

# Empresa familiar de servicios a domicilio





## Empresa familiar de servicios a domicilio

Situada en el estado de Washington, está especializada en la construcción de viviendas unifamiliares a medida mediante sesiones de diseño "cara a cara" y servicios de selección de emplazamientos para clientes que buscan casas a medida de alta calidad. La empresa ha establecido una sólida reputación regional, solidificando unos ingresos estables de aproximadamente 50 millones de dólares en los últimos cinco años, junto con unos Beneficios Discrecionales superiores a 6 millones de dólares.

Su doble certificación estatal y su compromiso permanente con la alta calidad, junto con las mejores críticas en línea, presentan oportunidades de crecimiento para llevar el negocio al siguiente nivel mediante expansiones guiadas y asociaciones estratégicas. Ningún cliente individual aporta más del 3,2% de los ingresos anuales, y los Diez Principales consumidores representan más del 12%, por lo que la empresa goza de diversidad de clientes y bajos índices de riesgo.

El equipo experimentado está formado por 28 empleados no sindicados, incluida la dirección que probablemente permanecerá tras la venta para garantizar la continuidad de las operaciones diarias tras un periodo de transición de tres meses sin problemas. Además de mantener un sitio web, la empresa participa en plataformas de medios sociales como BuzzbuzzHome, Houzz, Pinterest y YouTube, mientras que los esfuerzos publicitarios se apoyan principalmente en referencias de una base de clientes amplia y recurrente.

El lugar de trabajo tiene una superficie de 3.800 pies cuadrados e incluye zonas de recepción, una sala de conferencias, oficinas administrativas, una cocina para empleados y un amplio almacén; está en excelentes condiciones y zonificado para albergar capacidad adicional.

La propiedad está disponible para compra opcional o arrendamiento a largo plazo, y unos locales nuevos o adicionales podrían facilitar la expansión hacia el mercado de compradores de primera vivienda.

Con excelentes conexiones, escasa participación del propietario, una sólida tendencia de los ingresos y contratos sustanciales en vigor, esto representa una oportunidad excepcional.

### Puntos clave

- Tipo de venta: Activo o Acción
- Derechos de cobro: 909.220
- Equipamiento: 475.530
- WIP y depósitos: 19.488.034 \$.
- Desarrollos: 11.822.153 \$ \*opcional.
- Tipo de empresa: Constructores operativos
- Tipo de empresa: S-Corp. | SIC: 1531

### Servicios superiores

1. Viviendas e inmuebles: 67%
  2. Viviendas en propiedad personal: 33%
- Tasas de rotación anual:
  - Derechos de cobro: 53,5 veces al año.
  - Inventario: 2,5 veces al año.
  - Activos: 1,3 veces al año.

### TARGET PRICE

\$39,000,000

### GROSS REVENUE

\$61,444,705

### EBITDA

\$3,811,401

### BUSINESS TYPE

Servicios

### ESTABLISHED

1991

### COUNTRY

Estados Unidos

### BUSINESS ID

L#20240798

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