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REAL ESTATE CRM

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Abstract

Our project **"real estate crm"** is related to online application of estate. Real estate crm is advanced solution for his/her estate problems. User shown all the properties of buyer that are secure and send them to the builder. Real estate crm buy the property and verify them and the online service is provided by us free of charge. Here registration is free of cost. So, user can register by using real estate crm then buy the property and verify them. After few hours or days our guys put the estate solution .the solution is reliable to user. Our main concept is giving best and quick result to user. It facilitates to access the information of a particular service. The information is provided by the admin for a particular service. The purpose of developing application is to computerized the traditional way of taking services.

Project Background

This is a Online real estate CRM through which a user can access its information and manage all the adding, updating, deleting the assets and some of its tasks.

The Admin user can change the update the information regarding property selling and buying and cancellation. The system is very useful for the companies who develops apartments, hotels, villa, residential properties and commercial properties. Companies or individual agents can also advertise their property. It is a cloud application for the online servicing which can be used for providing home-based services for proving it for usage by all the people means to use it at any moment and at any time from any place. The project serve administrator to view the details of all users and maintain their database in an efficient and effective manner

Future scope

The real of CRM have spread across millions of households, so naturally, Internet has become by far the best platform for real estate marketing today. Now a days when everything is online, how is it possible that real estate left web application behind? There are lots of real estate companies who advertise their property online so idea behind developing this application is that their property can also sell, or buy or even rent property using this.

These applications are not widely popular but in future, they have large scope of growth. This CRM is an online real estate management through which individual agents or buyer can maintain their property document keeping and managing property registration and also access its information and manage all the adding, updating, deleting the ads and some of its tasks. The Admin user can inform their agents for regarding to property and update the information regarding property and cancellation of property or changing buyer choice.
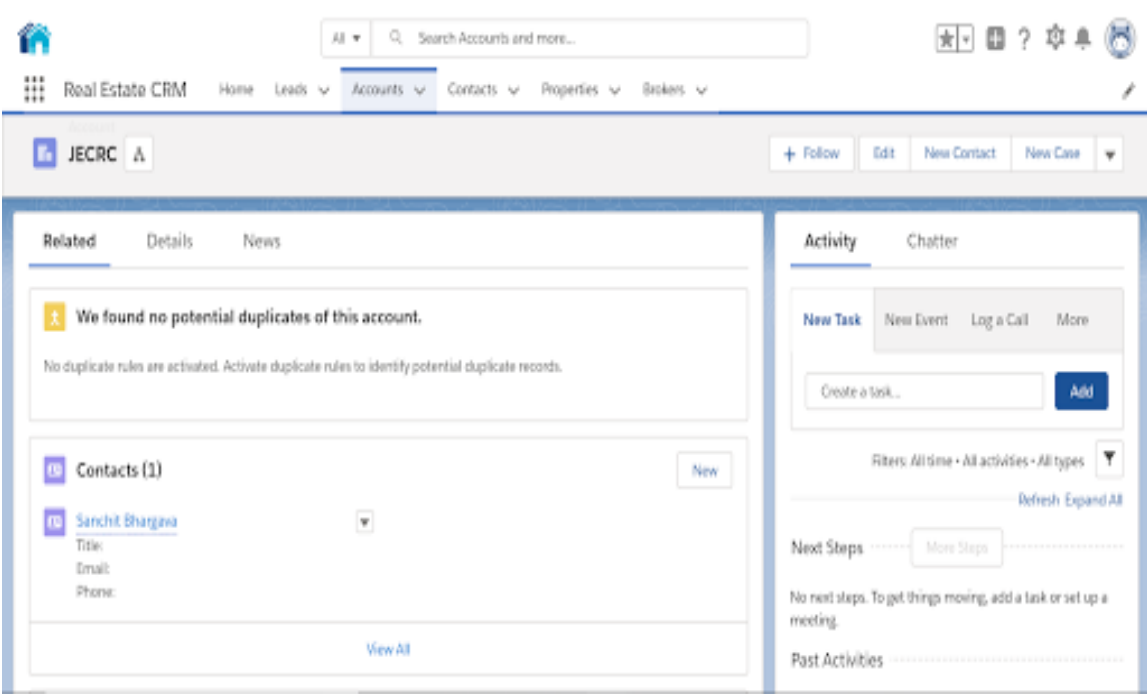
Screenshots/Results

