



ojo

OJO Pro+ Partner Webinar

Team Leads and Admins | 10.18.23



Agenda

01 Introduction | 5 min

02 Product updates | 10 min

03 Leaderboard | 5 min

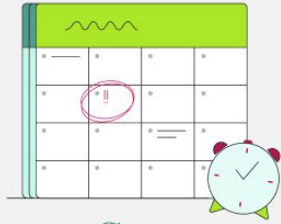
04 Pro+ panel | 15 min

05 Q&A | 15 min



Connect

Connect with your client by showing enthusiasm and by matching their tone, rate of speech, and volume



Set

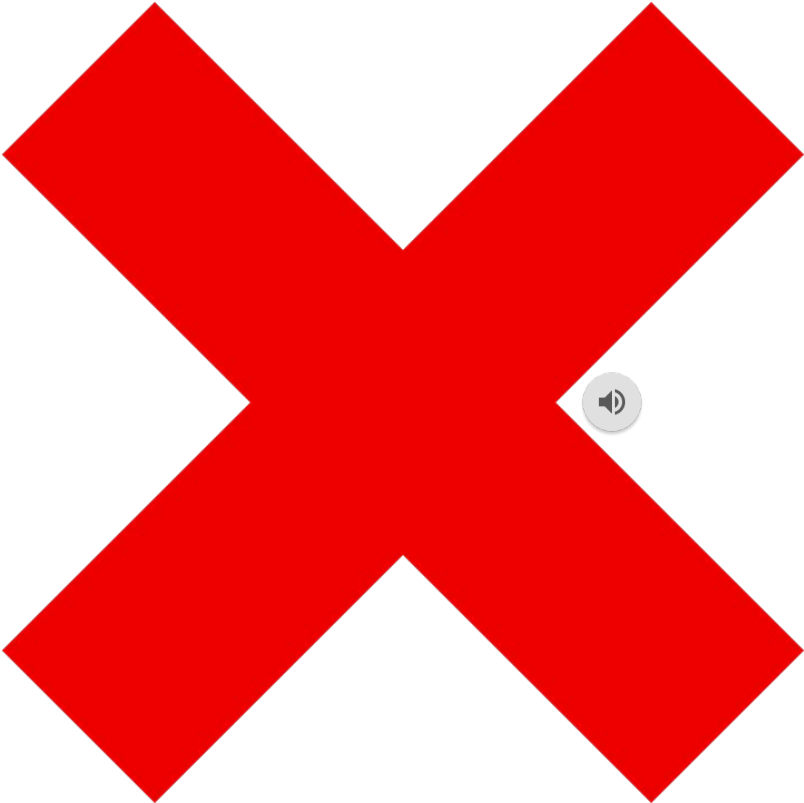
Set an in-person appointment with your client to help earn their trust and build rapport



