazer.me/id/usivasakthis
Team Member 2 -
https://trailblazer.
me/id/abinaya230
22003
Team Member 3 -
https://trailblazer.
me/id/uabhinayam

5. ADVANTAGES

- Our Application will show all the needed information and catagories the information depending on the customer's need.

- The system which helps customer to save time and money.

6. DISADVANTAGES

- Time –Consuming if you choose the wrong statement.

- Might seem expensive for a small business.

7. APPLICATIONS

- This system give the complete package of details about the properties to the customer.

- The system which helps customer buy and to maintain customer properties securely.

- The property management helps the customer to get loan facilities easily.

8. CONCLUSION

- In this Project we have created a CRM for property management under salesforce platform. First we create the four objects Buy, Rent, Loan and Lead under the objects we create the fields, Enter the required datas and finally derive the reports and dashboards of the Project.

9. FUTURE SCOPE

- The future Scope of the project would save the time for applicants and providing more options for every Budget and Requirements.