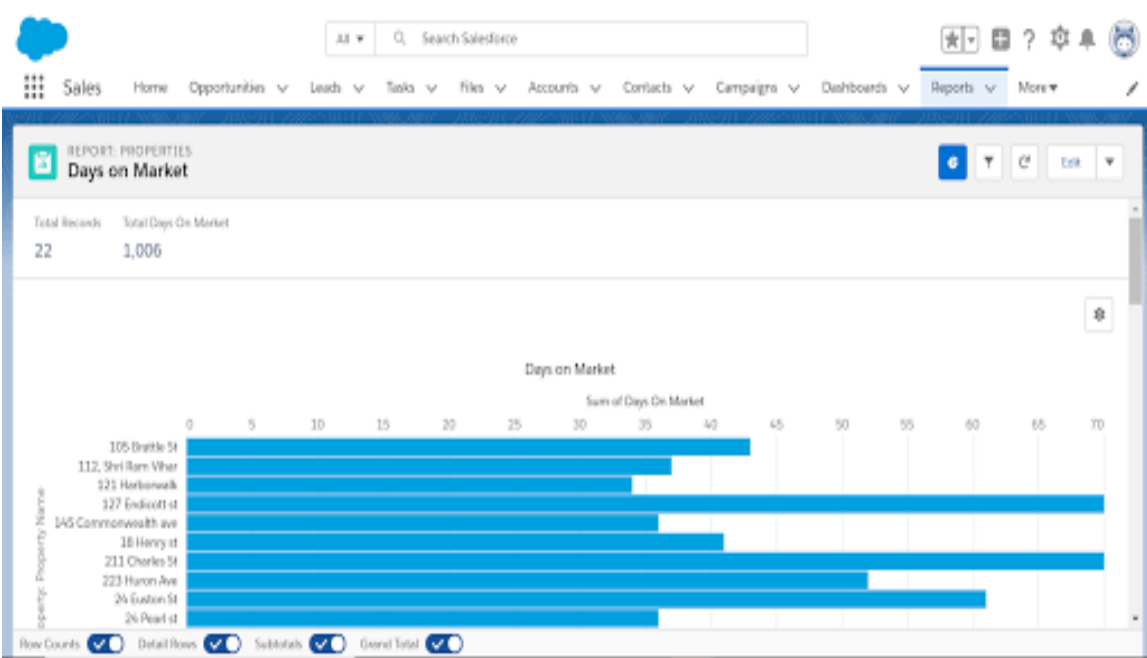Fig 1. Accounts Object in Real Estate CRM
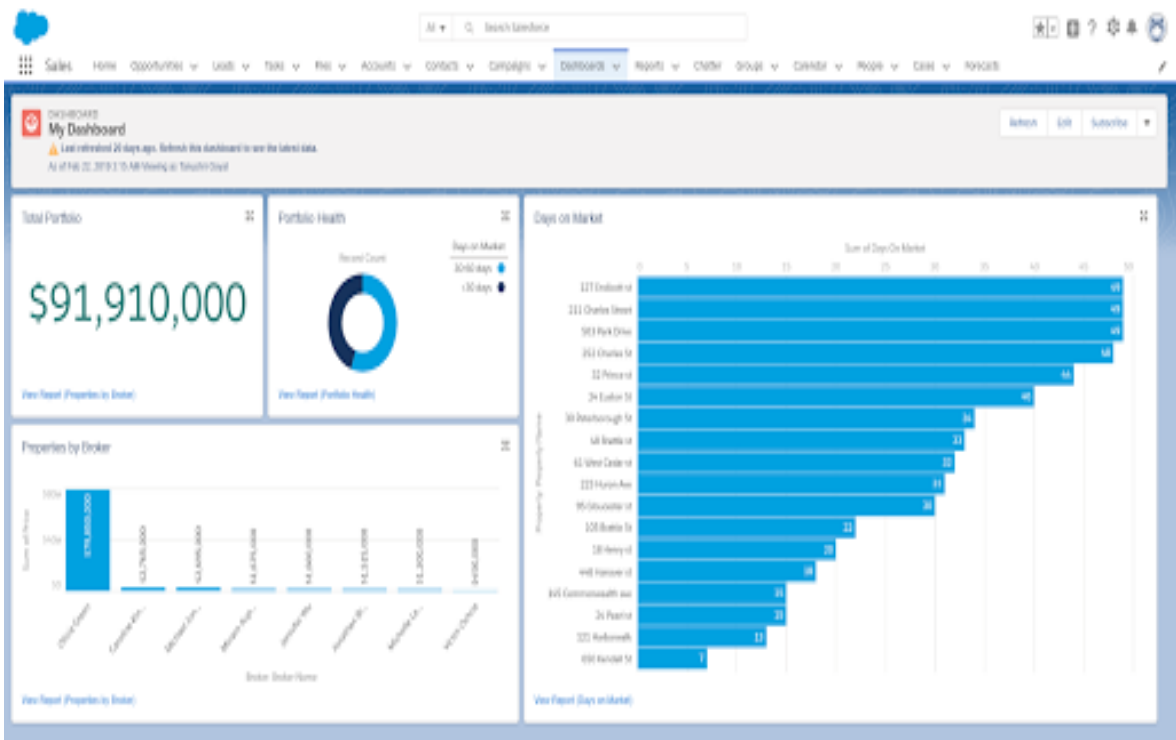

Fig 2. Reports in Real Estate CRM

Fig 3. Dashboards in Real Estate CRM

Methodology

There are two types of objects in Salesforce, Standard Objects and Custom Objects. Standard objects are objects that are already developed in the Salesforce like Account, Contact, Lead, and Opportunity are all standard objects. The Real Estate CRM Application has three types of custom objects which includes the following: Property, Favourite, Broker

The Real Estate CRM Application also provides a real-time Mortgage Calculator which calculates the monthly interest on the basis of the principal amount, time and rate.

Using this application, one can also generate real-time Reports and Dashboards which are dynamic as well which means that every time new information is added into the Salesforce org the reports and dashboards is refreshed and updated.

Tools and Technology Used

Salesforce is the world's #1 customer relationship management (CRM) platform. It is cloud-based, CRM applications for sales, service, marketing, and more don't require IT experts to set up or manage — simply log in and start connecting to customers in a whole new way.Customer Relationship Management (CRM) is most commonly used to manage a business-customer relationship. CRM software systems are also used in the same way to manage business contacts, employees, clients, contract wins and sales leads.

Salesforce CRM totally behaves and work like a software. Salesforce is rigid, transparent , quick , user friendly and most important of all secure. Salesforce creates a connection between its customer's and the business.

Acknowledgement

References

www.salesforce.com/in/solutions/industries
www.salesforce.com/fincance
https://trailhead.salesforce.com

REFERENCE BOOKS REFERRED:

• Lightning Platform Fundamentals

• Lightning Components Developer Guide

• Visual Force in Practice