

FOR SALE: Residential Custom Design with GC Management: 100% Subcontracted Out

Established nearly 3 decades with service throughout Upstate New York!

Financial Overview

List Price: **\$5,200,000**

Gross Sales

2024
\$13,866,158

Cash Flow

4-Year Avg.	2024
\$1,495,910	\$1,416,134

Funding Example

Purchase Price: **\$5,200,000**

10% Buyer Down Payment	\$520,000
10% Seller Financing	\$520,000
10% Seller Equity Roll	\$520,000
70% Bank Loan	\$3,640,000

A 10% down payment of \$520,000 returns \$742,041 in the first year after debt payments!

Assets Included in Purchase:

- Vehicles:** \$165,000 - 2 pickups, plus a van
- Equipment:** \$163,500 – Office furniture, Miscellaneous Tools, Plotter, Signage, Trailer

Business Information

- Services:** Custom Design, plot sourcing and development, remodels, and subdivision planning. Labor and construction are 100% subcontracted out
- Service Area:** Within a 50-mile radius of Saratoga County
- Clients:** High net worth home owners
- Staff:** 7 Full time W2 employees including a General Manager, 2 Project Managers, a Project Coordinator, a Draftsman, a Controller and an Admin Assistant
- Location:** Upstate New York
- Year Established:** 1999
- Lease:** Occupying 1,800 sq ft with space to accommodate the team
- Owner Role:** Seller is part time in the business spending roughly 20 hours per week for financial review and general oversight of the team. No replacement is required as the existing staff can absorb these responsibilities
- Reason for Selling:** Retirement
- Seller Training Period:** 1-2 years
- Growth Opportunities:** Implement a marketing strategy as no marketing is being performed

Description

The range of services includes design, plot sourcing, development, subdivision planning and remodels. There are seven full-time W2 staff members including a General Manager, two Project Managers, a Project Coordinator, a Draftsman, a Controller, and an Administrative Assistant – all labor and construction is subcontracted out. The owner dedicates approximately 20 hours per week focusing on financial reviews, and providing general oversight of the team. Given the existing personnel, no immediate replacement for the owner is necessary, as current staff can absorb these roles. This firm specializes in providing high-quality home design with project management focused on high-net-worth residential buyers. The dedicated team works out of an 1,800 sq ft office in Upstate New York. They have clients within a 50-mile radius of Saratoga County. To facilitate a smooth transition, the seller is willing to provide training for a period of 1-2 years, plus carry 20% of the purchase price to show his vested interest in the continued success of the business post-close.

Priced at **\$5,200,000**, a 10% down payment of \$520,000 returns \$742,041 in the first year after debt payments! Currently, this business does not engage in any marketing activities. Implementing a marketing strategy could significantly enhance visibility and attract more clients. Potential growth avenues include digital marketing campaigns, social media engagement, and community outreach programs aimed at showcasing completed projects.

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