Learn

Learn by asking questions to uncover the client's motivations, wants and needs

Call recording



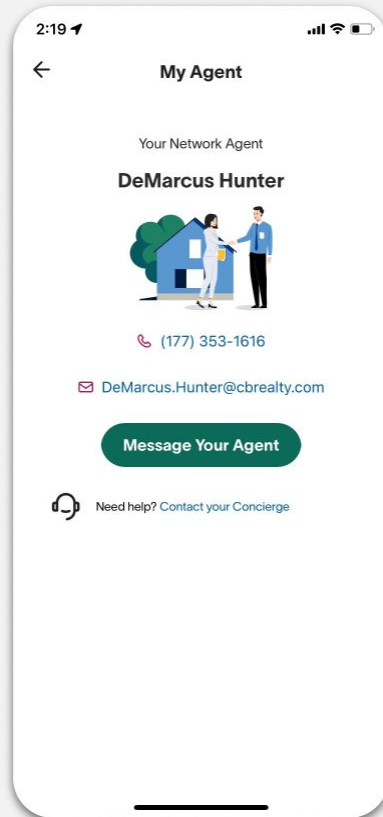
ojo



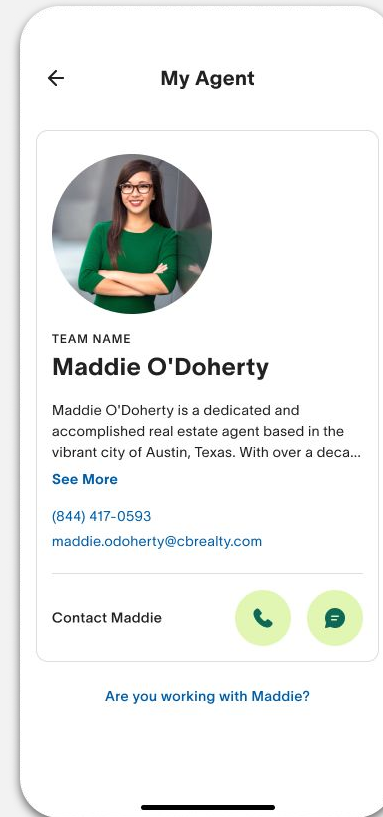
Product updates

My agent

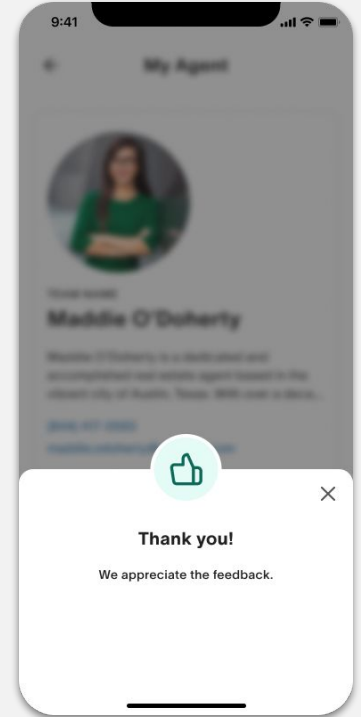
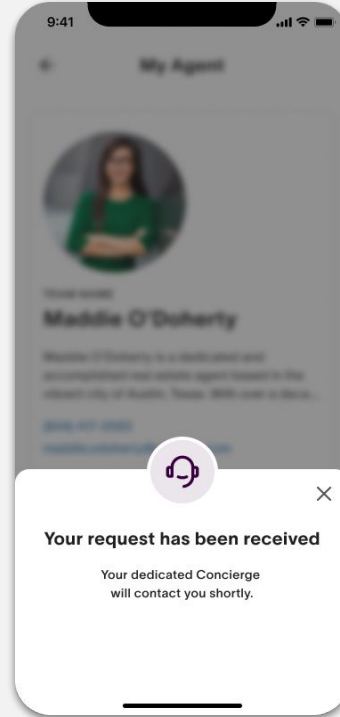
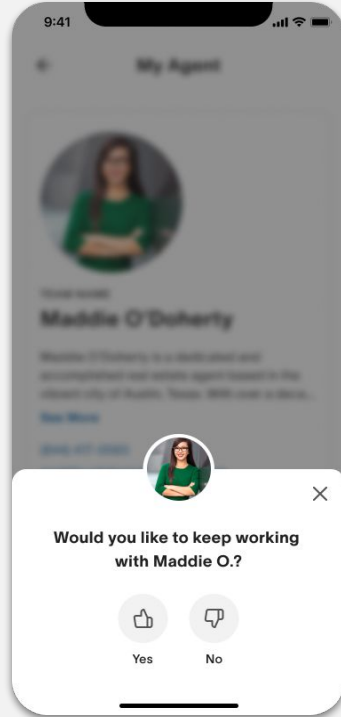
Before



