

Available for Acquisition: Project Summit

Premier Land Wholesaler

Company Overview

ACT Capital Advisors is pleased to offer a Premier Land Wholesaler for acquisition. The company specializes in purchasing and reselling properties across the United States. It acquires large volumes of property at low cost and resells them at significant markups, averaging sales prices that exceed four times the original cost. The business operates with no leverage, owning all of its inventory outright. As a result, most transactions can be completed entirely online. Currently, the Company owns approximately 2,600 properties across 14 states and more than 50 counties. These current holdings are expected to generate over \$8 million in revenue.

Investment Highlights

- **Consistent Outsized ROI.** The Company has consistently provided outsized returns on investment, with aggregate gross profit margins of more than 78% over the last five years. This has enabled the Company to achieve an ROI of more than 100% over the last decade without the use of leverage, proving its ability to continue performing regardless of the overarching macroeconomic environment.
- **Repeatable, Scalable Process.** Driven by data analytics, the Company utilizes modern mapping, drone imaging, GIS / GPS, and marketing tools to identify, research, and sell properties at scale without the need for significant incremental investment. The Company has further automated its workflow through real-time data base tracking of its properties across all steps of the process.
- **Tangible, Inflation-Hedging Asset with Low Carrying Cost.** Land is a finite resource that cannot be made or easily replaced, making it resistant to inflation and providing a natural hedge to paper assets. Additionally, unlike income-generating real estate, raw land has no maintenance costs and low property taxes, leading to a very small negative carry.
- **Portfolio Diversification.** Land is typically seen as an illiquid asset and is therefore missing from most investment portfolios. The Company's process has turned this on its head, transforming land into a marketable security with exceptional upside bid-ask spread arbitrage and geographic diversification.

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Summary Financial Information

FYE 12/31	2022	2023	2024	2025
Revenue	\$3.5M	\$3.5M	\$2.6M	\$4.0M
Gross Profit (Margin)	\$2.8M 78.9%	\$2.8M 80.0%	\$2.1M 78.1%	\$2.8M 71.1%
Adj. EBITDA (Margin)	\$1.8M 51.1%	\$1.6M 45.0%	\$0.8M 28.8%	\$1.5M 38.2%

Growth Opportunities

- Expanded Portfolio and Land Improvements.** Additional capital will enable the Company to broaden the diversity of its properties to attract more buyers. Additionally, purchasing larger tracts and subdividing them to achieve economies of scale can further increase margins. Alternative land improvements include construction of tiny homes, cabins, or modular structures on vacant lots.
- AI Integration.** The Company is actively evaluating enterprise-level AI to drive new features and efficiencies, such as website chatbots, personalized property recommendations, and automation of repetitive operational tasks to improve customer experience and increase margin.
- Highly Fragmented Market.** The land wholesaler market is highly fragmented, with the industry predominately made up of small one-man or mom-and-pop operations. Between its sophisticated software platforms and its highly skilled team with a strong history of performance, the Company represents an ideal platform for a roll-up strategy.
- Adjacent Revenue Opportunities.** Tax lien investing provides low-risk returns that occasionally convert into full property ownership. This represents an opportunity to diversify the Company’s revenue stream while simultaneously providing an incremental source of consistent, cheap land acquisition.

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Contact Information

For more information, please contact:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).

NDAs and CIM requests should be submitted to Zack Hsieh, ACT Associate.



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