

Opportunity

BN000043950 – Custom and Speculative Residential Home Builder

Location: Southeastern US



The company is a custom and speculative residential home builder serving clients in the Southeast. The company also provides weatherization services secured through recurring government contracts.

Bids Invited

Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 79.9% from 2018 to the trailing twelve months (TTM) ending June 30, 2022
- Adjusted EBITDA grew at a CAGR of 92.6% from 2020 to the TTM ending June 30, 2022
- Over \$20M in revenue in backlog for homes in progress as of July 26, 2022
- Secured contracts funded through the US Department of Energy (DOE) for home weatherization projects
- Company owned speculative properties

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2018	Internal	\$1,410	\$141	(\$58)
12/31/2019	Internal	\$2,946	\$307	(\$5)
12/31/2020	Internal	\$4,364	\$981	\$551
12/31/2021	Internal	\$6,667	\$1,078	\$493
6/30/2022	TTM	\$11,006	\$2,094	\$1,471

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Capitalize on increased government funding for home weatherization projects
- Develop planned subdivisions within large tracts of land
- Expand geographically to neighboring counties and high growth areas
- Market to newly built communities with the construction of model homes and increased advertising initiatives

Headquartered

- Southeastern US

Current Markets

- The company serves clients ranging from the first-time home buyer market through the highly customized home market in the Southeast. The company offers three different home lines with floorplans to meet a wide variety of client needs and wishes.

Real Estate

- The company operates from two locations, a 2,957 sq. ft. model home owned by the company, and a 1,200 sq. ft. office building leased from an unrelated third party. Management notes that the business is relocatable and the real estate is included in the sale.

Shareholder Objectives

- The company is equally owned by two shareholders, one is active and willing to remain with the company, and the other a silent partner who is seeking to exit the business following a sale of the company.

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