AI Sales Agent

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Real Estate Business

The **real estate business** is a dynamic and multifaceted industry centred around the buying, selling, renting, and management of properties. It includes residential, commercial, industrial, and land-based transactions. People involved in this business—such as real estate agents, brokers, property managers, developers, and investors—juggle a wide variety of tasks on a daily basis.

AI Day-to-Day Tasks in Real Estate Business

1. Client Interaction & Sales

- Handling objections and answering detailed questions.

2. Marketing & Promotion

- Listing properties on websites and MLS.
- Running ad campaigns (online/offline).

3. Property Management (if applicable)

- Collecting rent in online mode.
- Coordinating repairs or maintenance.

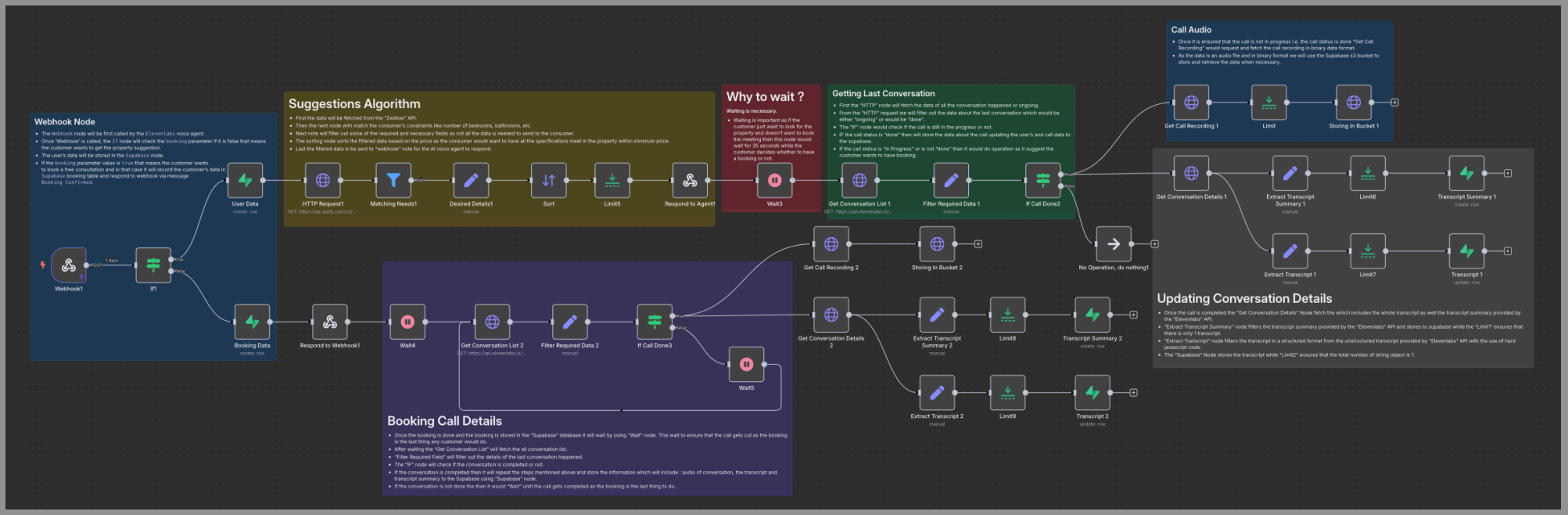
4. Market Research & Analysis

- Analysing property values and price trends.
- Conducting comparative market analysis (CMA).

Real Estate AI Voice Agent helps the Real Estate Business holders to handle clients on everyday basis, running ad campaigns through phones and helps the customer in booking with the real estate agent for the proper one to one consolation.

The Agent helps the customer to get his/her desired property based on the constraints decided by the customer like (number of bedrooms, number of bathrooms, location of the property, budget of the customer and area of the property).

The Agent helps the businesses to run ad campaigns about their company and book one on one consultation with the buyer.



N8N WorkFlow

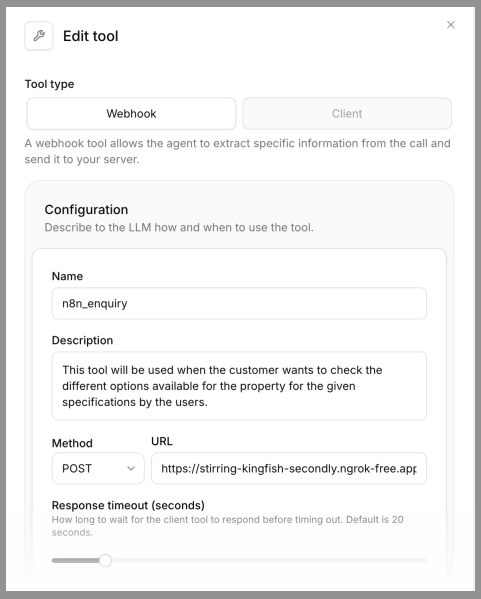
Elevenlabs

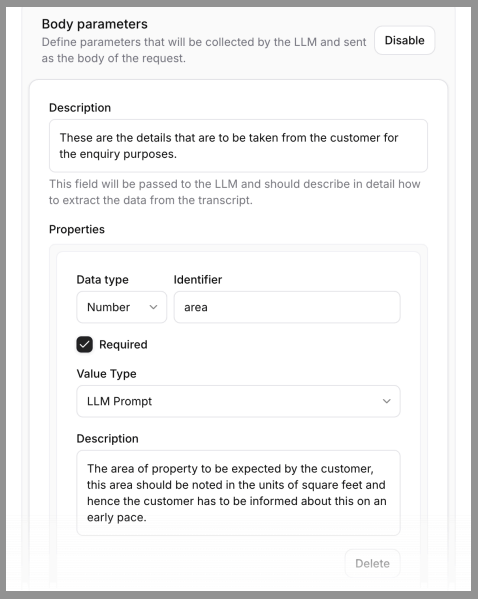
Elevenlabs is an AI tool which provides AI voice models and products powering millions of developers, creators, and enterprises. From low-latency conversational agents to the leading AI voice generator for voiceovers and audiobooks.

