1 Manage Properties and Track Deals from One Platform

2 Capture All Buyers and Sellers in One Single Place and Record the Interactions

3 Built on Award Winning ZOHO CRM, Trusted by 50,000+ Customers Worldwide

GOLDENLION

www.glionconsulting.com

Real Estate Agency CRM

CRM That Every Real Estate Agency Loves

Real Estate Agency CRM

Real Estate Agency CRM is crafted to meet the unique needs of Real Estate Agencies.

Built on award-winning Zoho CRM, Real Estate Agency CRM is a perfect tool for managing your properties, tracking deals, creating property recommendations, managing all your contacts, tracking activities and generating your commission invoice.

AWESOME FEATURES

- Property Management
- Lead Management
- Contact Management
- Deal Tracking
- Property Matching
- Property Feedback
- Commission Invoice
- Activity Management

- Reports and Dashboards
- Email Integration
- Social Integration
- Workflow Automation
- Role-based Security
- Data Sharing Rules
- Unlimited Records
- Custom Modules

Perfectly customized ZOHO CRM to suit our Real Estate use-case. Great job by GoldenLion team installing and helping us use it the right way. Thanks a lot, GoldenLion!

Ravi Duddukuru, CEO, PORTIQO Tech Private Limited

Run Your Business from CRM Home Page

Running a Real Estate Agency requires managing myriad tasks as well as handling a huge amount of data! The Real Estate Agency CRM makes your life easy by helping you run the business, right from the CRM Home Page.

Be it tracking deals or managing properties, you can do it all without leaving your CRM Home Page!

- ✓ Real Estate Agency CRM lets you see all the crucial metrics such as property status, deal stages, lead sources, open tasks etc. on the CRM home page only.
- ✓ Beautiful visual representations of all the important business components make it easier for you to track everything at a glance.
- ✓ Although Real Estate Agency CRM comes with some awesome dashboards in the Home Page, you can add any new component that you might require to run your business efficiently.

Easy Property Management

Managing thousands of properties, capturing their details and updating their status has always been a pain-point for Real Estate Agencies! With Real Estate Agency CRM, you can now easily manage your properties and update them like never before.

- ✓ With Real Estate Agency CRM you can get sellers submit their properties via Website Forms. Once submitted it lands straight inside your Properties module with status marked as "Under Validation".
- ✓ You can sync Properties from Real Estate Agency CRM to your website in just one click. You can even mark a property as "Featured Property" in CRM and that updates your website instantly (This feature is available as an add-on).
- ✓ With Real Estate Agency CRM you can create and manage both Residential and Commercial properties for "Sale" and "Rent" listing type with locations and images of the property.

Powerful Deal Management

The powerful deal management features of Real Estate Agency CRM makes it easier to track and manage your sales funnel!

- ✓ When the visitor shows interest in a Property and submits details via Web Form - it instantly creates a Contact, Deal, Follow-up Task and a Record in Property Feedback module in Real Estate Agency CRM.
- ✓ Using Real Estate Agency CRM you can capture Buyer's Offer Amount, Offer Dates, Seller's Counter Offer Amount - all inside the Deals module. Once the Offer is accepted - that becomes the Deal Amount.
- ✓ You can capture Closing Financial Information (Contract Amount, Closing Date, Commission Details) and Other Information (Attorney Details, Inspection, Title Report, Appraisal, Bank).

Create Property Recommendations Automatically

When the visitor does not find his desired Property and submits inquiry - it instantly creates a Contact, Deal and a Task. The CRM then creates a Property Recommendation in One Click based on available Properties.

Arnab and GoldenLion Consulting provide top notch service, and I would highly recommend them!

Paul Z. Matysek
President, Matysek Investment Group

Recommendations

Estateking

Your Requirement

Property Category	Residential	Area (Maximum SQFT)	0
Property Type	Residential Apartment	Bedroom (Minimum)	2
Price (Minimum)	Rs.2,000,000.00	Bathroom (Minimum)	0
Price (Maximum)	Rs.4,000,000.00	Parking Space	0
Area (Minimum SQFT)	0	Location	Kolkata Central;Kolkata East

Dear Bryan Tough,
Please find below some listings that may be of interest to you

1.

Property Name: (PK1003) 2 BHK Residential Apartment 1350 SQFT
Property Code: PK1003
Property Type: Residential Apartment
Location: Kolkata East

Rs.2,500,000.00

Area (SQFT)	Bedroom	Bathroom	Parking Space
1350	2	1	1

Floor: 3
Street: New Town, Rajarhat
City: Kolkata, State: West Bengal, Zip: 700057, Country: India

Well Conditioned House
Good Legal Documentation Present
Good Environment

2.

Property Name: (PK1002) 2 BHK Residential Apartment 1350 SQFT
Property Code: PK1002
Property Type: Residential Apartment
Location: Kolkata East

Rs.2,200,000.00

Area (SQFT)	Bedroom	Bathroom	Parking Space
1350	2	1	

Floor: 3

One Click Commission Invoice

Using Real Estate Agency CRM you can raise your Commission Invoice on Buyer/Tenant and/or Seller/Landlord in one click from the Deals module and track payment status.

