

Real Estate Brokerage





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An exclusive investment opportunity is presented for the acquisition of a leading, tech-enabled master-broker platform specializing in high-demand real estate across the Riviera Maya, Mexico. BI Analytics & Consulting is engaged as the exclusive advisor for this sale process, offering direct access to robust industry expertise and professional transaction management.

Executive Summary

A dominant master brokerage platform with over 15 years of operational experience holds exclusive rights to represent more than 90% of its inventory—spanning over 20 active developments in Riviera Maya. Utilizing advanced AI-driven CRM systems and a global network exceeding 20,000 co-brokers, the business delivers a highly efficient, digital-first sales process with transaction velocity unmatched by traditional agencies. The platform supports remote closings, crypto payments, and digital workflow integration, offering seamless service to a broad mix of domestic and international buyers

Investment Highlights

- **Inventory Control:** Exclusive rights to 90%+ of new-build listings, enabling market pricing power and accelerated absorption rates.
- **Scalable Sales Engine:** High-performing broker network (20,000+ co-brokers) supported by multilingual AI sales assistant and a digital marketing engine (US\$600k annual budget, 200k+ followers).
- **Rapid Conversion:** Typical sales cycle of 10–20 days, supported by virtual tours, DocuSign contracts, Zoom onboarding, and crypto-enabled closings.
- **Strong Financials:** 2024 revenue stands at US\$13M with EBITDA margins of 28–32% and annual unit sales of 500–550 units (avg. price US\$250k).
- **Growth Prospects:** Projected 22–30% revenue CAGR (2025E–2028E), with upside from pipeline expansion, new geographic rollouts (Baja, Puerto Vallarta), and SaaS CRM monetization.
- **Robust Tech & Brand:** Proprietary CRM and AI assistant deliver high conversion, efficient lead capture, and scalable digital marketing. Social engagement consistently above market benchmarks.
- **Market Leadership:** The platform commands a premium position with a defensible moat built on tech, exclusivity, and market trust.
- **ESG Commitment:** Operations prioritize digital-first transactions, inclusion, transparency, and responsible developer relationships.

TARGET PRICE

\$40,000,000

GROSS REVENUE

\$13,000,000

EBITDA

\$4,000,000

BUSINESS TYPE

Financial Services

COUNTRY

Mexico

BUSINESS ID

L#20251013

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