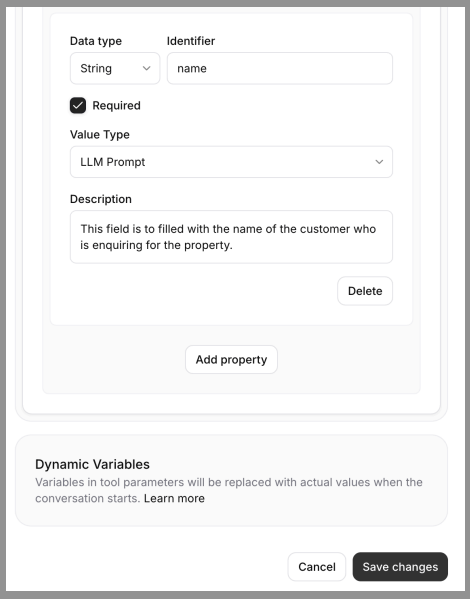
Elevenlabs has been used to connect with the n8n workflow via web-hook functionality in both.

NOTE : Elevenlabs requires a public domain to work, if you not have a public domain it can be easily obtained from ‘ngrok’ with some terms and conditions to run locally on the system.

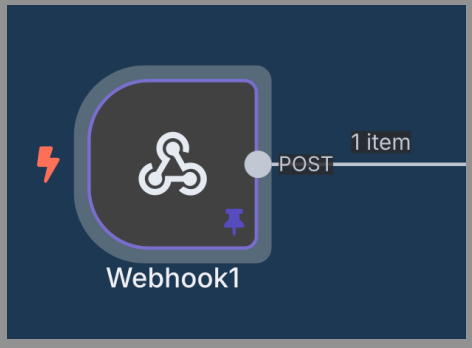
Elevenlabs Integration : After getting the public domain we create a new “Custom” tool in our created Elevenlabs Conversational AI Agent and use the public domain as the ‘url’ with “POST” method as we want to send the user’s details to the n8n web-hook node. The information we want to send to our “n8n” web-hook node is referenced as body parameters in Elevenlabs, along with the name and description of the parameter. “Save Changes” at the last.

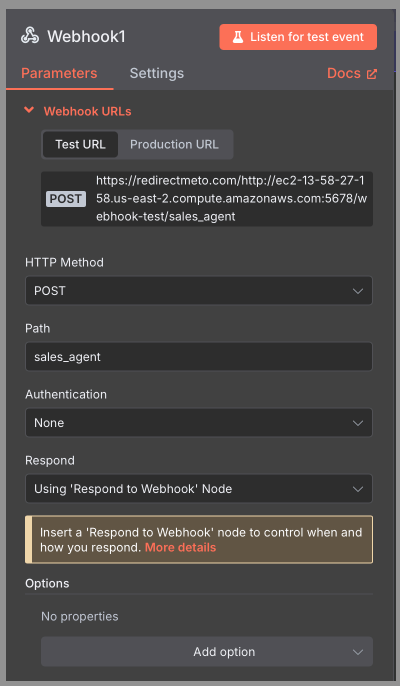




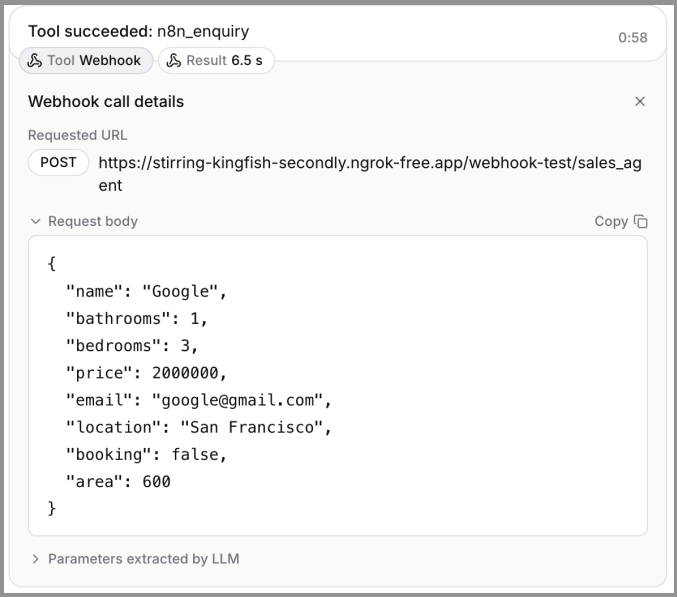


N8N Integration : No authentication is needed, we just need to make the “HTTP” method to “POST” and that’s it. In our workflow the response to this web-hood node is through the “Using Respond to Webhook” node.



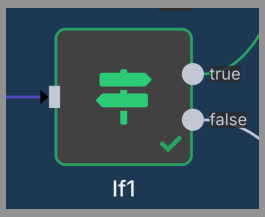


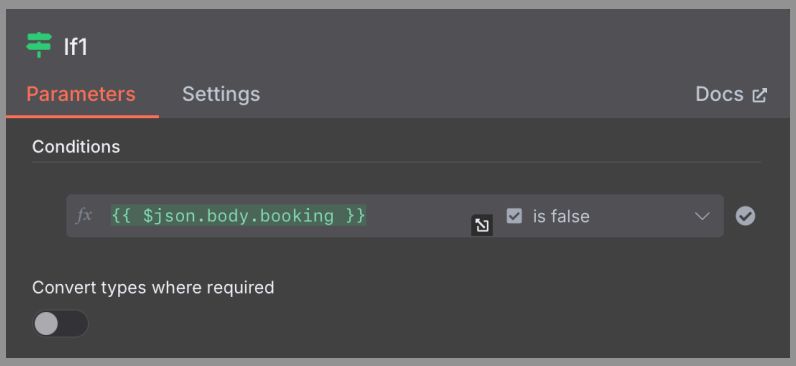
Webhook Node Input : When the web hook is triggered via Elevenlabs voice agent it sends all the collected information about the user by using the tool in which the “url” of n8n web-hook node is POST(ed).