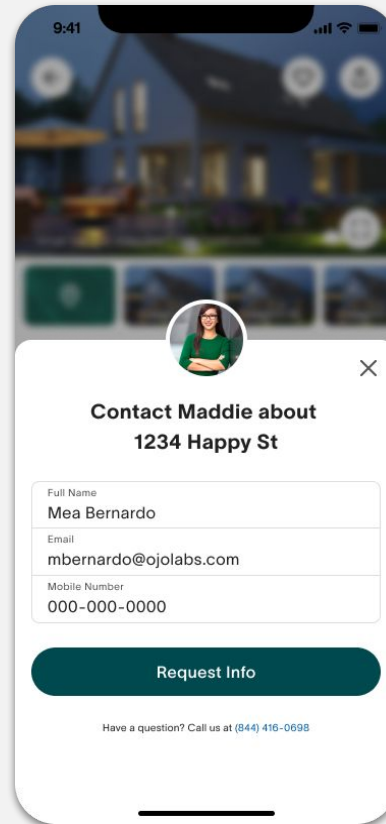
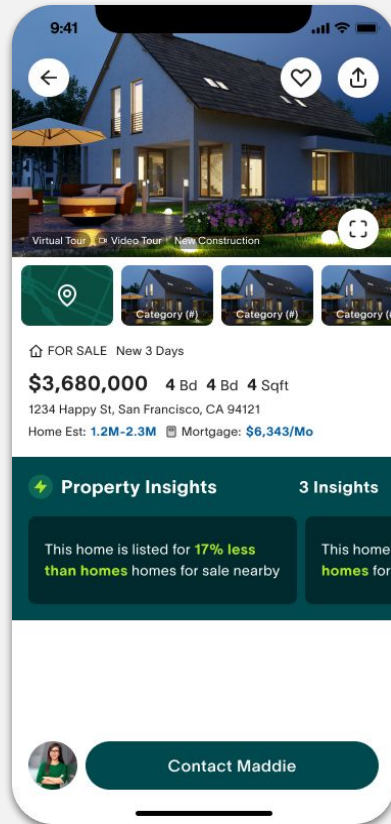
New



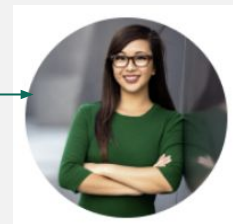
Double confirm



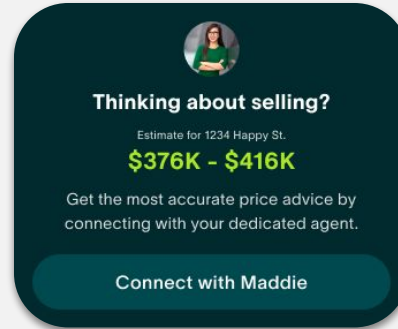
Lead form




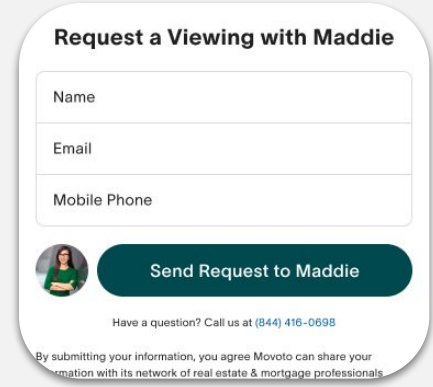
Repeat leads go directly to Agent



Throughout Movoto CX




Thinking about selling?
Estimate for 1234 Happy St.
\$376K - \$416K
Get the most accurate price advice by connecting with your dedicated agent.
Connect with Maddie




Request a Viewing with Maddie

Name

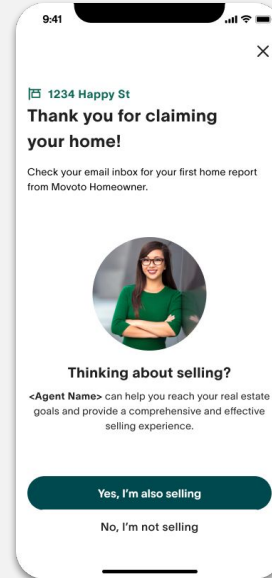
Email

Mobile Phone

 **Send Request to Maddie**

Have a question? Call us at (844) 416-0698

By submitting your information, you agree Movoto can share your information with its network of real estate & mortgage professionals




9:41

1234 Happy St

Thank you for claiming your home!

Check your email inbox for your first home report from Movoto Homeowner.

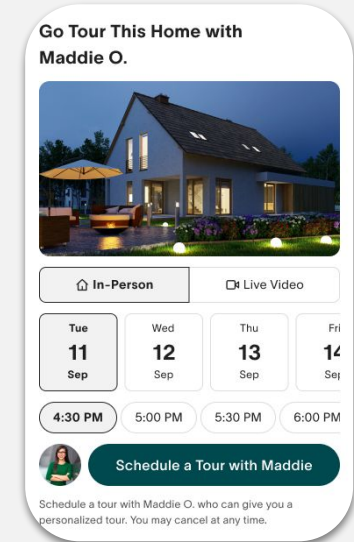


Thinking about selling?


<Agent Name> can help you reach your real estate goals and provide a comprehensive and effective selling experience.

