

Fairy Property Group — Regression Test Report

Environment	GoHighLevel portfolio/demo environment (location “Fairy Property Group”, Sydney)
Test Date	2026-09-25
Entry point	Live funnel at https://property.workflowlab.site (GHL AI Studio site, custom domain via Cloudflare)
Test contact	Regression Test — zb1jiwoongie03@gmail.com (real test inbox), fictitious AU mobile 0491 573 087
Workflows under test	WF01, WF02, WF03, WF04, WF05a, WF05b, WF05c, WF06 — all Published

Ground rules: email only (no SMS — the sub-account has no purchased phone number); no GHL AI features switched on; each result was checked inside GHL (contact record, opportunity, execution logs, enrolment counts) rather than trusting workflow status alone.

Summary

Total	PASS	FAIL	BLOCKED	NOT EXECUTED
12	11	0	0	1

No test failed. Three cases were not executed live: the time-based 24h/1h reminders, reactivation reply routing (needs real inbound replies), and the WF02 Warm/Cold/Missing-info branches. Six emails were delivered to the test inbox. Four minor issues found during the run were fixed afterwards (see Defect Summary). Update (9 October 2026): FPG-REG-010 and FPG-REG-012 were re-run live and passed, so 11 of 12 cases have now passed with none failed. Only FPG-REG-011 (reply routing) remains not executed, because it needs real inbound replies. See the re-test addendum at the end.

Results table

Test ID	Scenario	Expected	Actual	Result
FPG-REG-001	Funnel & form validation	https on custom domain; empty form and missing consent blocked; page 1 → 2	As expected; page 2 pre-filled	PASS

FPG-REG-002	New lead intake (WF01)	One contact, Lifecycle New Lead, fields saved, one opp, ack email	As expected; enrolled once	PASS
FPG-REG-003	Hot qualification (WF02)	Lead Temp Hot, opp Qualified, booking email, → WF06	As expected	PASS
FPG-REG-004	Agent handoff (WF06)	Tag, stop WF02/WF03, assign, alert, call task	As expected; task due Mon 28 Sep	PASS
FPG-REG-005	Consultation booking (WF04)	Opp → Appointment Booked; confirmation	As expected; 8:00 AEST, one opp	PASS
FPG-REG-006	Showed (WF05a)	Opp → Appointment Completed, Open; task	As expected; not Won	PASS
FPG-REG-007	No-show (WF05c)	Missed-you email; call task	As expected	PASS
FPG-REG-008	Cancelled (WF05b)	Reminders stopped; rebooking email	As expected; WF04 active 0	PASS
FPG-REG-009	Reactivation guardrails (WF03)	DND and New Lead contacts stopped at gate	Both NOT ELIGIBLE; nothing sent	PASS
FPG-REG-010	24h / 1h reminders (WF04)	Reminders send before appointment	Re-run 7–8 Oct: 24h and 1h reminder emails delivered on time	PASS
FPG-REG-011	Reactivation reply routing (WF03)	Replies route to the right branch	Needs real replies; logic reviewed	NOT EXECUTED

FPG-REG-012	Warm / Cold / Missing (WF02)	Each timeline takes its own branch	Re-run 7 Oct: Warm, Cold and Missing-info each took their own branch	PASS
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Detailed test cases

FPG-REG-001 — Funnel & form validation

Exact actions: Opened <https://property.workflowlab.site>; clicked Continue on an empty form; filled all fields but left consent unticked and clicked Continue; ticked consent and submitted (Intent Buyer, Parramatta, 0-3 months).

Expected: Site loads over https with images; both invalid submits blocked; valid submit moves to /book-consultation with details carried over.

Actual: As expected. Stayed on page 1 for both invalid attempts; page 2 opened with name, email and phone pre-filled.

Status: PASS.

FPG-REG-002 — New lead intake (WF01)

Expected: Contact created (source: external form on property.workflowlab.site); Lifecycle New Lead, Intent Buyer, Timeline 0-3 months, Preferred Area Parramatta; one opportunity New Lead — Contacted; acknowledgement email; hand-off to WF02.

Actual: All fields correct on the contact record; one opportunity; “Thanks Regression - we’ve received your enquiry” delivered; WF01 total enrolled 1 (no duplicate enrolment from the two triggers).

Status: PASS.

FPG-REG-003 — Hot qualification (WF02)

Expected: 0-3 months → Lead Temperature Hot, opportunity Contacted → Qualified, booking email, contact added to WF06.

Actual: As expected; “Regression, let’s book your buyer consultation” delivered.

Status: PASS.

FPG-REG-004 — Agent handoff (WF06)

Expected: human-handoff tag; removed from WF02 and WF03; owner assigned; in-app alert; call task skipping weekends.

Actual: Execution log shows every step Executed; owner Mary; task “Call Regression Test – human handoff” due Mon 28 Sep (test run on Friday 25 Sep).

Status: PASS.

FPG-REG-005 — Consultation booking (WF04)

Exact actions: Picked Mon 28 Sep, first slot on page 2; confirmed booking.

Expected: Appointment Confirmed on Buyer Consultation; same opportunity → Appointment Booked; confirmation email; redirect to page 3.

Actual: Appointment 8:00–8:30 AM AEST, Confirmed, source booking widget; opportunity Qualified → Appointment Booked (still one); confirmation delivered; page 3 showed the booked date and time.

Status: PASS.