Elevenlabs Webhook | **N8N Webhook Call Input**

IF Node : It check the “booking” parameter which is one of the body parameter from the elevenlabs voice agent. This parameters tells us whether the customer wants to book a consultation or is just here for the property enquiry. While the value of “booking” parameter is ‘false’ the nodes executed afterwards is for the property suggestion process else nodes executed is for the booking purpose.



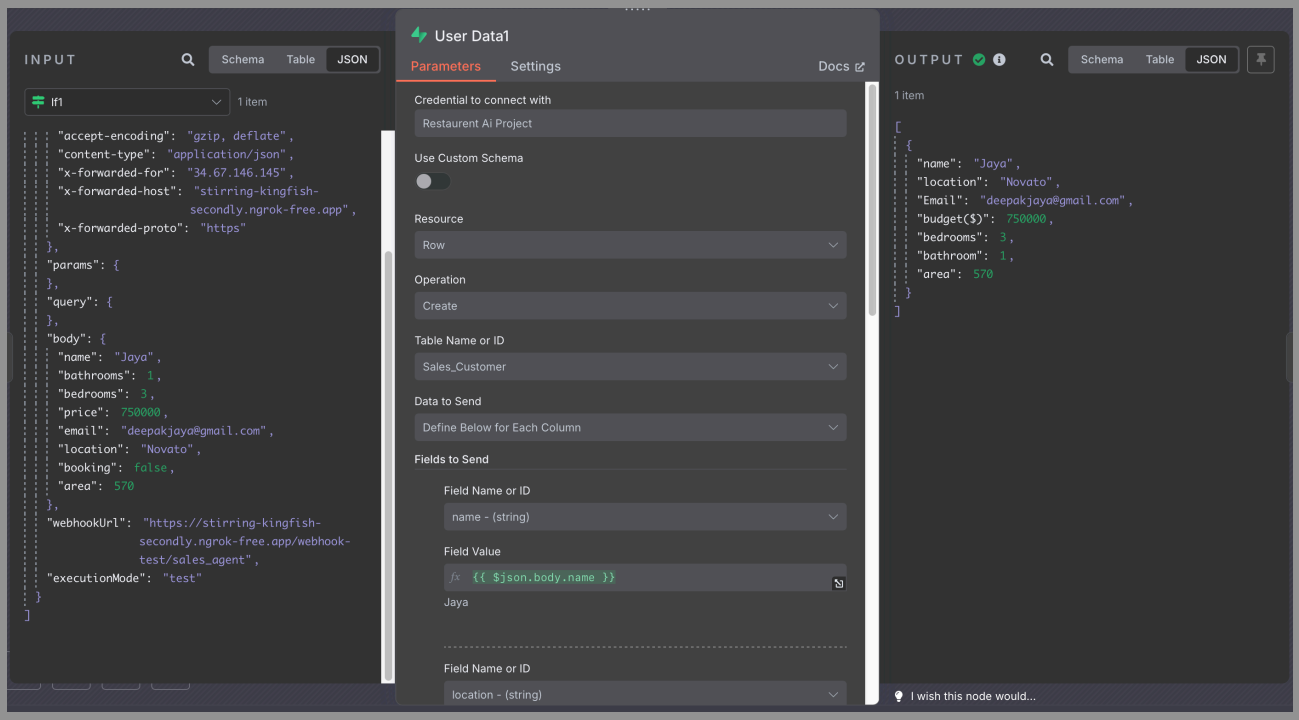


Case 1 : Property Suggestion Only

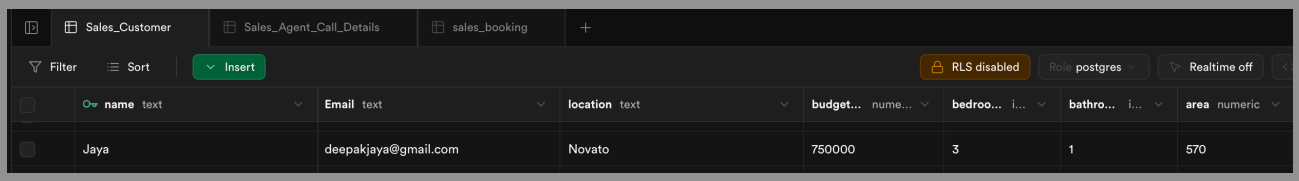
In this case the “booking” parameter always remains ‘false’. While the executable nodes afterwards also have a contingency for the booking that will be discussed later.

Update User Data (Supabase Node : User Data1) :

