

Pando from the inside

The CRM for Belgian real estate agents. From the first enquiry to the signed sales agreement, in one system that fills itself while you work.

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Why the name Pando

Pando is an aspen grove in Utah. It looks like thousands of separate trees, but it is one organism with one root system. That is how your agency should work too: leads, contacts, properties, calendar and portals are not separate programs, but one whole.

What you see here

Every screenshot in this brochure comes from the Pando demo environment as it works today, with the interface in Dutch. The names, addresses and files are fictional. Want to try it yourself? The last page explains how to get a trial account.

You see straight away what needs doing

You open Pando and the dashboard shows where your work is. No list to keep yourself: what is overdue, what is planned for today and which enquiries are new sits at the top.

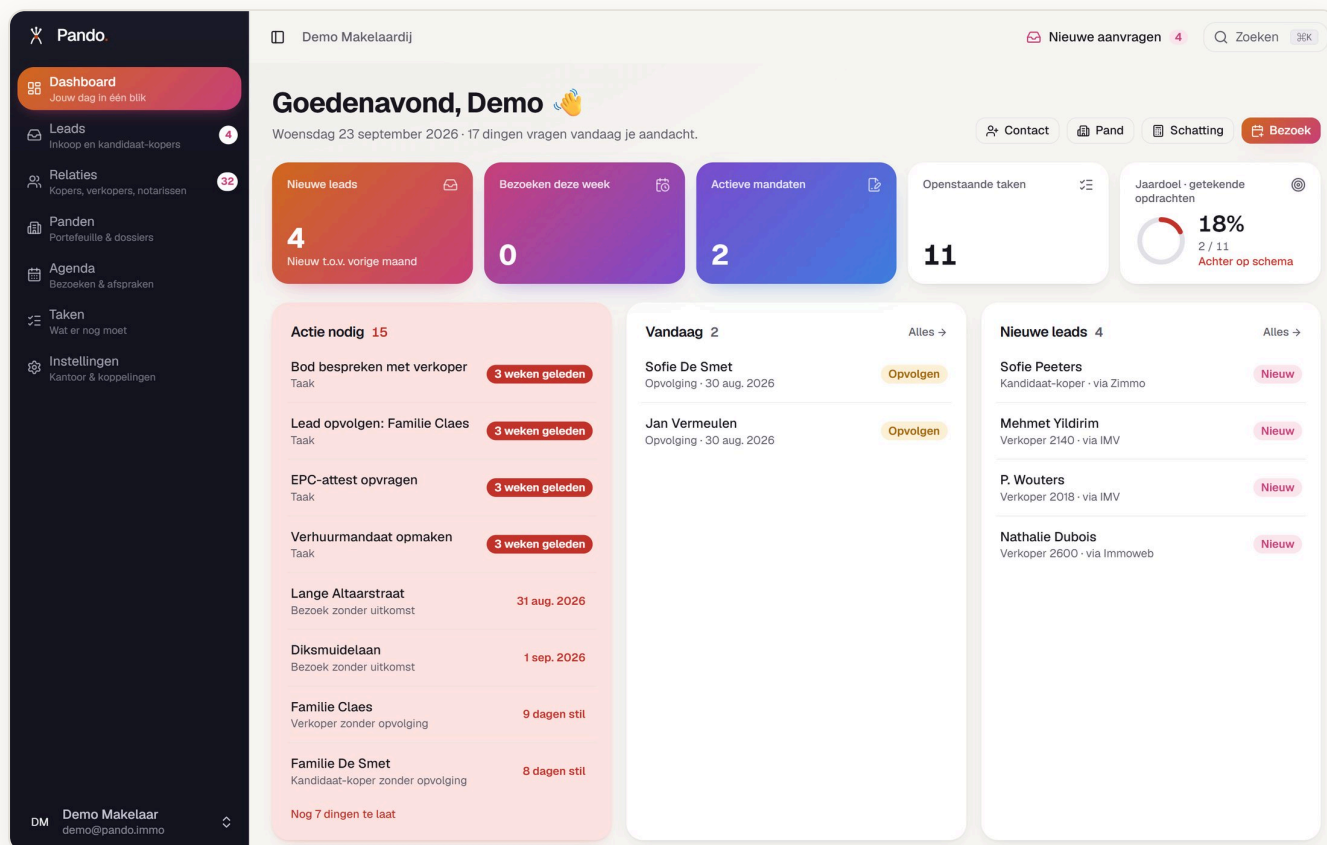


Fig. 01 · Dashboard · Demo Makelaardij

Needs action

Overdue tasks, viewings without an outcome and leads that have been idle for a week. You also see how long each item has been waiting.

