

Available for Acquisition: #230803

Premier Builder of Accessory Buildings

Company Overview

ACT Capital Advisors is pleased to offer a premier specialty builder located on the West Coast of the United States. The Company specializes in designing and building accessory buildings for Residential and Commercial customers. The Company provides a comprehensive solution to its customers from the initial building concept to the completion of the structure. In 2023, the Company achieved revenues of \$18.5MM with an adjusted EBITDA of \$6.53MM.

Investment Highlights

- **Revenue Growth and Profitability.** From 2019 to 2023, the Company had a revenue CAGR of 12.21% and averaged a 27.21% adjusted EBITDA margin.
- **Market Leader/Limited Competition.** The Company is the market leader in constructing and designing accessory buildings in its region.
- **Strong Backlog.** The Company currently has over \$20MM in signed contracts being executed or scheduled into its pipeline.
- **Operational Efficiency.** The Company operates with a lean, decentralized management structure, allowing it to function efficiently and require minimal oversight from management.
- **Effective Sales Process.** The Company has developed a direct-to-consumer sales process that delivers excellent results. The sales team is seasoned, results oriented, and professional.

Growth Opportunities

- **Geography.** A buyer can extend the Company's service offerings to new regions and states.
- **Market Expansion.** A majority of sales stem from inbound leads. By having a dedicated outbound team, a buyer could deepen their presence in current markets and drive revenue expansion

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Summary Financial Information

	2021	2022	2023	2024E	2025E
Revenue	\$11,895,979	\$13,678,999	\$18,502,875	\$18,872,932	\$19,816,579
Net Income (Margin)	\$3,658,581 30.75%	\$3,856,817 28.20%	\$6,573,904 35.53%	\$6,092,978 32.28%	\$6,475,591 32.68%
Adj. EBITDA (Margin)	\$3,636,420 30.57%	\$3,829,206 27.99%	\$6,533,802 35.31%	\$6,263,878 33.19%	\$6,654,874 33.58%

Contact Information

For more information, please contact:

ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
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 Zack Hsieh, ACT Associate.



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