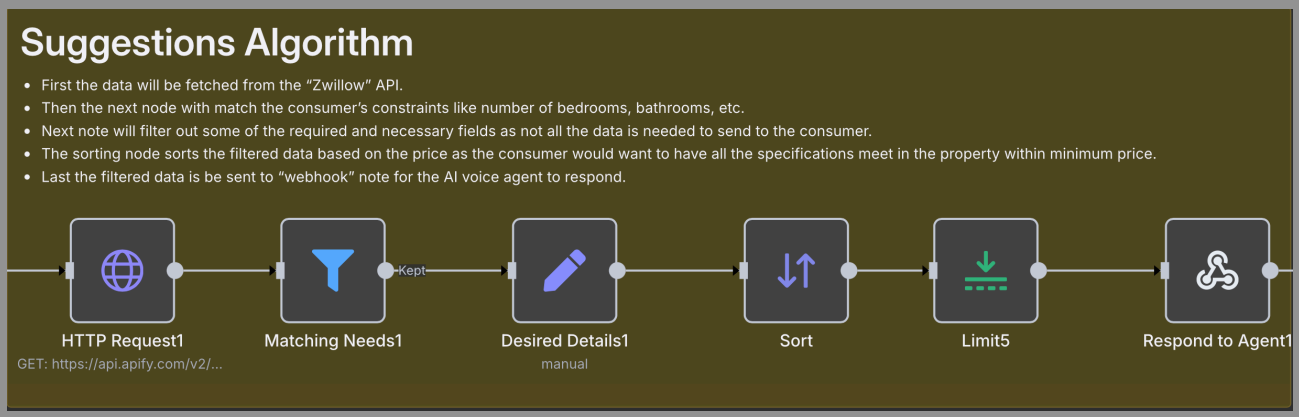
The users data is updated in the supabase in the respective table.



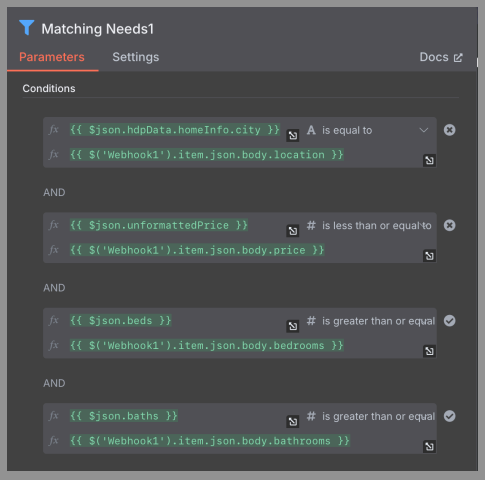
Update in Supabase table :



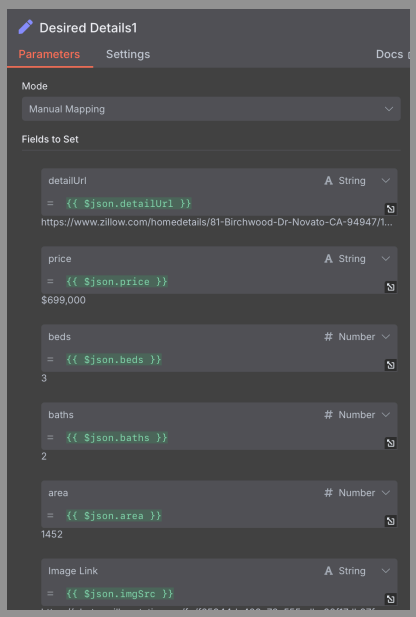
Property Suggestions Algorithm :



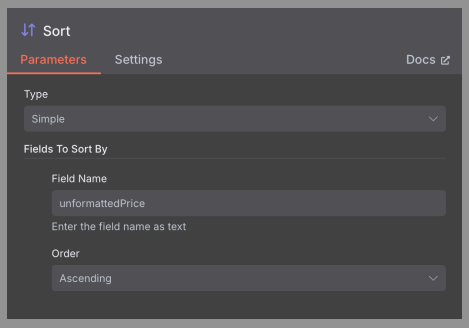
HTTP Request1 : Fetches the property data from the Zillow api taken from “Apify.com”.



Matching Needs1 (Filter Node) : It applies the user's constraints with some simple logic like greater than, less than, etc. thus providing us only the details of relevant property.

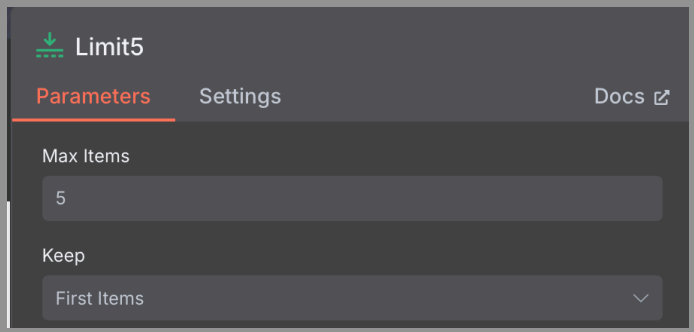


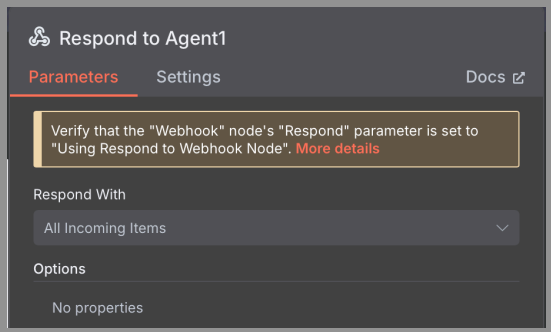
Desired Details1 (Edit Field Node) : Not all the data is to be exposed to the user only the necessary details about the property including price, area, address, number of bedrooms, etc are informed to the user.



Sort (Sort Node) : Now to give the customer the best result the sorting is used as the customer would want all his demands to be full filled in a minimum amount of money. For this reason the sorting is done based on the price in ascending order with minimum at the top and maximum at the bottom.

Limit (Limit Node) : Only the top 5 results are processed here and responded back to the customer with the hep of "**Respond To Webhook**" node, processing all the incoming items into it.