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INVOICE

Invoice Date: 19/10/2016

Contact Name: Javed Rahman

45 Baker Street
Kolkata West Bengal 700135
India

Contact Details

Phone: +91 33 24454533
Mobile: +91 9878776755
Email: arnabbandyopadhyay@yahoo.com

Commission Details

Sl.No.	Property Description	Commission Ammount
1.	(PK1002) 2 BHK Residential Apartment 1350 SQFT	Rs.22,000.00

Sub Total	Rs.22,000.00
Tax	Rs.3,300.00
Total Due	**Rs.25,300.00**

Great Communication! CRM System came out as requested. Will come back for future additional work. Thanks!

Dwaine Clarke, President, GCT Commercial Real Estate

Science of Follow-up Simplified

- ✓ With Real Estate Agency CRM follow-up tasks are created automatically at every stage of the sales cycle. You can assign them to your team members or update them: all in one-click.
- ✓ You can create tasks for yourself, allocate them to team members and set reminders. The contextual view helps you prioritize tasks and be on top of your To-Do list.
- ✓ You can create all your meetings, store them in an intuitive calendar, invite customers and internal team members to these meetings.
- ✓ Using Real Estate Agency CRM you can schedule calls, record all your inbound and outbound call details and create follow-up tasks.
- ✓ You can add notes against any record, upload attachments, sort notes and even mention any of your team members for their attention from within notes section.

Create Awesome Campaigns to Drive More Sales

With Zoho Campaigns integrated with Real Estate Agency CRM you can create awesome email and social media campaigns to market your featured properties, monitor results and take actions.

When integrated with feature-rich ZOHO Campaigns, Real Estate Agency CRM lets you create and manage awesome e-mail and social-media campaigns right from the system.

Fit for Real Estate Agencies of All Sizes

No matter whether you are running a small, mid-size or large real estate agency, the Real Estate Agency CRM is a perfect fit for you!

Comprehensive Dashboards

Real Estate Agency CRM comes with 25+ Standard Reports and 15+ Dashboards on various modules such as properties, leads, deals, contacts, recommendation, property feedback etc. **The reports and dashboards let you see the health of your business at a glance!**

E-mails inside CRM

Real Estate Agency CRM lets you send, receive and view emails right from the system. You can send important notifications to your clients or team members and receive feedbacks from them without leaving your CRM page. **Reduce response time and enhance productivity by sending and receiving emails inside the CRM system!**

Track Website Visitors

When integrated with ZOHO SalesIQ, Real Estate Agency CRM lets you track website visitors in real time. **You get extensive intelligence on which of the pages your visitors are browsing, initiate chat with them and convert them into leads.**

User Access Rights

Real Estate Agency CRM provides you with a wide variety of options for user rights and data sharing via users, roles, profiles, groups, data sharing rules, fields and links permissions. **With the highly-advanced user access rights you can determine who can do what!**

Robust Integration Framework

Real Estate Agency CRM allows seamless integration with a number of other applications such as Zoho Campaigns, Zoho Survey, Zoho SalesIQ, Zoho Creator, Zoho Reports, MS Office, Google Apps, MailChimp, PandaDoc, Twilio, RingCentral, Ringio and more. **With so many integration options available, you'll never get stuck while expanding your business!**

Fabulous Facts About Real Estate Agency CRM

Award Winning Solution Platform

Real Estate Agency CRM is built on award-winning Zoho CRM, trusted by more than 50,000 companies world-wide.

No Lock-in Period Whatsoever

With Real Estate Agency CRM you are never locked into any long-term contracts. You pay monthly or yearly, whichever works the best for you.

Everything is Hosted

You don't have to buy and maintain expensive servers, software or backup solutions. You can get started with just a browser.

Customization Capabilities

You can further customize Real Estate Agency CRM to better suit your precise needs and keep it updated with the changing business requirements.

Contact Us

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Thank you for your interest in **Real Estate Agency CRM**. We really appreciate your support and patronage. With all the customers we serve through our Industry CRM solutions built on Zoho, we have three goals:

1. To help awesome business owners like you
2. To establish long-term relationships
3. To have fun

Our goal in building **Real Estate Agency CRM** was to make it so helpful to you that you could save time and money in using this application and tell your friends to buy one.

Thank you for being awesome. Because of you and all our other valued customers, we have the opportunity to do what we love to do.
Thank You!

Arnab Bandyopadhyay
CEO, GoldenLion

PS: For a no-obligation Test Drive of Real Estate Agency CRM please send us an email at zoho@glionconsulting.com.

About Us
GoldenLion is a Zoho Premium Partner with 400+ Customers in 30+ Countries. For more information about GoldenLion, please visit www.glionconsulting.com