Your numbers

New leads, viewings, active mandates and your annual goal. The Results page shows the same numbers per month, quarter or year.

Your calendar

Connect Outlook or Google Calendar both ways. Your viewings appear in your own calendar, and your busy hours are not offered on your online booking link.

Every enquiry lands in one place

Owners who want to sell their property and prospective buyers who react to your listings arrive in the same inbox. You drag a lead to the next stage, and whatever stalls stands out on its own.

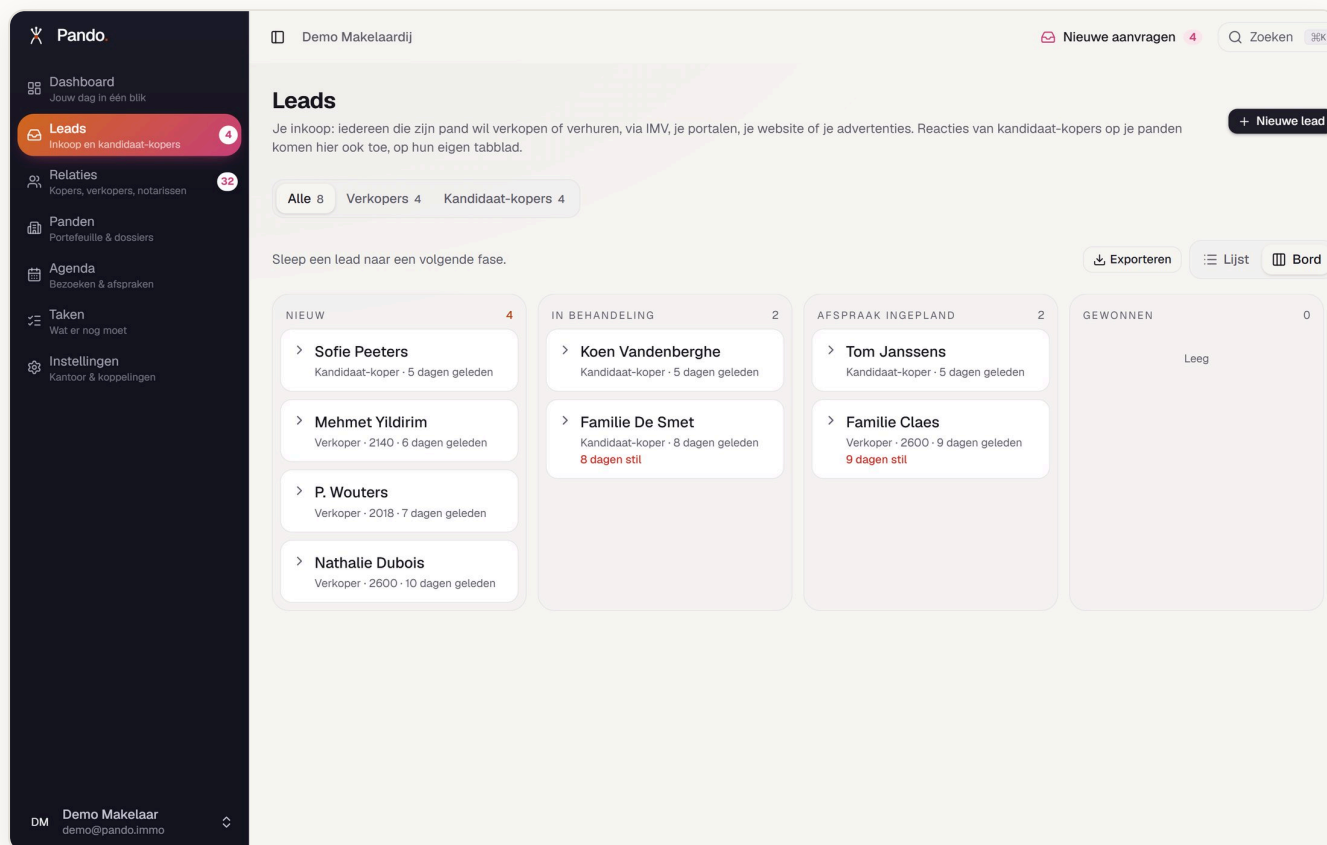


Fig. 02 · Leads as a board · Demo Makelaardij

Where your leads come from

Your own website form or WordPress plugin

Immoscoop contact requests, direct

Google Ads lead forms

ImmoMakelaarVergelijker (IMV) optional

Your own integrations API, Zapier or Make

Manually in two clicks

What Pando does with them

- **A notification on your phone** as soon as a new enquiry arrives, with the property attached.
- **Book a viewing** straight from the lead: the buyer gets a confirmation email and the lead moves to "viewing booked".
- **Your own stages.** Work differently from the default? Adjust the stages of your pipeline yourself.
- **Buyers who match.** Anyone with a search profile appears under every property that fits it. Automatic emails only go to people who gave their consent.

Everything about a property, in one file

Key figures, parties, mandate, viewings, offers, photos and documents all sit on the property itself. From that file you create the documents your client and your buyers get to see.

The screenshot shows the Pando property file interface. On the left is a dark sidebar with navigation options: Dashboard, Leads, Relaties, Panden (selected), Agenda, Taken, and Instellingen. The main area displays the property details for 'Lange Altaarstraat 24, 2018 Antwerpen' with a price of € 545.000 and status 'Actief'. Below the title are tabs for 'Overzicht', 'Voortgang', 