

Your 90-Day Roadmap

Turn Your AI Real Estate Tool Into Reality

A SMART goal framework designed specifically for building your AI Offer Assistant—from working prototype to validated product in 90 days.



Your 30–90 Day SMART Goals

This isn't about building the next PropStream. This is about creating **AI decision support for real estate professionals**—a focused tool that solves one problem exceptionally well.

Over the next 90 days, you'll transform your existing scripts into a polished, demonstrable product that proves your ability to build AI systems that matter.





S – SPECIFIC

What You Will Actually Build



Data Input

Takes Houston HCAD property data and processes it cleanly



Offer Proxy

Generates first-pass offer estimates with AI precision



AI Explanation

Creates clear reasoning for each offer recommendation



Outreach Ready

Outputs professional SMS/email messages instantly

Your AI Offer Assistant will be a repeatable Python pipeline with a clean demo—not a half-finished experiment, but a working tool you can confidently show to real estate professionals.

How We Know You Succeeded

Product Metrics by Day 90

50+ Total Outputs

Your tool will have generated at least 50 drafted offers, proving it works at scale

Repeatable Pipeline

Runs smoothly on new HCAD files without breaking—true automation

Demo-Ready Package

One clean folder containing input files, outputs, and AI explanations you can share

User Validation



Real Users

Shown to wholesalers, investors, realtors, and appraisers

You'll collect actionable feedback: "I'd use this," "I wouldn't use this," or "Change this"—real market validation, not assumptions.

A – ACHIEVABLE

Why This Is Realistic for You

Real Estate Domain Knowledge

You understand appraisals, property valuation, and what real estate pros actually need

Working Python Scripts

You've already built the foundation—you're not starting from zero

Real Datasets

You have access to actual HCAD data and know how to work with it

AI Integration Experience

You've successfully connected AI capabilities to real-world problems

The hard part—learning to code, understanding appraisals, handling messy data—is mostly done. What's left is **clarity, polish, and shipping**.



R – RELEVANT

Why This Matters to Your Life



Breaking Into AI

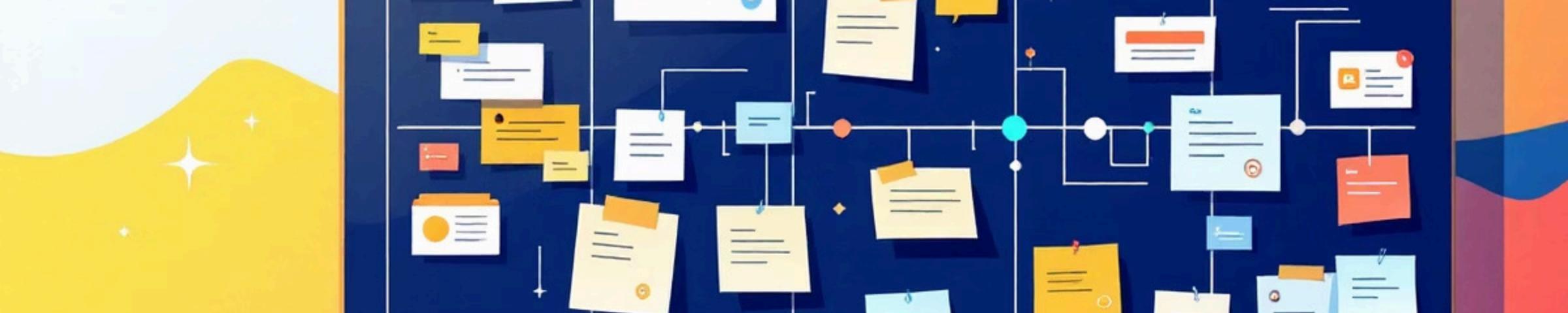
This becomes a portfolio project proving you can *build* AI systems, not just talk about them—your ticket to better opportunities.

Escaping Your Current Job

Success means options: sell it as a product, land a higher-paying tech role, or start consulting for real estate businesses.

Aligning With Your Identity

You're not becoming a cold-caller. You're becoming an **AI systems builder in real estate**—a meaningful distinction.



T – TIME-BOUND

Days 1–30: Sprint 1 — MVP

1

Working Pipeline

Your core system processes HCAD data and produces reliable outputs without manual intervention

2

10 Clean Outputs

Generate your first batch of polished offer drafts with AI explanations that make sense

3

Clear Tool Name

Decide on a professional name – "Appraiser Copilot," "Offer Assistant," or something memorable that positions your product

- **This is your MVP.** By Day 30, you'll have something real to show—not perfect, but functional and demonstrable.

Days 31–60: Sprint 2 — Validation

Day 31

Begin user outreach—identify 10 real estate professionals willing to see your demo

Day 60

Reach 10 total users tested. Make your critical decision: double down on real estate AI or pivot to broader "AI for SMBs"

1

2

3

Day 45

Complete at least 5 demo sessions and document all feedback systematically

This sprint is about **market validation**. You'll discover whether real estate professionals see value in what you've built. Their feedback will either confirm your direction or help you pivot intelligently.





Days 61–90: Sprint 3 — Traction



Refine Based on Feedback

Implement the most critical improvements identified during validation



Secure Your First Win

Land a paying pilot customer OR create a portfolio-ready case study for tech roles



Define Success

Either path equals success—you'll have a product or a career accelerator

90

Days to Transform

From scattered scripts
to validated product

2

Possible Outcomes

Both lead to better opportunities

100%

Proof of Ability

You can build AI systems that solve real problems

Your Mission

One-Sentence 90-Day Goal

"In 90 days, I will ship an AI Offer Assistant that reliably processes Houston HCAD data, produces clear first-pass offers with explanations, and has been tested with at least 10 real users."

This is your north star. Everything you do over the next 90 days should move you closer to this outcome. **You're not building PropStream.** You're building proof that you can create AI decision support that real estate professionals value.

The hard work is behind you. Now it's time to **ship, validate, and win.**