



## SUMMARY

## Family Home Contractor Servicing Washington & Oregon!

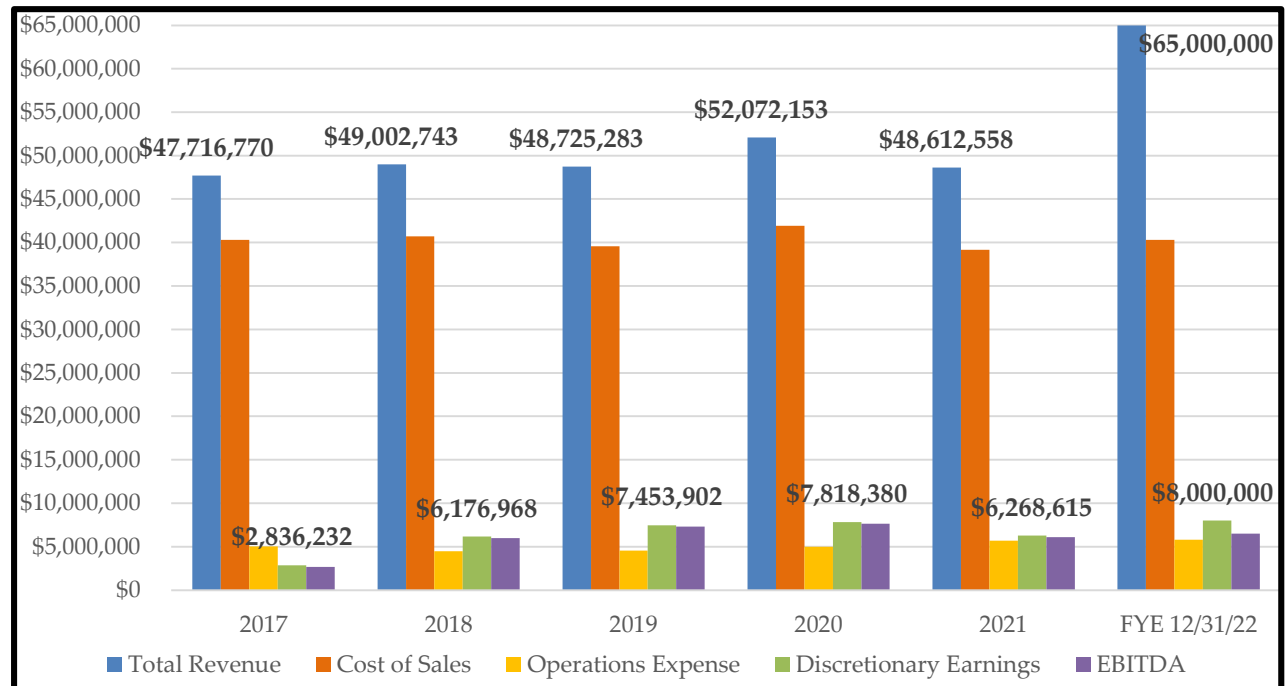
Listing ID: 37879

Situated in Washington state, listing specializes in the construction of residential single-family custom homes using 'face-to-face' designing sessions & site-selection services for clients seeking high-quality custom homes. Strong regional reputations solidify stable sales of \$50 Million on average over the past half decade, reaching their best year ever of \$65,000,000 of Revenue in 2022 alongside Discretionary Earnings of \$8,000,000! Going into 2023 with strong demands and lots to build on, company's double-state certification and high-quality focus with top ratings allow for growth potentials in taking business to the next level through guided expansions and partnerships. With no individual client making more than 3.2%, nor their Top Ten consumers summing over 12% of the annual income, company enjoys customer diversity and low risk reviews. Experienced personnel of 28 nonunion employees include management in place and are most likely to remain post-sale and continue daily operations after a smooth transition period of three months. Besides a maintained website and engagement in socials like BuzzbuzzHome, Houzz, Pinterest, YouTube and others, advertising efforts center on backed referral sources from their large and recurring customer base. Workplace measures 3,800 square feet and includes reception areas, a conference room, clerical offices, an employee kitchen, and ample storage; it's found in excellent condition and zoned to handle additional capacity. Property is available for optional purchasing or long-term tenancy. New or additional premises could be beneficial for expanding into the first-time homebuyer market. With excellent connections, limited owner involvement, and a solid revenue trend, property available to build on, and substantial contracts in place, this is an excellent opportunity!

## ESSENTIALS

- Asking Price: **\$39,000,000!**
- Type of Sale: Asset or Stock
  - Receivables: \$909,220
  - Equipment: \$475,530
  - WIP & Deposits: \$19,488,034
  - Developments: \$11,822,153 \*optional.
- Type of Business: Operative Builders
  - Company Type: S-Corp. | SIC: 1531
- Top Services:
  1. Homes and Property: 67%
  2. Homes on Personal Property: 33%
- Inception Date: Opened in 1991.
- Annual Turnover Rates:
  - Receivables: 53.5x per year.
  - Inventory: 2.5x per year.
  - Assets: 1.3x per year.

## REVENUE & EXPENSE GRAPH



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