

# Opportunity

## BN000037516 – Full-Service Custom Luxury Home Builder

Location: Southeast USA



The company is an award-winning luxury home builder that provides custom design and build services, renovations, and interior design for high-end communities and residential neighborhoods in a booming Southeast market.

## Bids Invited

### Key Aspects

- Revenue and gross profit grew at a compound annual growth rate (CAGR) of 33.9% and 31.5% respectively, from 2018 to the trailing-twelve-months (TTM) ending November 2021
- There are approximately 30 homes under contract, with the average project value exceeding \$1.5M according to management
- Operating facility is strategically located between three of the company's primary communities
- Utilizes an industry leading project software allowing customers to see photo updates, view Gantt charts, and select options
- Offers a large portfolio of custom home options and is not limited to any specific home design
- Increased the price of services by 33% in 2021 with no decrease in demand

### Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Gross Profit '000 | Adj. EBITDA* '000 |
|---------------|----------------|--------------|-------------------|-------------------|
| 12/31/2018    | Internal       | \$5,200      | \$855             | (\$66)            |
| 12/31/2019    | Internal       | \$7,204      | \$1,201           | \$195             |
| 12/31/2020    | Internal       | \$6,035      | \$917             | (\$53)            |
| 11/30/2021    | TTM            | \$12,190     | \$1,901           | \$488             |

\* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

**Paul Manry**  
[pmanry@benchmarkintl.com](mailto:pmanry@benchmarkintl.com)

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### Opportunities

- Growth potential for the interior design services, which are billed on an hourly basis
- Gain certifications to perform in-house soils classification and septic system approvals
- Establish spec and model homes for rental income and increased product awareness
- Expand in-house capabilities for services currently outsourced to various subcontractors
- Capitalize on the surge in \$2M and higher home buyers

### Headquartered

- Southeast USA

### Current Markets

- The company primarily serves high-end residential customers throughout the Southeast.

### Real Estate

- The company operates out of a 2,000 sq. ft. facility leased from an unrelated third party. Management notes the operating facility is relocatable.

### Shareholder Objectives

- The company is owned by two shareholders (50%/50%) who are seeking capital to pursue other significant opportunities. They are willing to remain with new ownership for a predetermined transition period.

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