Yes, I'm also selling

No, I'm not selling




Go Tour This Home with Maddie O.



In-Person **Live Video**

Tue 11 Sep	Wed 12 Sep	Thu 13 Sep	Fri 14 Sep
4:30 PM	5:00 PM	5:30 PM	6:00 PM

 **Schedule a Tour with Maddie**

Schedule a tour with Maddie O. who can give you a personalized tour. You may cancel at any time.

In emails

Before

Take the next steps towards ownership



Check your credit score

A strong score may help you get a favorable mortgage rate.

[See My Credit Score](#)



Mortgage Pre-Approval

Be ready to act fast on a home that fits.

[Get Pre-approved](#)



Match with an agent

Connect with the right agent for your real estate goals.

[Find an Agent](#)

New

Take the next steps towards ownership



Check your credit score

A strong score may help you secure a favorable mortgage rate.

[See My Credit Score](#)



Mortgage Pre-Approval

Be ready to act fast on a home that fits.

[Get Pre-approved](#)





Match with your agent

Connect with Maddie to chat about your real estate goals.

[Ask Maddie a Question](#)



Cash offer programs

movoto City, ZIP, School, Address, Neighborhood 

Buy Sell Rent Mortgage Agent  (844) 430-0869 Sign In / Join

VIRTUAL TOUR **INVESTMENT OPPORTUNITY** **NEW CONSTRUCTION**

EXTERIOR
DINING
BEDROOM
LIVING
EXTERIOR
BATH
KITCHEN
OTHER



\$192,999 3 Bd 2 Ba 1,018 Sqft \$190/Sqft
14421 Source Cir, San Antonio, TX 78223
Est: \$178K Mtg: \$914/Mo - Get Preapproved
House - For Sale New 14 Hours

[Request Home Details](#)

Calculate your monthly payment with a lender

[Details](#) [Key Insights](#) [Location](#) [Schedule Tour](#)

➦ Selling? Get a cash offer on your current home and buy this one before you list.
[Get My Cash Offer](#)

Investment Opportunity
The estimated monthly rental is greater than the monthly mortgage payment, taxes, hoa fees, and insurance.
Request a Tour Today
[12:00 pm](#) [1:00 pm](#) [More Times](#)

Property Details 14421 Source Cir
Movoto Estimate **\$178,553** GreatSchool Score **2/10 to 2/10**

Hi there,

You were recently matched with a consumer. This referral came from a new OJO partner focused on generating referrals with a high intent to sell. When these opportunities arise it's crucial to present your client with options, such as **iBuyers**, **Guaranteed Sales Programs**, and **Buy Before You Sell**, that caught their interest. This allows the client to determine the best decision for their situation so they can earn the most for their home. Watch the video below to learn more about how to succeed with these types of sellers in this market.



How to effectively work with these types of referrals

- Set a time to meet with the consumer during your first call then present the options during an in-person listing appointment not over the phone or zoom
- Discuss all options in order to help your clients feel confident moving forward
- Don't try to sway their decision, just present pros and cons of all

Creating optionality for sellers



INSTANT OFFER

No showings, no waiting, no hassles? We'll get you a cash offer within 3 days.



BUY BEFORE YOU SELL

Have a winning cash offer and get reassurance by securing your next home before selling this one.



IMPROVE YOUR MOVE

Need fresh paint, flooring or repairs, but have no cash for improvements? We can help!



VALUE SALE

Learn how we can get you the most for your home on the open market.

Creating optionality for sellers



← Search Next >

📄 27 📍 Map 🔄 Share 📌 Save

\$285,000 3 Bd 3 Ba 1,790 Sqft (\$159/Sqft)

