

Acquisition Opportunity

AVTB – Semi-Absentee Real Estate Brokerage Franchise and Property Management Company

Corporation Type: C-Corp Location: Illinois NAICS Code: 531210

T|V|G THE VANT GROUP

Well-established real estate brokerage franchise and property management company with over 30+ years of experience that provides real estate services to sellers and buyers of residential and commercial properties. The company also offers property management services that generates about \$700k in gross revenue a year. The company is guided by well-defined systems and processes that allows its agents to be the most productive in the marketplace (based on transactions by agents). There is a General Manager who runs the company. The seller is not involved in the day-to-day operations of the business.

ASKING
\$1,550,000

Top Details/Business Activity

- **Longevity:** Established in 1990, the company has been an industry leader over 30 years.
- **Turnkey Operations:** The company is guided by well-defined systems and processes.
- **Management:** The company has a General Manager that runs the day-to-day operations of the company.
- **Workforce:** The company has 6 full-time, 6 part-time employees, and 80 agents who are highly skilled.
- **Established Brand:** Voted #1 most trusted real estate agents in the USA and most productive agents by transactions per agent.
- **Low Turnover:** Over 90% of Agents have been with the company for more than 2 years.
- **Stable Revenues:** \$2.3 million+ in gross revenue over the past 4 years.
- **Robust Cash Flow Margins:** 14.5%+ cash flow margins over the past 4 years
- **Strong Cash Flow:** \$345,000+ in cash flow in over the past 4 years.
- **Opportunity:** Includes a mortgage brokerage franchise business that is primed for growth, the seller desires \$150,000 for this additional business (based on investment amount into business); however, is open to negotiate.

Real Estate

- Land and Buildings (not included in purchase price) can also be acquired in conjunction with business for:
- Location 1 - \$4,800,000
- Location 2 - \$1,800,000
- Location 3 - \$1,200,000

Strengths

- **Systems** – The company has systems in place to run all aspects of the business.
- **Manager & Bookkeeper** – Both are great and knowledgeable.
- **Staff** – The company has very low turnovers and staff is well trained.
- **Locations** – All locations are highly visible in great areas.
- **Agents** – The company has the most productive agents in the area on average based on transactions per agent.

Weaknesses

- Very competitive marketplace
- Rising interest rates

Marketing Strategy

- There is both an outside and inside sales force. There are 80 outside salespeople (Real Estate Agents). There is one inside salesperson. The role of the inside salesperson is to recruit new agents.

Reason for selling:

- Retirement

Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2022	2021	2020	2019
	\$'000	\$'000	\$'000	\$'000
Revenue	2,371	3,055	2,307	2,362
Adj. EBITDA*	449	617	557	562

*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

Included in offering:

- Working Capital: up to \$50,000
- Assets: \$150,000

Business Days and Hours

- Monday - Friday: 9:00 am to 5:00 pm
- Saturday: 9:00 am to 4:00 pm
- Sunday: Closed

Employees:

- The Company has a total of 6 full time employees, 6 part time employees and 80 agents. The key employees include a General Manager and Team Lead / Trainer.

Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Alex Vantarakis, President

alex@thevantgroup.com

972.458.8989 – ext. 102



T|V|G THE VANT GROUP

Georgetown Office Community | 17766 Preston Rd., Dallas, TX 75252 | Tel: 972.458.8989 | www.thevantgroup.com

CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Semi-Absentee Real Estate Brokerage Franchise and Property Management Company

Sale Price & Down Payment: \$1,550,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.

2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.

3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.

4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.

5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.

6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.

7. A facsimile transmission of this document is legal and binding.

8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.

9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

Company Name

Street

Signature

City State Zip

Print Name

Phone

Date: _____

Fax