90-Day Agile Sprint Plan for Houston Real Estate Operations

Scale your real estate operation using Agile methodology and Lean Startup principles. This roadmap breaks down the next three months into actionable SMART goals that transform your pipeline from manual processing to full automation.

The MVP: Minimum Viable Product

1

Target Metric

Process 5,000 raw HCAD leads through the 1980_1500_pipeline.py to generate 250 qualified Tier 1 prospects by February 16, 2026.

2

Selection Criteria

High-equity properties built pre-1980, exceeding 1,500 sqft, meeting the proven 80/15 equity threshold for maximum deal potential.

3

Pipeline Validation

Leverage existing code infrastructure to confirm the Robot Boss handles volume without manual intervention or data quality degradation.

This sprint validates your technical foundation. The pipeline code is already built—now it's time to prove it scales efficiently with real Houston market data.

Made with **GAMMA**

The Feedback Loop: Market Validation

Build-Measure-Learn Cycle

By March 18, 2026, deploy 500 automated offers powered by ai_narrator.py logic and achieve a 5% response rate from Houston homeowners.

Why This Matters: You're transitioning from data processing to actual market engagement. Every "no" becomes valuable intelligence for refining your offer scripts and positioning.

500

Total Offers Sent

Automated outreach volume

25

Target Responses

Engaged homeowners (5% rate)

3-5

Expected Deals

Projected conversions

01

Deploy AI-Generated Offers

Launch personalized outreach backed by automated valuation justifications

02

Track Response Patterns

Document objections, interest signals, and conversion blockers

03

Iterate Messaging

Refine offer scripts based on real homeowner feedback data
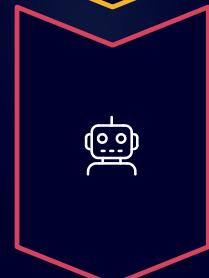
Full Systems Automation

"The goal isn't to work harder—it's to architect systems that work without you."

Axiom Protocol Integration

Connect your Python pipeline directly to Podio or GoHighLevel via webhook/API

Eliminate Manual Data Entry

Remove all "type shit" from the workflow with automated data ingestion

2-Hour Weekly Maintenance

Reduce manual oversight to system monitoring and strategic adjustments only

Success Criteria

- Automated lead ingestion from HCAD sources
- Zero-touch offer generation and delivery
- Real-time pipeline visibility in CRM dashboard
- Weekly time logs confirming <2 hours manual work

📋 **Architect Mindset Unlocked:** By April 17, 2026, you've completed the transformation from hands-on hustler to systems architect. Your operation now scales without trading time for deals.

Your First 7-Day Sprint Starts Now

Initial Test Run

Process your first 1,000-row dataset through the complete pipeline to validate code performance at scale

Geographic Audit

Verify that MAO (Maximum Allowable Offer) calculations remain accurate across different Houston submarkets —EaDo vs. suburbs vs. Memorial

Quality Control Check

Manually review 50 random Tier 1 leads to confirm equity calculations and property criteria are filtering correctly

Sprint Tracking Framework

Adopt a simple weekly cadence to maintain momentum:

- **Monday:** Set weekly sprint goals and success metrics

- **Wednesday:** Mid-sprint check-in and blockers review

- **Friday:** Sprint retrospective and next week planning

Pro Tip: Document every assumption that proves wrong. Those insights fuel your competitive advantage in the Houston market.

Houston