21507 Garret Grv, San Antonio, TX 78261

AVM: \$308K Est: \$370K

🏠 Mortgage: \$1,298/Mo - Get Preapproved

🏠 House - For Sale New 5 Days

Message Agent

Request Info

24 homes bought nearby with Movoto recently

Details

Key Insights

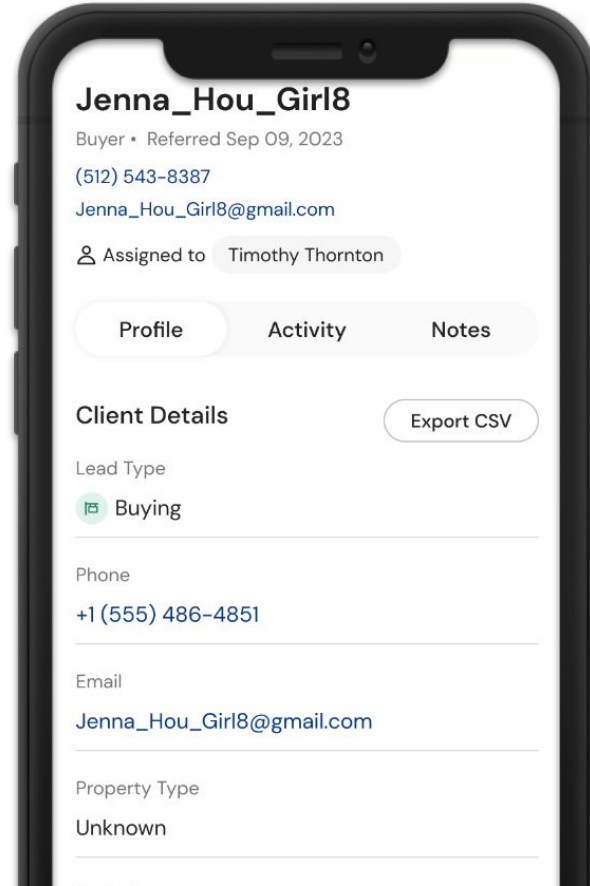
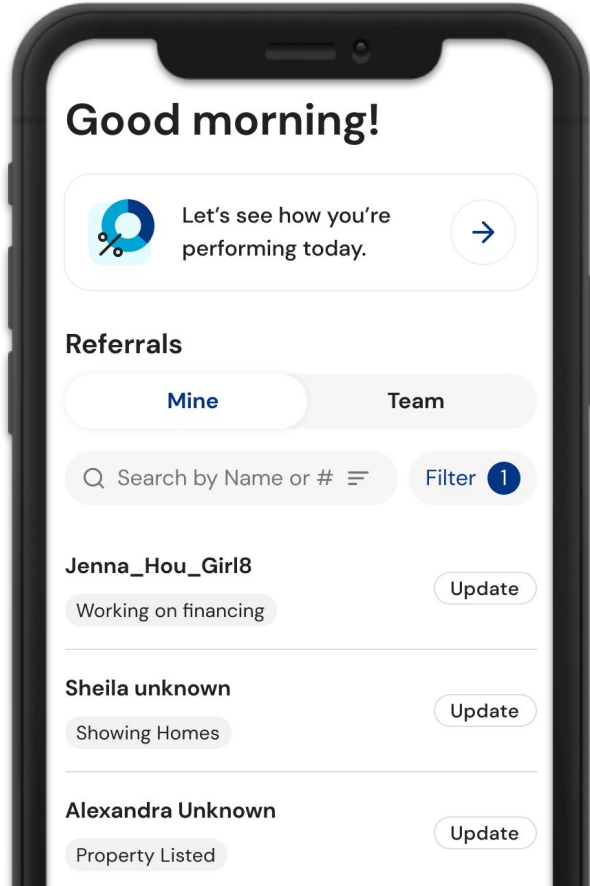
Description

Location

✦ Selling? Get a cash offer on your current home and buy this one before you list.

[Get My Cash Offer](#)

Consumer names



ojo



Pro+ leaderboard

Would you
accept this
lead?

Listing price: \$30,000



717 Grand St, Orlando, FL 32805

AVM: \$124K m Est: \$211K m Mtg: \$1,001/Mo

House - Public Record - Not For Sale

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details Key Insights Description Location

