



*Client Success Story*

# How Jobsity Developers Helped Elevate Industry-Leading AI Software to Reach *96% Accuracy*

Nearshoring allowed **Repair Pricer** to build its proprietary AI application and achieve unprecedented accuracy. How can your team leverage Jobsity talent to do the same?

## Industry

SaaS, Real Estate

## Technologies Used

MySQL, PHP, Python

## Roles Hired

Back-end Developers

# Success Snapshot



## Client

Repair Pricer offers home repair estimates from inspection reports, providing **ultra-fast turnaround times** anywhere in the U.S. Using a proprietary system based on AI and natural language processing, Repair Pricer uses data from over **400,000 inspection reports** to build industry-leading solutions for home repair estimates.



## Vision

To level up their AI-powered software application, Repair Pricer needed access to **top-notch developers**. The obstacle was in finding candidates who could work with the team during the company's **standard business hours**.



## Execution

Leaning on Jobsity's robust talent pool, Repair Pricer hired **three nearshore developers**. This **doubled** the size of their development team.



## Impact

In the first year of partnership with Jobsity, Repair Pricer leveraged these additional developers to **migrate to a cloud platform**. They were also able to **increase AI accuracy from 70% to 96%**: an unprecedented achievement in the AI industry.

## A Process Primed For Reinvention

Before Repair Pricer built their software, the collaboration between inspectors, realtors, and home buyers and sellers was **complex and time-consuming**.

Here's a simplified overview of the process:

- First, the inspector would **provide the home inspection reports to the client**. The realtor would then **send them to a contractor** to determine the costs.
- After the contractor provided an estimate for all the necessary home repairs, the realtor could use the quote as a **negotiation tool**. The goal was to **use the cost estimate as leverage** to convince the home's seller to complete repairs or reduce the sale price.

This process had become so widespread that contractors no longer had time to calculate estimates in addition to their other responsibilities. Something had to change.

## Revolutionizing Home Repair Estimates

The contractors needed a way to manage their expanded workloads. They hired a team to **build a pricing tool** based on hundreds of past reports and thousands of home repair estimates. **The goal?** Create a database of every possible home repair item along with its average cost.

This would effectively provide one central source from which contractors could pull the information they needed for their estimates. **The challenge** was that it would need to be **constantly updated to reflect the latest rates**.

## Introducing AI and NLP

Seeing an opportunity for automation, Repair Pricer developed their proprietary cost estimate framework using artificial intelligence (AI) and natural language processing (NLP). With data from over 400,000 inspection reports, the company **transformed the industry**.

They created a system that turns any inspection report into an accurate home repair estimate in less than 24 hours. Today, the company performs daily nationwide market surveys to keep labor and materials rates up to date. This information applies to **thousands of different repairs**.



The learning database automatically adds the new survey data along with real-time feedback for actual job repairs from preferred partners. This commitment to accuracy is why thousands of real estate agents and home inspectors trust Repair Pricer as the **only** source for repair pricing.

**The company transformed the industry by creating a system that will turn any inspection report into an accurate home repair estimate in less than 24 hours.**

## *The Vision*

### Building On Existing Success

In order to grow and maintain the software, Repair Pricer would need a **skilled team of developers**. With a vision to continue to improve the tool's accuracy and facilitate its expansion, Repair Pricer began exploring hiring solutions. Unfortunately, U.S.-based developers proved **too expensive** for the company's needs and budget. To combat this, they turned to developers in other countries.



The company's Co-Founder and CTO, Paul Jackson, began his search with **offshore contractors**. He was hoping to find a cost-effective solution. Instead, what he found was an unexpected roadblock. Since Paul's own team was based in Texas on Central Time, overseas developers would have very little overlap with standard business hours. Developers in Asia, for example, would have to cope with up to **14 hours in time differences**.

This rendered the 9-5 workday in Texas **inaccessible for overseas talent**, who would have to work through the night for any real-time connection. Knowing that collaboration and communication would be crucial to the AI software's growth and development, **Paul needed another solution**.



*The time difference made it hard to communicate quickly and effectively.*



**Paul Jackson**  
Repair Pricer CTO



# The Execution

## The Nearshoring Opportunity

Paul was looking for a balance between the cost-effective nature of offshoring and the convenience of U.S.-based teams. **Jobsity's nearshoring model is the perfect middle ground.**

Nearshoring checks all the boxes: **lower labor costs** than the U.S. and **employees in closer time zones**. This guaranteed that the new developers' working hours would largely overlap with the existing team. Using talent based in Central and South America meant that Paul could preserve the **team cohesion** he was looking for.



## Hiring and Onboarding with Ease

Paul found the process to be **seamless** from the initial search all the way through onboarding. For managers like Paul hiring nearshore developers, Jobsity provides a curated list of qualified candidates. Jobsity's commitment to carefully vetting candidates and **only hiring the best of the best** covers everything from education and experience to language skills.

