Transforming Business for a Real Estate Brokerage Firm with Custom Development

Challenge

- Need for capability to enter information of old as well as current owner of property
- Needed system to generate opportunity in line with requirements
- Needed a system to display comparisons of last three property sale when details of a property given
- No provision to link documents received from customers to the property
- No system to update status of the customer's requirement

Our Solution

- Created a Visualforce page to display Account overview including property, property occupancy status, foreclosure hearing and sale dates.
- Developed lien functionality using Visualforce page to display all old as well as current lien information, such as lienholder name, contact information, account number and balance amount
- Developed opportunity functionality using a Visualforce page to display and link opportunities suitable to customer's requirement.
- Facilitated selection of primary opportunity for the customer, and creation of more opportunities for customers from the website of America's most dedicated short sale experts. Allowed user to send email to Account owner to know more about the opportunity.

Client Description

- US based Real Estate broker
- Focused on providing the highest degree of services and conceivable results in real estate market.
- Business strategy centered on things that matter to customers and sell them properties at precise market rate in the least possible time

Business Benefits

- Enabled users to log each step of sale transaction and track associated received documents
- Facilitated opportunity creation from USA's most dedicated short sale experts
- Provided marketing information about properties as well as last three sales comparisons

About CloudChillies

CloudChillies' Salesforce Certified professionals have the knowledge and passion to solve problems - big and small - and deliver Salesforce projects successfully and affordably. We have years of experience in all facets of Salesforce,covering cloud advisory, Salesforce integration services and Lightning platform development. We assess your needs to provide maximum value through IT to increase your impact and achieve your mission.

Collaborative Atmosphere

Competent Team

Constant Support

Inclusive Culture

Creative Thinking

Professional Development