

房地产经纪



MERGERSCORP

这是一个绝无仅有的投资机会，我们将收购一个领先的技术型主经纪平台，该平台专门从事墨西哥里维埃拉玛雅地区高需求的房地产业务。 BI Analytics & Consulting 公司受聘担任此次销售过程的独家顾问，直接提供强大的行业专业知识和专业的交易管理。

执行摘要

一个拥有超过 15 年运营经验的主要经纪平台，拥有超过 90% 的独家代理权，涵盖里维埃拉玛雅 20 多个活跃的开发项目。

该公司利用先进的人工智能驱动客户关系管理系统和超过 20,000 名合作经纪人的全球网络，提供高效、数字优先的销售流程，其交易速度是传统代理公司无法比拟的。

该平台支持远程结算、加密货币支付和数字工作流程集成，可为众多国内外买家提供无缝服务

投资亮点

- 库存控制：对 90% 以上的新建房源拥有独家代理权，从而拥有市场定价权并加快吸收率。
- 可扩展的销售引擎：由多语言人工智能销售助理和数字营销引擎（60 万美元年度预算，20 多万粉丝）支持的高效经纪人网络（20,000 多名合作经纪人）。
- 快速转换：典型的销售周期为 10-20 天，由虚拟参观、DocuSign 合同、Zoom onboarding 和支持加密的成交提供支持。
- 财务状况良好：2024 年收入为 1300 万美元，息税折旧摊销前利润率为 28-32%，年销售量为 500-550 台（平均售价 25 万美元）。
- 增长前景：预计收入年均复合增长率为 22-30%（2025E-2028E），增长动力来自管道扩展、新地区推广（巴哈、巴亚尔塔港）和 SaaS CRM 货币化。
- 强大的技术和品牌：专有客户关系管理（CRM）和人工智能（AI）助手带来高转化率、高效的潜在客户捕获和可扩展的数字营销。社会参与度始终高于市场基准。
- 市场领导地位：该平台以技术、独占性和市场信任为基础，建立了可防御的护城河，占据了有利地位。

TARGET PRICE

\$ 40,000,000

GROSS REVENUE

\$ 13,000,000

EBITDA

\$ 4,000,000

BUSINESS TYPE

金融服务

COUNTRY

墨西哥

BUSINESS ID

L#20251013

- ESG 承诺:

运营优先考虑数字优先交易、包容性、透明度和负责任的开发商关系。

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