

2021 Revenue
Est.
\$45,750,000

2021 EBITDA
Est.
\$7,225,000

BUSINESS HIGHLIGHTS

The Company develops, constructs, and sells new residential homes in a desirable Georgia region. The Company is releasing new starts at the pace of building 200 per year, with a plan to increase the release rate by 50 homes each year over the next few years. It offers lots and homes in several communities across six counties.

The Company differentiates itself from the competition through quality craftsmanship and exceptional customer service. It sells its homes through related-party brokerage real estate. The Company is well-positioned for continued growth and success.



COMPANY ADVANTAGE

Multi-County Footprint

Superior Name &
Reputation

Strong Pipeline

GROWTH OPPORTUNITY

Geographic Expansion

Hire Area Manager

Increase 2nd Level Staff

INVESTMENT APPEAL

- **Multi-County Footprint:** The Company is currently selling and building in 10 communities across 6 counties in Georgia. As of April 30, 2021, there were 349 lots in inventory available for release.
- **Strong Historical Sales Growth:** Revenue grew at an 18.6% CAGR between 2018 and 2020.
- **Rising Gross Profit and Profit Trend:** Gross profit margins grew at a 17.9% CAGR and earnings as measured by EBITDA grew overall at a 43.0% CAGR between 2018 and 2020.
- **Profit Percentage is Above Industry Benchmarks:** The Company's 11.7% pre-tax profit margin in 2020 was above the 6.4% industry benchmark.
- **Inventory and Pipeline:** As of late May 2021, rezoning projects and respective lot counts totaled 1,119. The Company is rezoning and entitling new properties every month to push lot inventory higher.

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