ACT CAPITAL ADVISORS



Available for Acquisition: #250024

Luxury Custom Homebuilder

Company Overview

ACT Capital Advisors is pleased to offer for acquisition a high-end residential homebuilder based in New England. The Company has built a stellar reputation in its local region through quality work and a focus on new, modern open designs. The Company offers clients a distinctive fixed-price contract model, providing clients with greater cost certainty and reducing budget-related friction during the build process. The Company's main customer segments are upper-income professionals and families, high-net worth retirees and downsizers, and design-savvy buyers.

Investment Highlights

- **Financials.** The Company generated $18.7M in 2025 Revenue and $18.9M in TTM Revenue (6/30). Adj. EBITDA was $1.9M in 2025, with $1.7M projected for 2026.
- **Pipeline.** The Company's backlog remains strong, with $12M in the pipeline and $3.9M in WIP as of 6/30.
- **High Sales Conversion.** About two-thirds of prospects that engage in the Company's sales process ultimately proceed to build a home with it.
- **Growth Opportunities.** The Owners have historically operated the business as a lifestyle company and have not aggressively pursued to grow the Company's market share. However, significant market opportunities exist for the Company to expand and drive revenue growth.
- **Steller Reputation.** Over two decades, management has built a trusted premium brand through consistently best-in-class quality, strong vendor relationships, and deep ties to residential developers. These relationships drive execution certainty, attractive margins, and a steady referral pipeline, while features in major home publications reinforce the Company's reputation.

Growth Opportunities

- **Develop Management Team**
  Focus on professional management enhancement to further institutionalize operations.
- **Service Line Expansion.**
  Bring architecture, interior design, or engineering in-house.
- **Margin Optimization.**
  Develop a preferred vendor program
- **Geographic Expansion.**





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Contact Information

For more information, please contact:

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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).
NDAs and CIM requests should be submitted to: Madison Brown



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