Every Jobsity developer has **proven expertise** in their field and **cultural fluency** to fit into a U.S.-based work environment. These benefits proved true for Paul, who said, *"You provided an accurate list of developers to choose from very quickly. This saved us weeks of resume reading."*

## Meet the Team



**Thales Bitencourt**  
Software Developer  
2021-present



**Jorge Flores**  
Software Developer  
2021-present



**Santiago Neto**  
ML Engineer  
2021-2022



In the end, Paul and the Repair Pricer team interviewed six developers and took on three. This meant that the development team **doubled overnight**. Paul assigned each developer to a specific area of the project to allow them to acclimate quickly. The team got to work!



*We were able to find the right people with the right skill sets quickly.*



**Paul Jackson**  
Repair Pricer CTO

## The Impact

### Lower Costs = More Output

The benefits of the Jobsity model extend far beyond ease of onboarding. When it comes to cost efficiency, compared to U.S.-based developers, Paul **saved 30-40%** by opting for nearshore talent. Because of the savings, Paul was able to hire three total developers to join the team.

His budget would have only supported two U.S.-based developers, so choosing Jobsity allowed for a **20% bump in team headcount**. The increased output from an additional developer was instrumental in the success that followed.

### Setting an Industry Standard for Accuracy

With the new hires integrated, Repair Pricer enjoyed the advantages of a larger development team. Thanks to the efforts of the three top-notch nearshore developers, the crew began tackling outstanding projects **efficiently and successfully**.

*We have gone from an accuracy of 70% to 96% in under a year.*



**Paul Jackson**  
Repair Pricer CTO



In the time since onboarding the Jobsity developers, Repair Pricer managed a **full-scale migration** of its software to a cloud platform. In addition to the migration, the AI software's accuracy improved dramatically. Being able to add three additional developers to their team helped the company hit their targets with **speed and precision**.

Today, the company measures **98% accuracy** on its repair estimates: an incredible feat that solidifies Repair Pricer as the go-to solution for realtors and their clients.



## Looking Ahead

Reflecting on the year's success with Jobsity's developers, Paul and the Repair Pricer team note **unprecedented levels of success** in their industry. They look forward to continuing to push the envelope and innovate in the real estate space, knowing that they have access to the right tech talent.

**Paul and Repair Pricer saved 30–40% by opting for nearshore talent**

However, it's not only a matter of finding the right talent—it's finding the right talent **as quickly as you need them**. Jobsity's dedicated team ensures that there are always highly-skilled developers ready for onboarding with your company at a moment's notice. Our policy of constantly hiring to create an **efficient pipeline** allows you to scale up when you need that extra boost to bring your product to market.

As anyone hiring a developer knows, software tools require **near-constant evolution** and upkeep. Jobsity will continue to fill the gap for any expansions Repair Pricer needs in the future. Paul's experience with Jobsity can be summed up in one final reflection: ***"We can find the talent we need nearshore without breaking the bank or struggling with time zones."***

**That's quite the success story!**

## *Discover the Jobsity Difference*

Jobsity provides you with **top-level talent** from around the world. Our nearshore developers have the **expert knowledge** you need to achieve ambitious goals and accelerate your digital transformation. And the best part? We make this possible at a **fraction of the cost** of in-house talent and with **retention rates** twice those of North American firms.

With Jobsity, you'll have a single point of contact ensuring your success through the entire process. Your **dedicated customer success manager** will make scaling your team a breeze.



# Why Nearshore?



## Communication: We keep in touch

We live and work in (or near) **your time zone** and integrate seamlessly with your in-house team. We're always available to hop on a Slack channel, respond to an email, or jump into a video chat.



## Alignment: We share your culture

We're an international team of tech nerds who balance razor-sharp workplace efficiency and **attention to detail** with a love of great friends, food, and fun.



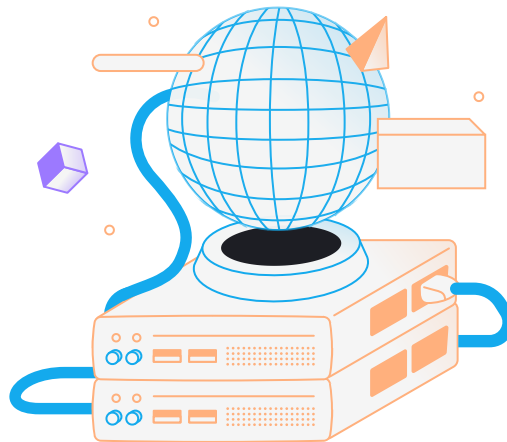
## Improvement: We're always learning

We're not content to sit on our hands and coast on our accomplishments. We're constantly upskilling and **adding value** for both clients and workers.



## Retention: We stick around

The average Jobsity developer stays at the firm for **two to three years** (above the industry average), enabling long-term productive relationships with your team.



Hire deeply vetted, world-class talent while *saving up to 40%*

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