



**Built on world's
#1 CRM Platform**

salesforce



Reale 360

Sell Faster. Manage Smarter.

Overview

Unleash a strategic approach for a 360-degree real-estate business growth

Streamline your real-estate sales processes, achieve greater visibility, reduce massive operational costs, magnify productivity, and ensure a comprehensive 360-degree customer view leveraging data-driven business insights with our dynamic real-estate automation solution.

360 Degree Customer View

45-50% Reduction on Sales Expenses

70-80% Increased Sales ROI

0 Zero Lead Leakage

Built on the top of the world's #1 CRM platform Salesforce by the Salesforce experts with a decade of platform expertise, the solution will help next-gen realtors, real estate agents, brokerage firms spend less time on intricate processes and more time growing business portfolios.

Highly Customizable

Information Accessibility - On-the-Fly

Seamless External (ERP/Tool) Integration

Built on Highly Secure Salesforce Platform

Customer Personas

Builders

Channel Partners
(Resellers/Agencies/Brokers)

End User Personas

Promoters/
Builders/
CxO's/VPs

Sales Reps

Marketer

Promoters/
Builders/
CxO's/VPs

Sales Reps

Operation Staff
& Customer
Support

Finance Team

Site Engineers

Marketer

Finance Team

Resellers/
Agencies/
Brokers

Contractor

Builders

Agencies/
Brokers/
Resellers

Customer

Other Partners-
Vendor/Supplier

Customers



Internal Users

External Users

Channels



Website



Social
Channels



Email



Phone
(Call Center)



SMS/
WhatsApp



Property
Portals



Referrals



Partners

Top Features



Customizable Reports
& Dashboards



Document Generation
& E - Signature



External Portal &
Social Integration



Customer & Partner
Community Collaboration



iOS and Android
Mobile Ready



CTI/Dialer & SMS
Integration



AI Based Scoring



ERP Integration

Pre-Sales Automation

Make your sales process highly streamlined & boost sales productivity

Project Setup



Define project details & keep a track of project status

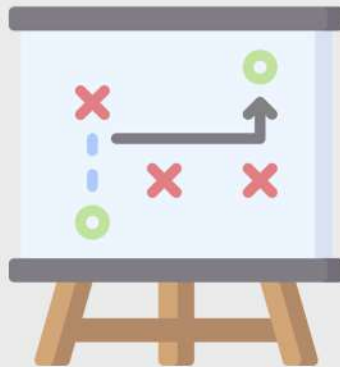
Location

Rate

Area

USPs

Stage



Payment Schedule



Keep a record of the complete project payment schedule

Phase/Construction-wise break-ups

Pre-Launch Prices

Post-Launch Prices

Lead Gen & Tracking



Intelligent lead generation strategies to improve lead funnel

Property Portals Integrations

Social Channels

CTI / Dialer

SMS / WhatsApp

Segmentation

Customer Acq. Cost Analysis

Scoring & Grading

Work-force Management

Lead Assignment (Rule-Based)

Lead Assignment (AI Automation)

Integration with the website
(WebToLead)

Offline Lead Management
(Mobile Interface)

Marketing Material Management



Integrate multiple social channels, optimize marketing activities & drive exceptional customer engagement

Social Media
Integration

Rich Media
Management -
Usage Rights

Performance of
Rich Media
(Views, Likes, etc.)

Click to Post

Promotion Management



Integrated advertisement planning & production for result-driven real-estate marketing

Pricing options (EMIs/ Different
plans for Specific units)

Special / Promotions / Discounts

Sales Automation

Empower your sales reps with 360-degree customer data to accelerate lead to cash process

Sales Lifecycle



Get visibility into the sales pipeline, drive intelligent lead nurturing, make insightful decisions, close more deals, and forecast future sales

Stages & Nurturing

Reservation & Booking

Attaching a payment schedule



Customer Management



Adopt a customer-centric process to manage the end-to-end customer life cycle to enhance efficiency

Accounts / Contacts

Customer Application

Customer Segmentation

Demographics



Handover

Easy and hassle-free handover process with in-built functionalities ensuring zero legal complications and highest customer satisfaction

