ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS

Specialist Recruitment Business for sale within the Property Sector

Fully Relocatable

Asking Price: £60,000

Reference: RA12-ABS | Confidential Memorandum

Location: Cloud-based, fully remote, and designed for operational flexibility.

Established 2017

Key Selling Points:

- Established Reputation: Trusted by clients and candidates alike, with excellent market feedback.
- Scalable Business Model: Fully remote, cloud-based operations, minimal overheads and easily scalable.
- Proprietary Network: Over 1,660 candidates and 60+ client relationships with terms signed.
- Industry Experience: Founded and run by former estate agents – deep knowledge of the property sector.
- Flexibility: Designed to be operated from anywhere, making it suitable for solo entrepreneurs or growth-driven teams.

Executive Summary:

This specialist recruitment agency is focused exclusively on the UK property sector. Established in 2017 by an experienced estate agent, the company offers a strong market presence, a loyal client base, and a database of over 1,600 candidates.

The business is cloud-based, fully remote, and designed for operational flexibility, making it a highly scalable opportunity for a new owner.

With over 60+ signed clients and a reputation for integrity, transparency, and industry insight, this business offers an excellent platform for growth, especially for an acquirer with resources to invest in marketing, staff, and business development.

Business Overview:

Established: 2017
Sector: Property Recruitment
Location: Fully remote and cloud based.
Legal Structure: Limited Company
Reason for Sale: Cash flow constraints preventing scale; vendor owns another business in a separate sector.

Services Offered:

The Company provides recruitment services specifically to the UK property industry, including estate agencies, lettings, property management, and real estate consultants. Services include:

- Permanent and interim placements
- Tailored recruitment campaigns
- Advisory services for hiring strategy and market intelligence

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Clients & Market Position:

- Clients: Approximately 60+ with signed terms of business
- Candidate Database: 1,660+ individuals across the UK
- Competitors: Deverell Smith, GKR London, Rayner Personnel, Pear Recruitment
- Unique Selling Points: Exclusive clients, honesty, integrity, recognised branding, and ownership by industry professionals

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Marketing & Advertising:

- Company website
- Online job boards (Reed, CV Library)
- CRM-driven direct mail
- WhatsApp and instant messaging for candidate interaction

Technology & Operations:

- Fully cloud-based infrastructure
- CRM, VoIP systems, instant messaging
- Business hours: Monday to Friday, 9am – 6pm
- No technical knowledge required – training and handover support provided
- Minimal handover time – a few days

Financial Overview:

2024/2025 (forecasted):

- Turnover: £73,521
- Gross Profit: £65,270

Note: Current figures reflect lean operations without a marketing team or staff – leaving significant upside potential for a buyer with resources to invest.

Team & Staffing:

- Operated solely by Directors
- No employed staff currently
- Opportunity for immediate expansion through new hires
- Employment terms, conditions and job descriptions can be easily developed for scaling

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Premises:

- Fully remote business – no physical premises
- Security infrastructure includes CCTV, alarm systems, and broadband (when previously office-based)

Transition & Handover:

- Vendor willing to provide handover and support (extent subject to purchase price)

- Will sign a non-compete agreement
- Available post-sale with notice

Opportunities for Growth:

- Hire staff to expand placement capacity
- Invest in marketing across social media, PPC, and content channels
- Reinstate or expand advertising spend on job boards
- Build strategic partnerships with estate agencies and property groups
- Develop niche recruitment services (e.g., executive search) within the property space

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Why Buy This Business:

- Completely flexible and cloud-based – no need for fixed office or large overheads
- Established and respected brand in a specialist market
- Immediate revenue and network of clients/candidates
- Highly scalable model with low entry cost
- Vendor support included

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Next Steps & Contact

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