

High-Margin Specialty Construction Business

RC Advisory Services is actively seeking a buyer for a prominent construction company that specializes in high-end interior installations and surfacing. This lucrative opportunity arises as the current owner is gearing up for retirement. The business boasts a skilled team of 43 employees and has meticulously honed its processes over the past 30 years, making it the go-to choice for luxury homes in the Puget Sound region. The company's financial health is robust, with projected revenues for 2023 topping \$6.5M and an EBITDA of \$1.65M. Strong cashflow for the previous three years has been driven by low fixed costs and tight management of variable costs.



Markets served by the company comprise General Contractors (95%) and Homeowners (5%). Its portfolio includes a range of prestigious projects in some of the most exclusive home markets of the greater Puget Sound area, catering to residences valued between \$5M and \$30M+.

The business benefits from a consistent influx of repeat referrals from high-end home builders, architects, and interior designers. The competitive landscape is diverse, spanning from larger, more affordable contractors to smaller, niche firms. Nevertheless, the business has successfully established itself as the premier provider of ultra-high-quality projects, often stepping in to correct the subpar work of its competitors. This superiority is anchored in its unwavering commitment to impeccable craftsmanship, state-of-the-art tools, and an expert team of craftsmen. The company also utilizes a fleet of service vans that provided fast and flexible service for all its clients.

The ideal buyer would be someone eager to leverage their project management and supervisory skills to foster further growth of the company. This presents a golden opportunity for a proactive buyer to establish or expand their presence in this specialized market. There are numerous avenues for growth, such as prevailing wage jobs, expansion of plaster and framing segments, geographic expansion, and a more targeted marketing of residential architects.

The sale is a part of the owner's estate planning, and he is open to a cash-free, debt-free transaction as well as a seller note. Additionally, the owner is willing to stay on board during the transitional phase post-acquisition.

Financial Overview:

	2020	2021	2022	2023 (pro)
Revenue	\$4,590,168	\$5,929,818	\$6,331,696	\$6,600,000
EBITDA (adj)	\$812,492	\$1,489,044	\$1,501,511	\$1,650,000

To receive additional information about this opportunity, please contact:

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