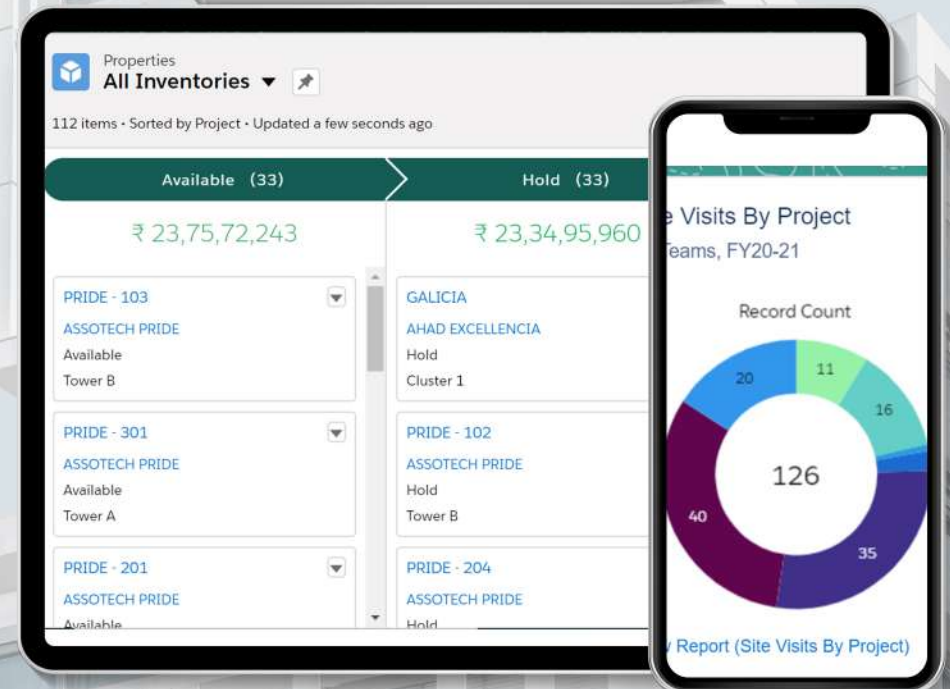
Handover to RWA



Easy property/legal document handover to the RWA (Resident Welfare Association/Society) for a smooth sign-off

Legal Documents

Sign Offs



Post Sales Automation

Transform post-sales service with intuitive automation & seamless collaboration across departments

Unit Management

Define, execute, and support multiple business units from a single, collaborative platform

Cancellation & Refunds

Car Parking

Status

PLC

Transfer

Document Management

Generate sales, construction & legal documents in one click and share them for e-signature.

Handover documents & checklist

Contract Management

BBA

Possession Letter

Other Legal Documents

Customer Service Management

Faster & reliable customer management processes to offer personalized services

Customer Portal

Customer Tickets

Complaints Tracking

SLA

Self Service Portal (Upload doc, print receipts, etc.)

Payments/Financial

Manage multiple payment schedules effortlessly with billing & accounting integration

Schedule

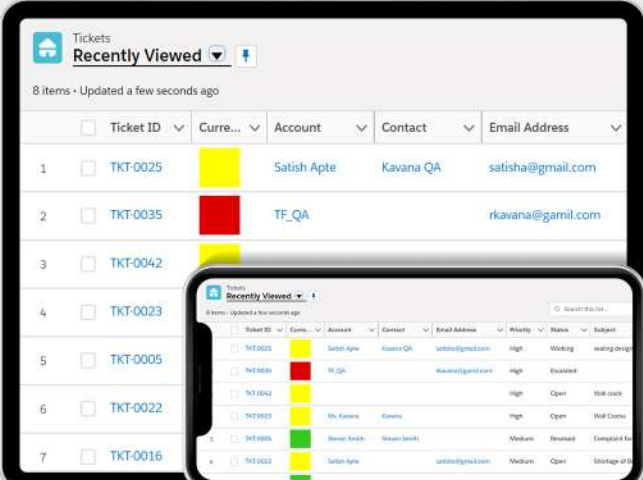
Collection

Receipts

Tax Invoicing

Reminders & Alerts (SMS, Phone, etc.)