Property Details 717 Grand St

AVM Estimate
\$124,000



Movoto Estimate
\$211,396



Year Built
1926



GreatSchool Score
1/10 to 7/10



Mortgage Payment
\$1,001/Month



Key Insights 717 Grand St



Days On Market

202 days on the market, compared to 48 days typically spent now

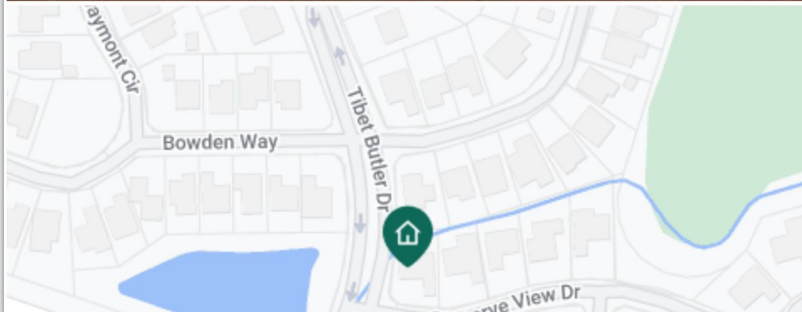


Below Market

Estimated for below Orlando

Description 717 Grand St

Closing price: \$1,010,000



← Back Next > Photos Map Share Save

\$1,010,000 4 Bd 4 Ba 3,196 Sqft \$316/Sqft

11357 Preserve View Dr, Windermere, FL 34786

AVM: \$1.09M Est: \$1.01M Mtg: \$4,783/Mo - Check your equity today!

House - Sold in 7 Days on 02/04/2022

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details Key Insights Description Location

Property Details 11357 Preserve View Dr

AVM Estimate
\$1,096,000

Movoto Estimate
\$1,010,152



HOA Fees
\$240/Month

Lot Size
0.35 Acre



Year Built
2005

Garage Spaces
2



Neighborhood
Keenes Pointe

GreatSchool Score
6/10 to 10/10



Rental Estimate
\$2,926/Month

Mortgage Payment
\$4,783/Month



Tap into your home equity!

Listing price: \$100,000



269 Parker Farms Rd, Wallingford, CT 06492

[AVM: \\$299K](#) [m Est: \\$144K](#) [Mtg: \\$683/Mo](#)

🏠 House - Public Record - Not For Sale

Message Agent

I'm the Owner

[🔔 Notify me when similar homes go for sale](#)

Details

Key Insights

Description

Location

Property Details 269 Parker Farms Rd

[AVM Estimate](#)
\$299,000

[Movoto Estimate](#)
\$144,125



Lot Size
0.55 Acre

[Year Built](#)
1936



[GreatSchool Score](#)
5/10 to 7/10

[Mortgage Payment](#)
\$683/Month

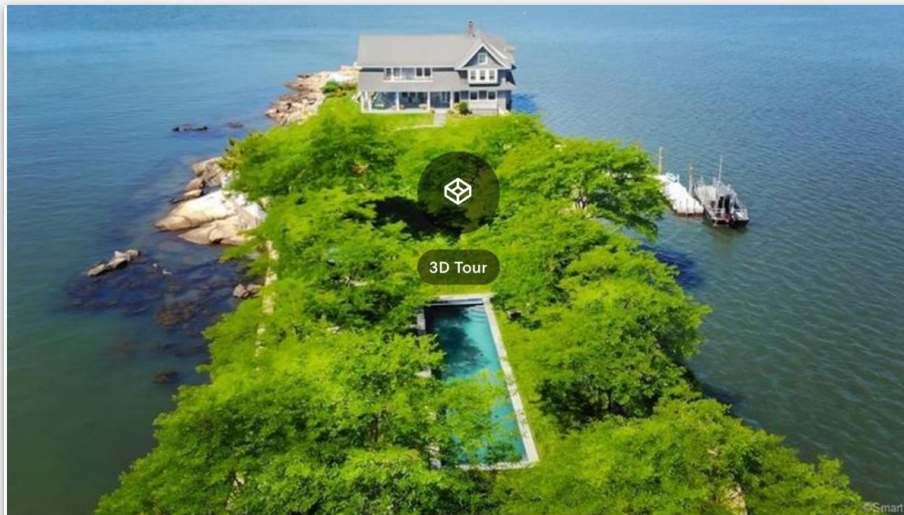


Key Insights 269 Parker Farms Rd

Below Market Median
Estimated for \$144K, \$237K (72%)
below Wallingford median

Description 269 Parker Farms Rd

Closing price: \$4,200,000



0 Potato Is, Branford, CT 06405

Est: \$2.27M **Mtg:** \$10,793/Mo - Check your equity today!

House - Public Record - Not For Sale

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 0 Potato Is

Movoto Estimate
\$2,279,153



HOA Fees
\$3/Month



Lot Size
1.1 Acre



Year Built
1912



Mortgage Payment
\$10,793/Month



Tap into your home equity!

