

REAL ESTATE MANAGEMENT SYSTEM



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1. INTRODUCTION

- In the dynamic world of real estate, effective management of commissions is crucial for the success of any agency. This comprehensive system aims to streamline the process, ensuring transparency, accuracy, and efficiency in tracking agent performance, commissions, and plot transactions. Let's delve into the features that make our Real Estate Commission Management System an indispensable tool for optimizing your business operations."



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2.PROJECTS

- Lavoura groups
- Rajavatar constructions
- Anjaniputra estates
- Sree Bhuvi developers



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3. TYPES PROPERTIES

➤ Residential Properties

- a) Homes, apartments, condominiums, townhouses, and other properties used for residential purposes.
- b) Can be rented or owned by individuals or families.

➤ Commercial Properties

- a) Office buildings, retail spaces, hotels, warehouses, and other properties used for business purposes.
- b) Can be leased or purchased by businesses for their operations.

➤ Industrial Properties

- a) Factories, warehouses, distribution centers, and other properties used for industrial purposes.
- b) Can be leased or purchased by companies involved in manufacturing, logistics, and other industrial activities.

4. PLOTS & COMMISSIONS

- **Plot Report**

- a) Provide a report on the current status of all plots, including available, sold, and pending plots.

- **Plot Commission Receipt and Report**

- a) Generate receipts and reports specific to plot-related transactions and commissions.

- **Plot Payment**

- a) Record and track payments related to plot purchases.

- **Upload Plots, Update Plots According to Sell Purchase or Pending**

- a) Allow for the addition of new plots to the system.
- b) Update plot status based on sales, purchases, or pending transactions.



5. AGENTS & COMMISSIONS

➤ **Agent Commission**

- a) Specify the commission structure based on the agent's level or performance.
- b) Document the percentage or fixed amount that agents receive for successful transactions.
- c) Include any tiered commission levels if applicable.

➤ **Agent Reports**

- a) Provide a comprehensive report on each agent's performance.
- b) Include details such as the number of deals closed, commission earned, and any bonuses or incentives.

➤ **Agent Single Reports**

- a) Generate individual reports for each agent detailing their specific transactions and commissions.

➤ **Agent Level**

- a) Define the different levels of agents within the organization.
- b) Outline the criteria for moving up or down levels.

➤ **Agent Up-level, Agent Up-level Commission**

- a) Explain the process and criteria for agents to move to a higher level.
- b) Specify the commission structure for agents at higher levels.





6. EMPLOYEES

- **Add and List of Employees**
 - a) Provide a platform to add new employees to the system.
 - b) Maintain a list of all employees with their relevant details.





7. PAYMENTS

- **Payment Receipt**
 - a) Generate receipts for any payments made, such as salaries, bonuses, or reimbursements.
 - b) Include details like amount, date, and purpose of the payment.



8. SERVICES

8.1 Buying a property

➤ **Finding a Real Estate Agent**

- a) The first step in the buying process is finding a trusted real estate agent who can guide you through the process and help you find the right property.

➤ **Getting Pre-Approved for a Mortgage**

- a) Before starting your property search, it's important to get pre-approved for a mortgage. This will give you a clear understanding of your budget and help streamline the buying process.

➤ **Making an Offer**

- a) Once you've found the property you want to buy, you'll need to make an offer. Your real estate agent will help negotiate the terms and guide you through the closing process.



8.2 Selling a property

➤ Staging the Property

- a) To maximize the appeal of the property, it is important to stage it effectively. This involves decluttering, depersonalizing, and arranging furniture and decor in an appealing way.

➤ Listing on the Market

- a) Once the property is staged, it can be listed on the market. This involves creating an attractive listing with high-quality photos, detailed descriptions, and relevant information about the property.

➤ Negotiating Offers

- a) When offers start coming in, the seller can negotiate with potential buyers to reach a mutually acceptable price and terms. This may involve counteroffers, inspections, and other negotiations.



9. CONCLUSION

- As we conclude, our Real Estate Commission Management System stands as a robust solution tailored to meet the unique challenges of the real estate industry. By integrating agent performance tracking, commission management, and plot transactions, our system empowers agencies to enhance productivity and profitability. Embrace a future where transparency and efficiency redefine your real estate operations. Thank you for your attention, and we look forward to assisting you in revolutionizing your commission management processes.



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