Mortgage Status



	Ticket ID	Curre...	Account	Contact	Email Address
1	☐ TKT-0025		Satish Apte	Kavana QA	satisha@gmail.com
2	☐ TKT-0035		TF_QA		rkavana@gamil.com
3	☐ TKT-0042				
4	☐ TKT-0023				
5	☐ TKT-0005				
6	☐ TKT-0022				
7	☐ TKT-0016				

Maintenance

Revamp your maintenance process with easy inspection, servicing, and timely activity.

Monthly Maintenance

Utility Bill Payments

Agency/Broker Module

A comprehensive view of external agents, brokers, & partners to manage end-to-end external partner operations, contract, commission all from one place.

(Addons)

Contract Management



Access & manage agent contracts at various levels with highly intuitive & customizable dashboards.

Project Level

Unit Level

Property Category

Agent Management



Simplify the entire agent/broker management process starting from agent onboarding to sales monitoring & communication.

Onboarding

Commission Calculation



Handle & generate end-to-end agent /broker commission accurately with automated processes and 3rd-party accounting tool integration.

Manual

Reconciliation

Auto generation based on schedules

Integration with Invoicing Module

API Integration with 3rd Party Accounting

Financial Management

Combine financial management including financial planning, fund allocation, etc. using built-in functionalities to enable quicker financial decision-making.

Project Financials



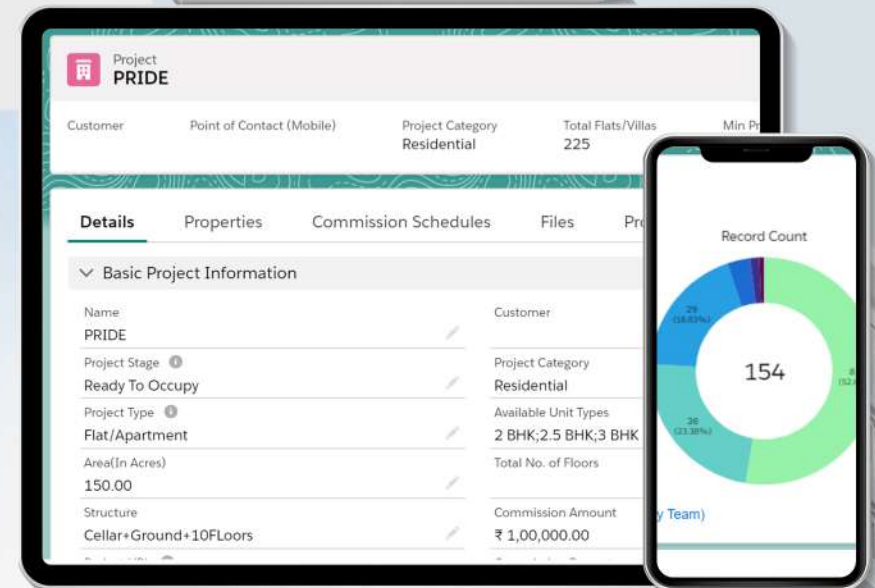
Gain insights about all of your assets & track your budget and expenses