Key Insights 0 Potato Is



Larger Home



More Bathroom

Listing price: \$298,900



517 Calle Aragon #C, Laguna Woods, CA 92637

Est: \$419K **Mtg:** \$1,421/Mo - Check your equity today!

Stock Cooperative - Sold in 32 Days on 03/29/2021

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 517 Calle Aragon #C

Movoto Estimate

\$419,750

m

HOA Fees

\$602/Month



Year Built

1965

g

GreatSchool Score

5/10 to 5/10



Rental Estimate

\$3,150/Month

m

Mortgage Payment

\$1,421/Month



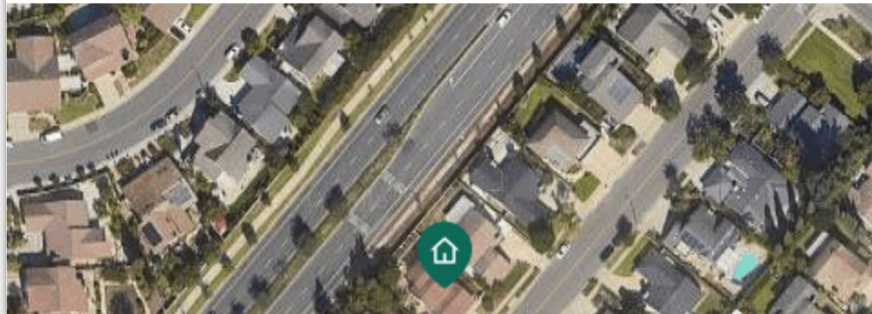
Tap into your home equity!

Show All Property Details



Key Insights 517 Calle Aragon #C

Closing price: \$1,088,000



15331 Nantes Cir, Irvine, CA 92604

AVM: \$1.42M m Est: \$1.63M Mtg: \$7,747/Mo - Check your equity today!

🏠 House - Public Record - Not For Sale

Message Agent

I'm the Owner

🔔 Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 15331 Nantes Cir

AVM Estimate
\$1,420,000



Movoto Estimate
\$1,635,922



Lot Size
6,052 Sqft



Year Built
1971



Garage Spaces
3



GreatSchool Score
8/10 to 8/10



Rental Estimate
\$5,075/Month



Mortgage Payment
\$7,747/Month



🏠 Tap into your home equity!

Key Insights 15331 Nantes Cir

Listing price: \$279,900



158 Prospect Hill Rd, New Milford, CT 06776

AVM: \$573K m Est: \$759K Mtg: \$2,614/Mo - Check your equity today!

House - Sold on 02/14/2023

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 158 Prospect Hill Rd

AVM Estimate
\$573,000



Movoto Estimate
\$759,561



Lot Size
1.4 Acre



Year Built
1936



Garage Spaces
2



GreatSchool Score
4/10 to 6/10



Mortgage Payment
\$2,614/Month

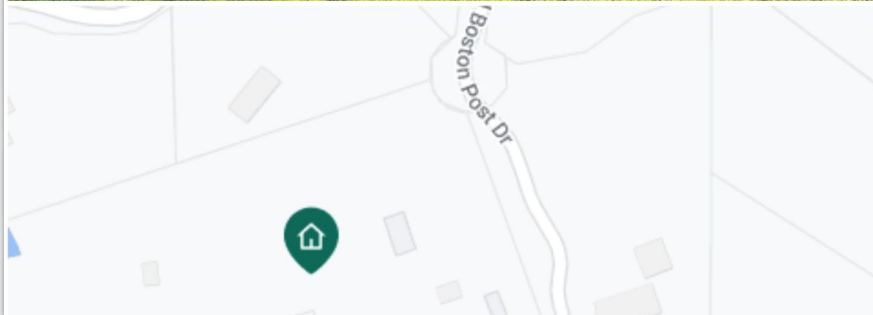


Tap into your home equity!

Show All Property Details



Closing price: \$1,150,000



14 Old Boston Post Dr, Roxbury, CT 06783

AVM: \$1.18M m Est: \$1.11M Mtg: \$5,446/Mo - [Check your equity today!](#)

🏠 House - Sold on 04/01/2022

Message Agent

I'm the Owner

🔔 Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 14 Old Boston Post Dr

AVM Estimate
\$1,189,000



Movoto Estimate
\$1,112,219



Lot Size
7.15 Acre



Year Built
1984



Garage Spaces
2



Mortgage Payment
\$5,446/Month



🏠 Tap into your home equity!