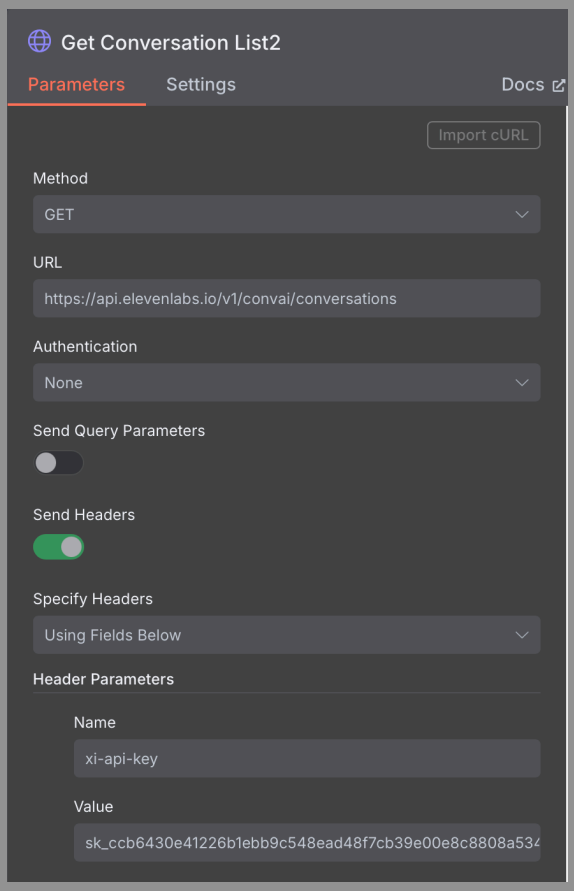


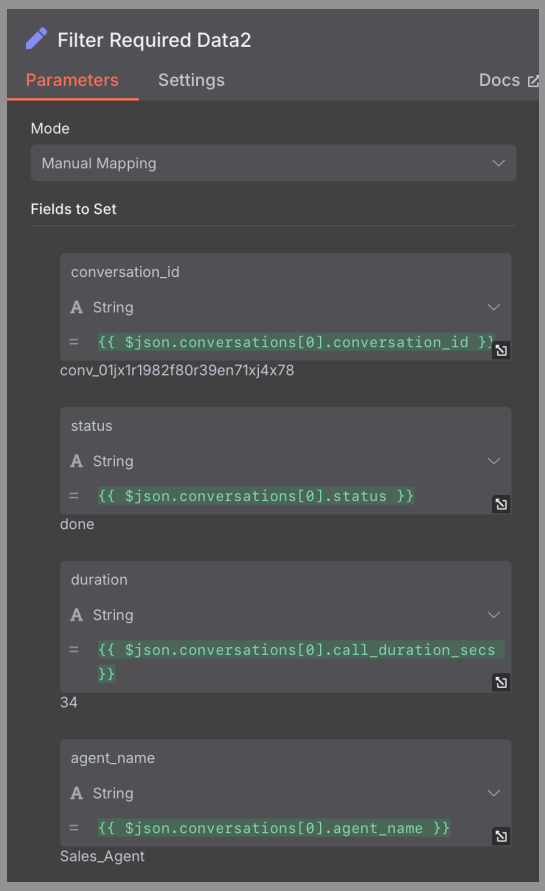


The user is responded with the top property results obtained from running the above algorithm.

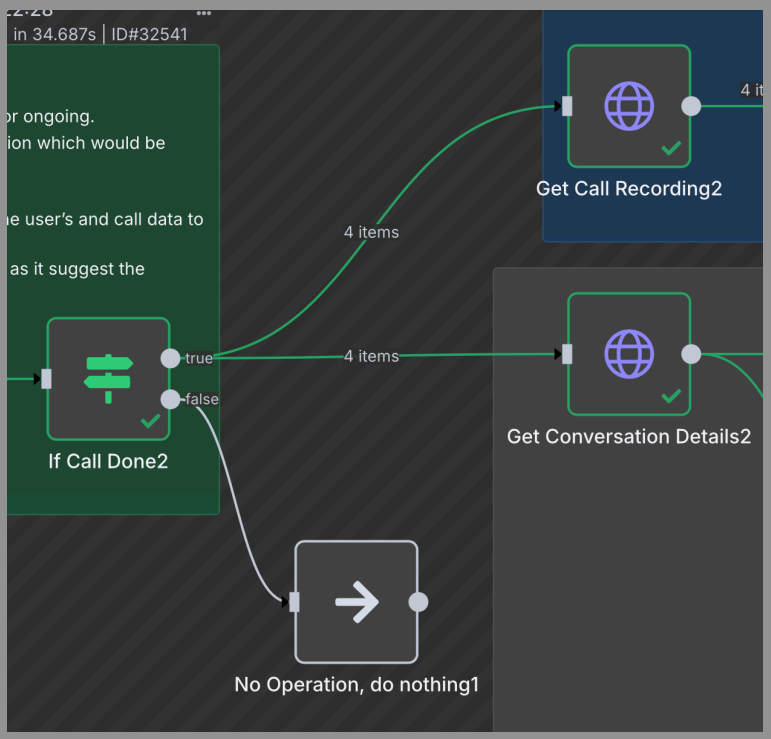
Wait Node : This node is for the webhook to again get activated and wait for the POST. This nodes waits for 35 seconds in which the ai agent provides the information about the property and asks the customer whether he/she wants to book a free consulation call. If the call sustains that means the customer wants to either book a call or again he is asking for the system to give property details.

Get Conversation List2 : This is the “HTTP” node with GET request to check whether the call is still in progress or done we first need the conversation ID of the call, for this we fist get all the conversation list from the elevenlabs and filter out the latest conversation ID using the “Edit Field” node.





