



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

- **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. Prospective clients rarely switch to competing builders once engaged.
- **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.
- **Stellar Reputation.** Over the past two decades, management has built a trusted premium brand by consistently delivering best-in-class quality across the region. Longstanding vendor relationships enhance execution certainty, reduce risk, and support attractive margins. Deep ties with leading residential developer communities drive a steady pipeline of referral business. The Company's work has been featured in major home publications, underscoring its reputation and track record.

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:

ACT Capital Advisors, LLC
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Mercer Island, WA 98040

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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