'Mandaat', 'Biedingen', 'Foto's', 'Documenten', and 'Publiceren'. The 'Overzicht' tab is active, showing a progress bar with five steps: 1 Algemeen (selected), 2 Prijs & EPC, 3 Technisch & stedenbouw, 4 Energie & gebouw, and 5 Indeling & binnen. The 'Algemeen' section contains fields for Type (Woning), Transactie (Te koop), Status (Actief), Titel zoekertje (bv. Lichtrijk appartement met), Subtype (Niet opgegeven), Mobiscore (0-10), Project (Geen project), and Adres (Zoek een adres (Vlaanderen)...). On the right, the 'Kerncijfers' section lists: Vraagprijs € 545.000, Bewoonbaar 210 m², Slaapkamers 4, and EPC C. Below this are buttons for Brochure, Presentatie, Verkoper-rapport, Schattingsverslag, and Investeringsverslag. The 'Kamers' section has a note about adding rooms and fields for Slaapkamer, Opp. (m²), and Verdiep. A '+ Toevoegen' button is at the bottom.

Fig. 03 · Property file · Demo Makelaardij

Made from the file

- **Viewing brochure** with an offer form at the back, to hand out at a viewing.
- **Valuation report** with how the value is built up, actual sale prices from Statbel and the property's location.
- **Seller report** for your client. Switch it on and Pando prepares it every month: you check it and send it on.
- **Fill in from the address** (Flanders): cadastre, zoning, flood score and mobiscore from the official Flemish sources.
- **Listing texts** in Dutch, French and English, written with AI from your data and photos.

Publish to your portals

- Immoweb
- Immovlan
- Immoscoop
- ImmoMaps
- My Future Home
- Your own website automatically
- Zimmo **COMING SOON**

You publish with your own account on each portal. Mark a property as sold and the portals follow. You can also take it off a single portal without touching the others.

Less paperwork behind every file

For each property you see at a glance which certificates are in, which are requested and which are still missing. Many progress steps tick themselves off while you work.