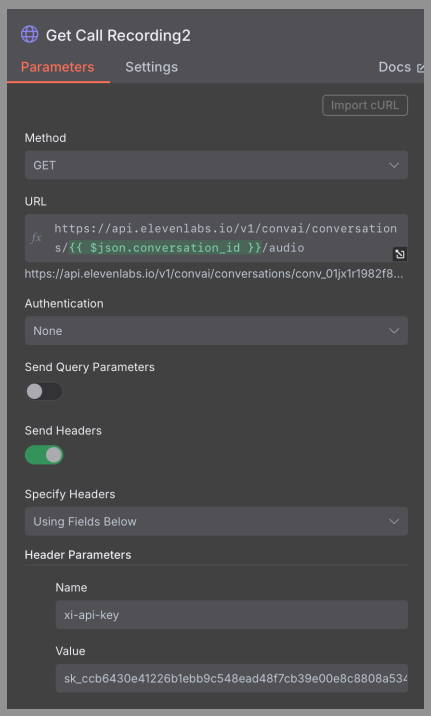
IF : This node checks whether the call is still on progress or the call is done. If the call is still in progress this node goes to do nothing. But if the call is done then it goes to storing call details which includes call recording, transcript and transcript summary.

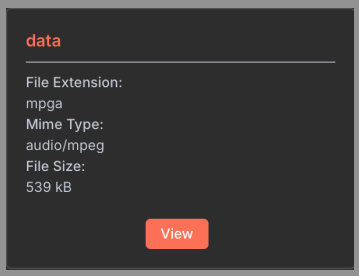


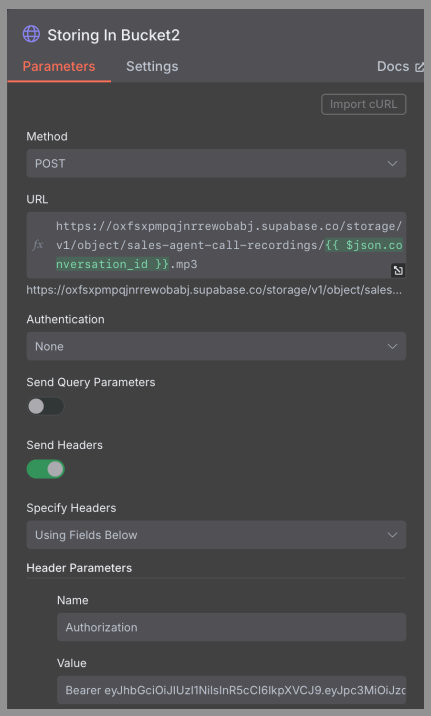
Call Details Update

Once we insure that the call is not in progress or in the other sense the call is done then call recording is fetched from the Elevenlabs through “Elevenlabs API” via HTTP GET request node. This node requires the conversation id.

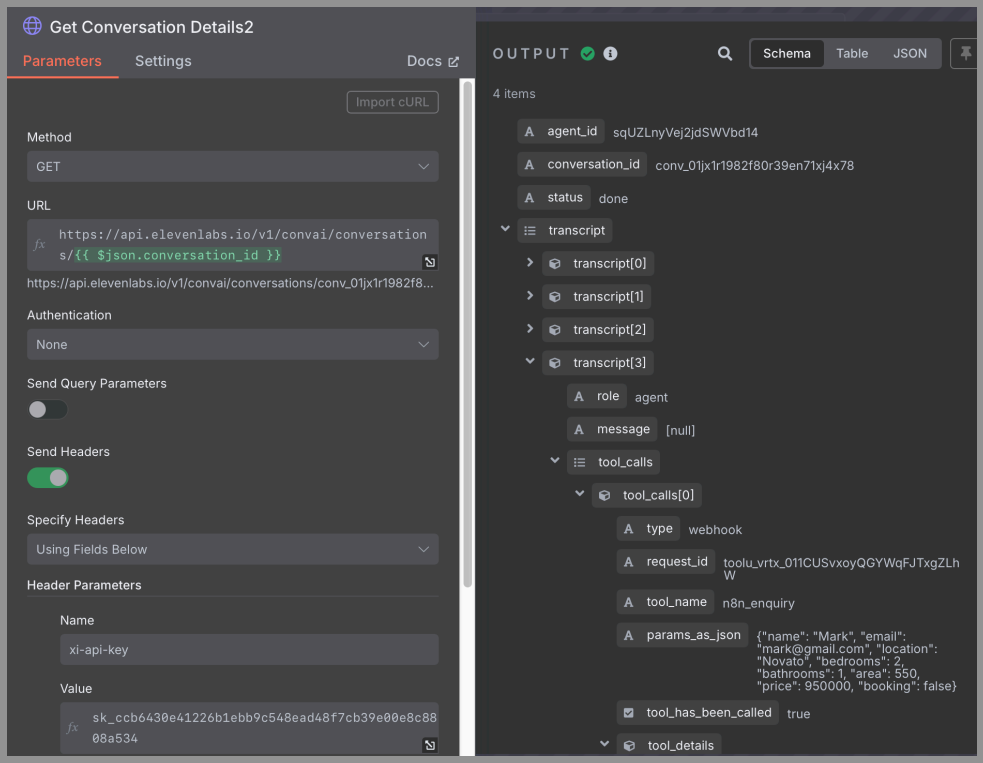
After fetching the conversation we get a binary file. This “n8n binary file” is then stored in supabase bucket by using the api and authorisation key from where the call recorded can be retrieved at any time of need.



