Tech-driven Miami real estate startup Home61 raises $4M

Sometimes a good deal gets in the way of that family vacation to the South of France. But from his hotel room this summer, Olivier Grinda had good reason for being glued to the phone: the second funding round for his Miami real estate startup Home61 was unfolding. The fledgling, tech-driven brokerage just announced $4 million in financing from both local and national investors. Home61, which launched its first year of official business in 2015, uses automation to streamline the buying and renting experience from first click to closing. The proprietary Home61 platform provides agents with qualified leads and generally frees them up from the time-consuming manual processes so they can focus solely on the client, according to the company. Home61 offers agents a 50/50 commission split -- which Grinda admits was a "tough sell" in the beginning -- but claims agents earn up to 10 times more than the industry average. Agents in their second year make $70,000 on average, and up to $120,00...

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