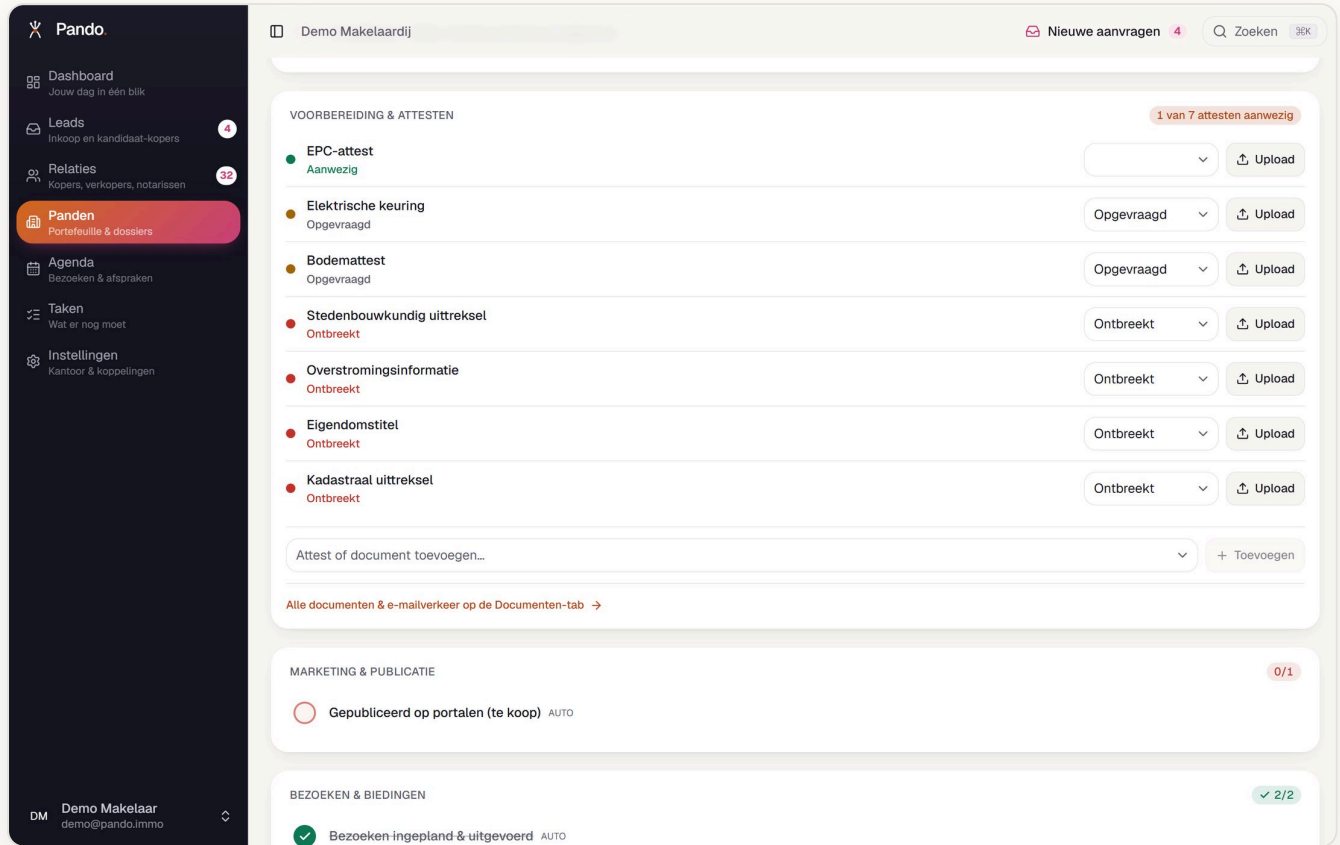


Fig. 04 · Progress and certificates · Demo Makelaardij

The sales agreement, already filled in

Pando reads the certificates you upload, such as the EPC, the asbestos certificate and the soil certificate, and uses them to fill in your sale and purchase agreement. Parties, price, cadastre and the certificate data are in it. Everything filled in automatically is in bold, with the certificate and page each value came from. You check it all before anyone signs.

You upload your own CIB model once, the one you use as a CIB member. This works today with the Dutch-language model (114VN).

And also

- **Electronic signing** of the listing mandate, remotely or on site.
- **Online offer form.** Buyers fill in and sign their offer, and you register it in one click.
- **Client portal** in your agency's branding: the seller follows the file and uploads documents themselves.
- **Building manager's file** for an apartment: Pando works out this unit's share of the costs and works.

One fair price per month

Every feature in this brochure is in every plan. Higher plans only add users, priority support and bespoke onboarding.

SOLO

€ 49

per user per month

For the independent agent.

TEAM

€ 39

per user per month

For small teams, with priority support.

AGENCY

€ 29

per user per month

For agencies with 5 or more agents, with bespoke onboarding and workflows.

Prices exclude VAT. Cancellable monthly, with no setup fee: onboarding and moving your data over are included.

In every plan

All lead sources and your leads inbox

Unlimited contacts and properties

Mandates, viewings and offers

Document checklist and electronic signing

AI listing texts and automations

Client portal for your sellers

Calendar sync, API and CSV import

A premium website for your agency

How to start

01 Request your demo at pando.immo. We review every request personally.

02 We schedule a 30-minute introduction and show you Pando the way you work.

03 Your 14-day trial account is ready within 1 business day. No card needed.

Curious how Pando fits your agency?

Book an introduction, or simply send us an email.
You will hear back from the people who build Pando.

WEB

pando.immo

EMAIL

info@pando.immo

MEETING

calendly.com/pando-info/30min

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