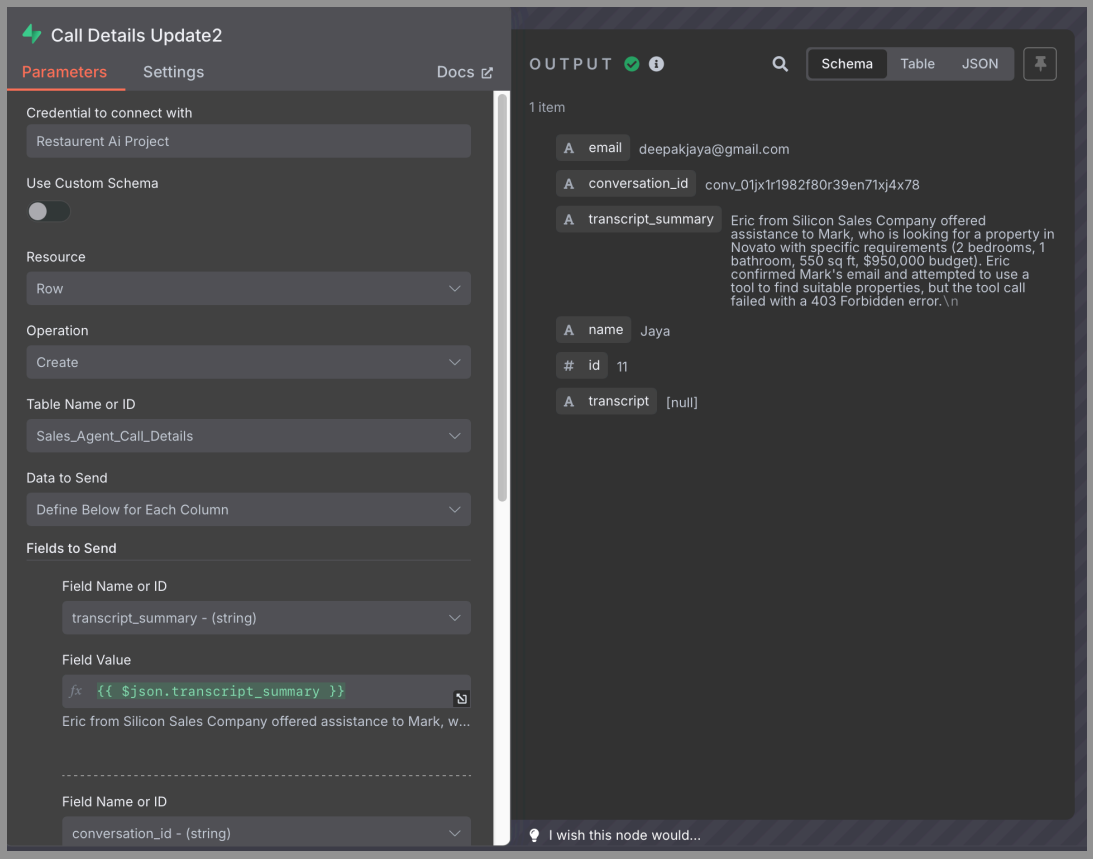


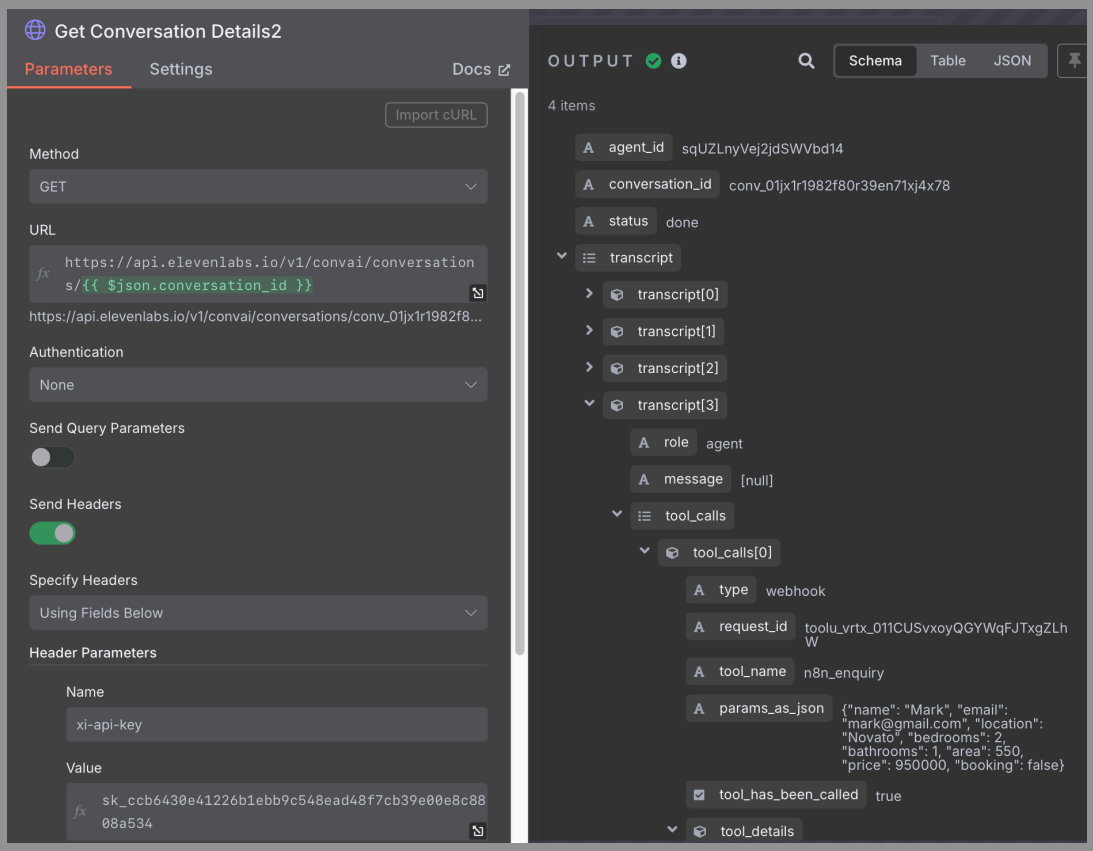


Get Conversation Details2 (HTTP Node) : This node fetches the conversation details including whole transcript and transcript summary from the elevenlabs using elevenlabs api and conversation id which we retrieved from the HTTP GET request getting conversation list.



Supabase Node : These nodes stores the transcript and transcript summary retrieved and processed from the elevenlabs api.