FPG-REG-006 — Showed (WF05a)

Exact actions: Appointment status Confirmed → Showed.

Expected: Opportunity → Appointment Completed, still Open; post-consultation task.

Actual: As expected; not Won.

Status: PASS.

FPG-REG-007 — No-show (WF05c)

Exact actions: Status → No show.

Expected: Removed from WF04; “Sorry we missed you” email; call task.

Actual: As expected.

Status: PASS.

FPG-REG-008 — Cancelled (WF05b)

Exact actions: Status → Cancelled (browser confirm accepted).

Expected: Removed from WF04; rebooking email with the booking link.

Actual: “Want to pick a new time, Regression?” delivered; WF04 active enrolments 0; the 28 Sep slot freed.

Status: PASS.

FPG-REG-009 — Reactivation guardrails (WF03)

Exact actions: Ran WF03 on William Tran (historical contact with DND on) and added the reactivation-started tag to Regression Test (a New Lead).

Expected: Both stopped at the eligibility gate (Existing Lead and no DND required).

Actual: Both took NOT ELIGIBLE → stop; no email sent.

Status: PASS.

FPG-REG-010 — 24h / 1h reminders

Status: PASS (re-run 7–8 Oct 2026). A consultation booked about 30 hours ahead received “Reminder: your buyer consultation is tomorrow” at 06:00 PHT on 7 Oct and “Starting in 1 hour: your buyer consultation” at 05:01 PHT on 8 Oct. Originally NOT EXECUTED on 25 Sep because the test appointment was cancelled first.

FPG-REG-011 — Reactivation reply routing

Status: NOT EXECUTED. Requires real inbound email replies (YES / NOT YET / NO / STOP / other). Branch conditions reviewed in the builder.

FPG-REG-012 — WF02 Warm, Cold, Missing-info

Status: PASS (re-run 7 Oct 2026). Timeline 3–6 months set Lead Temperature Warm and sent the enquiry email; 12+ months set Cold, sent the long-term nurture email and entered

the 30-day loop; a contact with no timeline took Missing-info and received the ask-for-details email. Originally NOT EXECUTED live on 25 Sep.

Defect Summary

No FAIL results, so no blocking defects. Four minor issues were found during the run and fixed the same day:

ID	Area	Severity	Observed	Fix
OBS-01	Funnel page 2	Low	Timezone label read “Asia/Manila (AEST/AEDT)”	Now “Times shown in your local time (...)”
OBS-02	WF04 emails	Low	Emails said “(Sydney time)” but GHL renders the contact’s local time	Changed to “(your local time)”
OBS-03	WF04 / WF05a	Low	Opportunity renamed “– Buyer/Investor” – “– Buyer”	Unified to “{First} {Last} – Buyer/Investor”
OBS-04	Funnel metadata	Low	Search description said “advisory”; AI Studio default title/description left in	Replaced with Fairy Property Group copy

Portfolio Case Study — Verified Capabilities

Only capabilities proven by PASSED tests.

Funnel to CRM: A live-domain enquiry creates one contact with intent, suburb and timeline saved, one opportunity, and an instant email. (001, 002)

Timeline qualification: A 0–3 month buyer is marked Hot, qualified, emailed a booking link, and handed to an agent. (003, 004)

Clean handoff: Handoff stops the other automations, assigns the owner, alerts them, and creates a weekday call task. (004)

Booking automation: Booking moves the same opportunity to Appointment Booked and sends a confirmation. (005)

Showed is not a sale: Attendance moves the opportunity to Appointment Completed and keeps it Open. (006)

Cancellation and no-show recovery: Each outcome stops the reminders and sends its own email. (007, 008)

Reactivation guardrails: Contacts on DND and new leads never enter the old-database campaign. (009)

Real delivery: Six workflow emails reached a real inbox.

Not claimed: reminder timing (010), reply routing (011), Warm/Cold/Missing branches (012), SMS (not built), Conversation AI (built, switched off).

Re-test addendum (6–9 October 2026)

Workflows added or changed after the 25 September run, and the cases that were not executed then, were tested live between 6 and 9 October 2026.

Check	Observed	Result
FPG-REG-010 — 24h and 1h reminders	24h email delivered 7 Oct 06:00 PHT; 1h email delivered 8 Oct 05:01 PHT	PASS
FPG-REG-012 — Warm / Cold / Missing-info	Each timeline set the right temperature and sent its own email; Cold entered the 30-day loop	PASS
WF07 — SMS consent gate (seller form)	Consent ticked: SMS step executed (not delivered, no number). Not ticked: no SMS step. Agent alert and confirmation email ran for both	PASS
WF08 nurture start + WF10 stop	Appraisal Done enrolled the seller in WF08; moving to Listed removed them (“Removed by external workflow action”)	PASS
UTM capture + Agency Owner View dashboard	Seller-form UTMs saved on the contact and counted in “Leads by UTM Source”. The coded buyer funnel page does not pass UTMs yet (per-client setup)	PASS (seller form)
Snapshot v3	Saved 7 Oct with all 117 assets (21 workflows, 2	DONE

dashboards, 57 custom
fields, 3 pipelines)

FPG-REG-011 — reply
routing

Still needs real inbound
replies; branch logic
reviewed in the builder

NOT EXECUTED

All re-tests used fictional test contacts and email only. The sub-account has no purchased phone number, so SMS steps can be shown executing in the logs but no text message was delivered.