Source of Funds

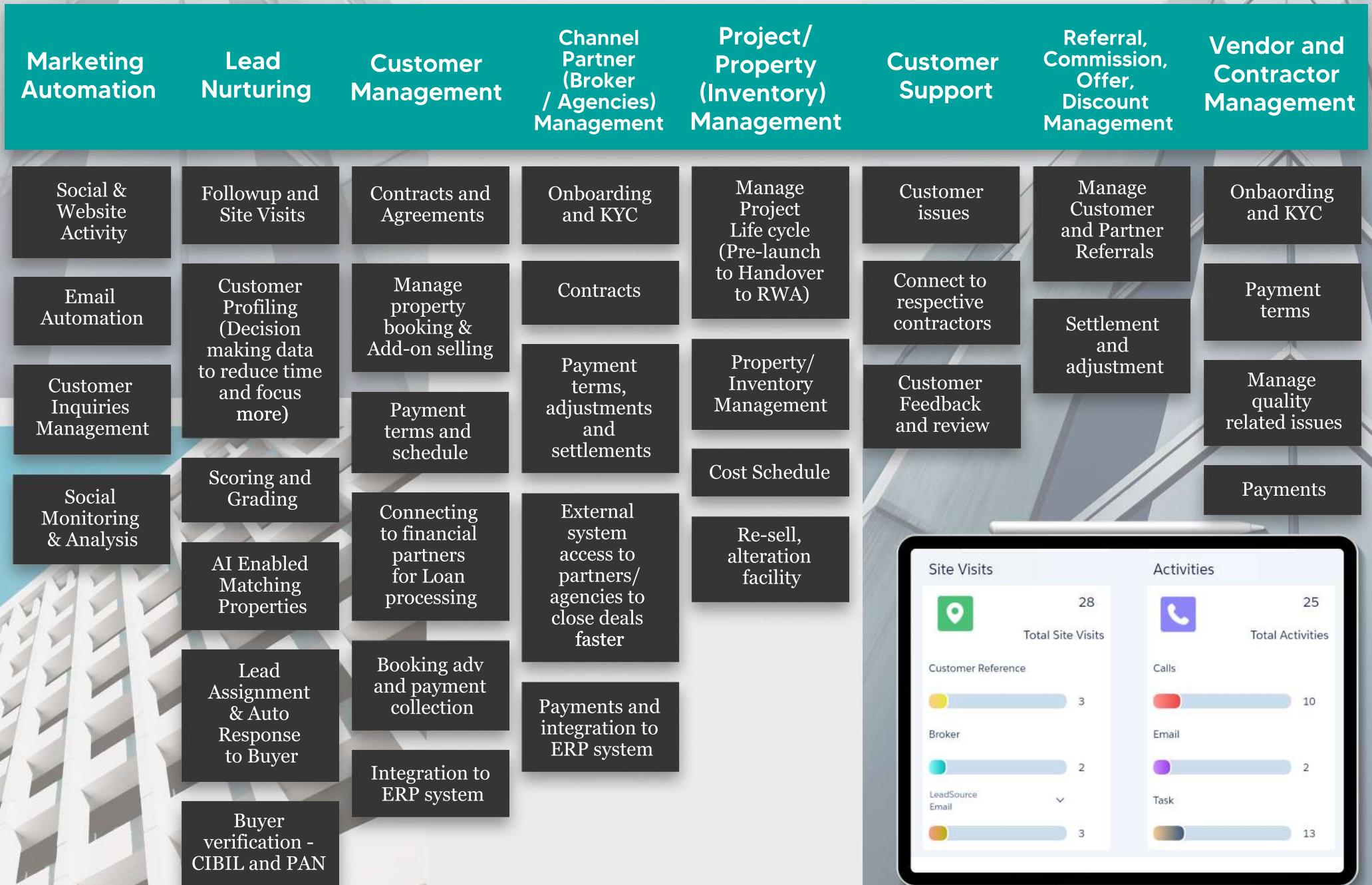
ROI

Application of Funds

Break-Even Analysis



Core Processes



Capabilities

Interactive Data Analytics	Document Management	Mobile/ Tablet Support	Communication and Collaboration with team, partner and customers	Integration	Security	Other Utilities	Process Automation
Channel Partner Dashboard	Demand Note	Dashboard	SMS/ WhatsApp	Property Portal Sites	Compliance	Public Calendar Appointment for Site Visits	Approval Process
Promoters Dashboard	Sales and Construction Agreement	Lead Capture and Nurturing	Chatter	Social Sites	Audit Enabled	Form Builder to collect data	Workflow Automation
Marketing Dashboard	Receipts	Customer Closure	Dialer & CTI Integration	ERP Integration	Data Access to right sales reps and partners	Calendar Sync	Sales Rep Lead Assignment
Sales Dashboard	Allotment Letter	Integration with Social Apps, SMS and Whatsapp	Push Notification	Email Integration		Email Sync	Business Flows
Agents Performance	Aadhar based e-signature	Document Generation		Calendar Integration		AI / Prediction: Demand Generation, Sales Rep/ Reseller Performance, Customer Scoring, Partner Loyalty, Contractor/ Vendor Quality	Auto Response Message to Customer with Project and Property Details
Inventories Dashboard	Partner/ Vendor Contract	Auto call logging					Follow up automation
Payment Collection & Overdue Dashboard		Digital Signature					Escalation Rules
		Phone dialer					

A low-angle, upward-looking view of a modern skyscraper's glass facade, showing sharp geometric lines and reflections. The image is split vertically, with the left and right sides showing the building's structure and the center containing text.

**FOR MORE INFORMATION
CONTACT US**

contact@reale360.com