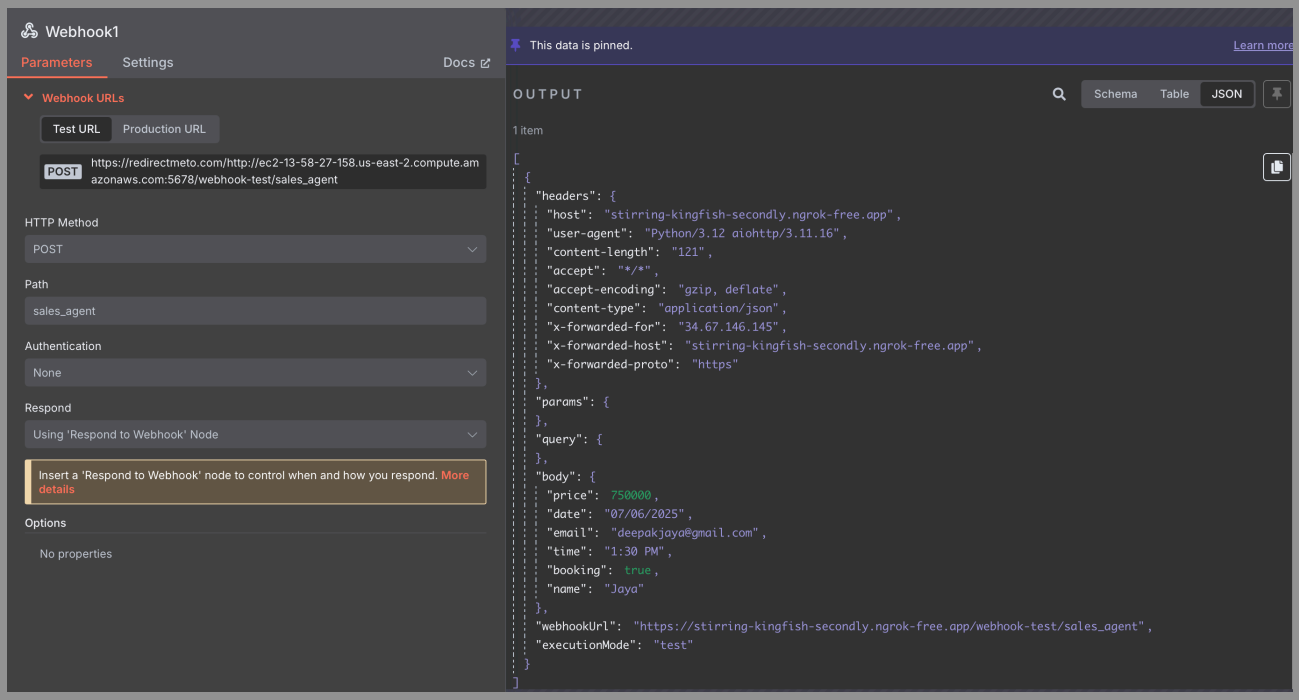




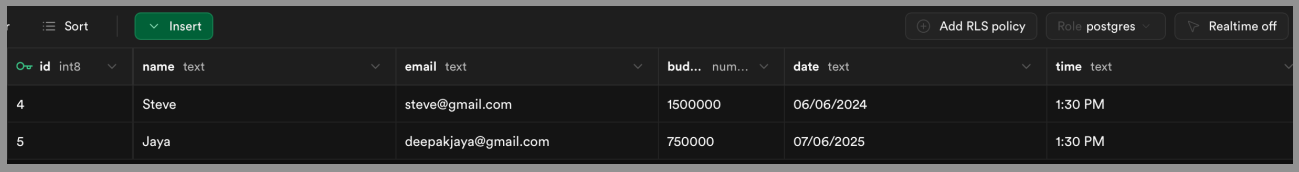
Booking Procedure

If the call sustains even after the ‘Wait’ node in the enquiry procedure that means that the customer is now into booking for the free consultation. So now after the “Do Nothing” node our web hook gets activated again waiting to get triggered again.

After the the webhook node gets triggered the “IF” node again checks the value of the “booking” parameter this time the value of this parameter is “True”.

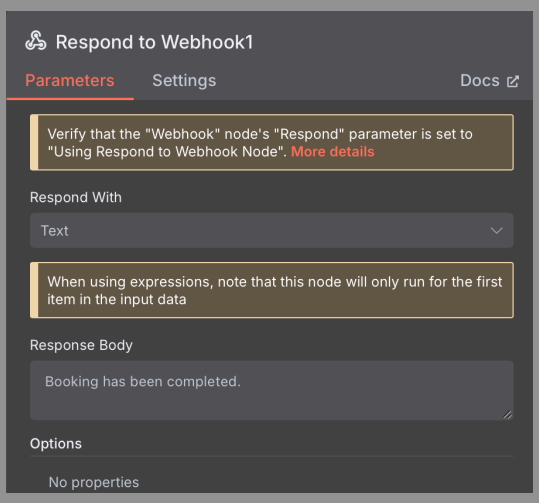


Booking Data (Supabase Node) : After passing thought the “IF” node the data passes through the “Booking Data” which is supabase node and a new booking gets created in the “Sales_booking” table.



id int8	name text	email text	bud... num...	date text	time text
4	Steve	steve@gmail.com	1500000	06/06/2024	1:30 PM
5	Jaya	deepakjaya@gmail.com	750000	07/06/2025	1:30 PM

Respond to Webhook : After creating a new row thus completing the booking process the web-hook is responded by the “Respond to webhook1” with a fixed message : “Booking has been completed.”



Wait : After creating the booking in the “sales_booking” table this node will wait in order for the call to get completed.

Steps of getting call details will get repeated except for one step and this if this time the call status is “in progress” then it will wait in loop for the call to get finished and once the call gets finished all the steps in getting the call details will get repeated and conversation audio, transcript summary and transcript will get stored in the supabase.