

# Family Home Contractor Service Business





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Situated in Washington state, the listing specializes in the construction of residential single-family custom homes through 'face-to-face' designing sessions and site-selection services for clients seeking high-quality custom homes. The company has established a strong regional reputation, solidifying stable revenues of approximately \$50 million over the past five years, alongside Discretionary Earnings exceeding \$6 million. Its double-state certification and ongoing commitment to high quality, coupled with top online reviews, present growth opportunities for taking the business to the next level through guided expansions and strategic partnerships.

With no individual client contributing more than 3.2% of annual income, and the Top Ten consumers accounting for over 12%, the company enjoys customer diversity and low risk ratings. The experienced team consists of 28 nonunion employees, including management that is likely to remain post-sale to ensure continuity in daily operations after a smooth three-month transition period.

In addition to a maintained website, the company engages with social media platforms such as BuzzbuzzHome, Houzz, Pinterest, and YouTube, while advertising efforts are primarily supported by referrals from a large and recurring customer base. The workplace spans 3,800 square feet and includes reception areas, a conference room, clerical offices, an employee kitchen, and ample storage; it is in excellent condition and zoned to accommodate additional capacity. The property is available for optional purchase or long-term tenancy, and new or additional premises could facilitate expansion into the first-time homebuyer market. With excellent connections, limited owner involvement, a solid revenue trend, and substantial contracts in place, this represents an outstanding opportunity.

### Keypoints

- 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%
- Annual Turnover Rates:
  - Receivables: 53.5x per year.
  - Inventory: 2.5x per year.
  - Assets: 1.3x per year.

### TARGET PRICE

\$39,000,000

### GROSS REVENUE

\$61,444,705

### EBITDA

\$3,811,401

### BUSINESS TYPE

Services

### ESTABLISHED

1991

### COUNTRY

United States

### BUSINESS ID

L#20240798

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