Show All Property Details



Key Insights 14 Old Boston Post Dr

Listing price: \$2,350,000



1070 Wattersonville Rd, Cowansville, PA 16218

AVM: \$1.79M Est: \$110K Mtg: \$522/Mo - [Check your equity today!](#)

House - Public Record - Not For Sale

Message Agent

I'm the Owner

Notify me when similar homes go for sale

Details

Key Insights

Description

Location

Property Details 1070 Wattersonville Rd

AVM Estimate
\$1,791,000



Movoto Estimate
\$110,141



Lot Size
264 Sqft



Year Built
1999



GreatSchool Score
7/10 to 7/10



Mortgage Payment
\$522/Month



Tap into your home equity!

Key Insights 1070 Wattersonville Rd



Larger Home



2,473 sqft, 1,037 sqft larger interior
(72%) than nearby homes



Below Market

Estimated
below Cowansvi

Closing price: \$157,500



← Back Next > Photos Map Share Save

\$157,500 — Bd — Ba

3 Summer City, New Bethlehem, PA 16248

Mtg: \$746/Mo - Check your equity today!

Other - Sold in 18 Days on 04/24/2023

Message Agent I'm the Owner

Notify me when similar homes go for sale

Details Key Insights Description Location

Property Details 3 Summer City

Lot Size 3.78 Acre Mortgage Payment \$746/Month

Tap into your home equity!

Key Insights 3 Summer City

Below Market Median
Listed for \$157K, \$12.5K (7%)
below 16248 median

Description 3 Summer City

Riverfront property ready for you! Amenities galore! Enjoy 328ft of river frontage on the beautiful Allegheny River! Just a 75 minute drive from Pittsburgh and situated between East

Closing price: \$200,000

← Back Next > Photos Map Share Save

\$200,000 — Bd — Ba

6 Summer City, New Bethlehem, PA 16248

Mtg: \$947/Mo - Check your equity today!

Other - Sold in 47 Days on 05/23/2023

Message Agent I'm the Owner

Notify me when similar homes go for sale

Details Key Insights Description Location

Property Details 6 Summer City

Lot Size 17.84 Acre Mortgage Payment \$947/Month

Tap into your home equity!

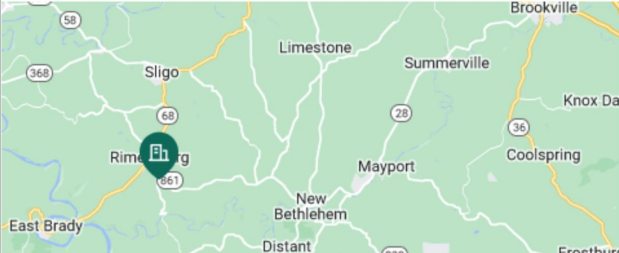

Show All Property Details

Key Insights 6 Summer City

Above Market Median
Listed for \$200K, \$30K (18%)
above 16248 median

Description 6 Summer City

Closing price: \$157,500



← Back Next > Photos Map Share Save

\$157,500 — Bd — Ba

8 Summer City, New Bethlehem, PA 16248

Mtg: \$746/Mo - Check your equity today!

Other - Sold in 18 Days on 04/24/2023

Message Agent I'm the Owner

Notify me when similar homes go for sale

Details Key Insights Description Location

Property Details 8 Summer City

Lot Size 21.8 Acre Mortgage Payment \$746/Month

Tap into your home equity!

Show All Property Details

Key Insights 8 Summer City

Below Market Median
Listed for \$157K, \$12.5K (7%)
below 16248 median

Description 8 Summer City

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Email *

tpalmieridiaz@gmail.com

Looks like you've opted out of email communication. [Click here to get an email and opt back in.](#)

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Submit

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Receive feedback requests and customer service information.



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Pro+ panel



Carin Nguyen

Team Lead | The Carin Nguyen Real Estate Network



Alex Rivlin

Team Lead | The Rivlin Group



OJO Master Class

Barry Jenkins

Realtor/ Author/ Speaker, Too Nice for Sales

OCTOBER 25TH @ 11:30AM CST

ojo