

Opportunity

BN000034140 – Community-Focused Real Estate Development Company

Location: Mid-Atlantic US



The company is a full-service real estate development firm that aims to create residential and commercial properties that cultivate vibrant communities and attractive investor returns. The company facilitates creative partnerships and provides both financial and social returns on investments.

Bids Invited

Key Aspects

- Revenue increased at a compound annual growth rate (CAGR) of 15.6% from 2018 to 2022
- Pre-tax income margins averaged 10.4% during this same time period
- Has a team of industry professionals with experience in commercial development and investment strategies
- Completed over one million square feet of commercial and residential developments
- Focuses development on designated opportunity zones, which provide investors with tax incentives that add to the financial return

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2018	Reviewed	\$1,666	\$212
12/31/2019	Reviewed	\$2,010	\$101
12/31/2020	Reviewed	\$2,694	\$891
12/31/2021	Reviewed	\$1,627	\$48
12/31/2022	Internal	\$2,972	\$307

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

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Opportunities

- Capitalize on the value-added services that the company provides, which are increasingly being demanded by the industry
- Expand geographically outside of the firm's core market
- Expand the company's strategic marketing campaign, yielding an increased market profile and steady stream of new clients
- Capitalize on the unique dynamics of the company's primary market, with stable client demand and the introduction of innovative industries, which increasingly demand the services the company provides

Headquartered

- Mid-Atlantic US

Current Markets

- The company currently serves the residential, commercial, mixed-use, market rate, and public/private partnership markets within its core market. Project types include condominiums, commercial real estate, retail properties, town homes, and mixed-income properties.

Real Estate

- The company currently operates from a 2,700 sq. ft. office space, leased from an affiliated entity and included in the sale. Alternatively, ownership is willing to enter into a long-term lease with a buyer.

Shareholder Objectives

- The company is owned by two shareholders with one holding a majority position. The majority owner of the company is looking to plan an exit strategy for retirement. He feels as though a new owner could take advantage of the opportunities the market is currently presenting. The minority shareholder wishes to remain with the company following a sale.

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