


# Licensed Building/Construction Company Seeking For Strategic Partnership/Buyout SV1616

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| **Price** | $2,000,000 |
| **Property Type** | Business |
| **Property ID** | 590 |

**Agent Details**

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Rare opportunity: fully licensed Victorian builder with Unlimited Domestic + Limited Commercial registrations, existing insurance capacity, live WIP and an operator prepared to stay and deliver.

**In-House Licensed Builder – Deliver Your Own Projects and Share the Profit**

This opportunity is ideal for a developer, landowner or capital partner who wants a licensed builder in-house – or who is looking for the right builder – so they can deliver their own projects with confidence and enjoy the profitability together.

Instead of tendering every job and handing margin to an external builder, you gain direct control of delivery while sharing the upside with an experienced operator who stays involved.

- **Domestic Builder – Unlimited (DB-U) – held personally by the principal and also at company level (CDB-U).**
- **Commercial Builder – Limited (CB-L / CCB-L) – current**

**registrations held personally and at company level.**

- Domestic building insurance capacity of approximately $11M already in place – ready for immediate use on your projects.

- The principal is prepared to make his personal registration available and to remain involved as licensed supervisor / project director, so you can deliver your own sites while sharing the construction and development profitability.

### The Opportunity

This is not a standalone residential building business. It is a licensed delivery platform attached to a live development pipeline, run by an operator who sources and stacks his own sites. The construction arm is the subject of this sale / partnership; the development activity provides the context that makes the platform valuable to the right capital partner.

### Operating Snapshot

- Break-even at approximately $3M annual sales.

- At ~$10M sales: projected net margin 10%.

- Overheads currently ~8%, expected to fall toward 6.5% at $20M turnover.

- Current Work in Progress: $3 million - $5 million.

- Delivery capacity (with right people reappointed): $30M – $60M of projects at any one time.

### Why This Is Attractive to the Right Party

- Licensed builder + developer under one operator – removes the single largest risk a capital partner carries (not knowing the builder).

- Two product lines: mid-range dwellings ($600k–$800k) and luxury duplex / single dwellings, childcare, medical centres and factories.

- Registrations and insurance capacity already in place – delivery can commence immediately rather than constantly looking for a reliable builder.

- Disciplined project size of $3M–$6M (within a $4M–$10M band) – too small for large groups, too large for small operators.

- Transparent costing discipline that tests own price against outside builders on every job.

- Documented 12.5% overall contingency framework (7.5% build + 5% resale) – bankable and defensible to equity partners.

- Existing WIP provides near-term revenue visibility once working capital is stabilised.

- Vendor continuity – principal available on wages + performance incentives rather than walking away at settlement.

### Flexible Deal Structures Available

Asking price from $2,000,000. The preferred commercial framework is performance-based; serious parties are invited to discuss the following structures:

a) **Performance-based earn-out (base case):** Price set at 2× to 2.5× an agreed forward profit benchmark with defined milestones and adjustment mechanisms.

b) **Cash at settlement + earn-out:** Fixed sum at completion sized with the balance earned over 18–24 months against agreed performance.

c) **Staged equity buy-in:** Incoming party acquires a majority interest initially, with options or put/call rights over the balance across 1-2 years. Vendor retains capital at risk and continues operationally under incentives.

d) **Capital injection + management & licence agreement:** Partner injects working capital in return for equity or preferred return. Vendor continues as licensed builder / project director under a service agreement with performance bonuses.

e) **Project-level joint ventures:** Alongside or instead of a change of ownership, future projects structured as JVs – capital partner funds, builder/vendor delivers – so the platform continues while individual project economics are shared.

## Ideal Partner Profile

- A private family office or high-net-worth investor seeking direct property exposure with a delivery partner attached.
- A small-to-mid sized developer who currently tenders every project and wants a licensed delivery arm inside the business.
- A private equity or investment group looking to place capital into development with an operator attached.
- A larger builder or developer seeking a Melbourne boutique arm or a foothold in the $3M–$10M project band.
- An investor with an existing site or land bank who lacks a delivery partner.

## Next Step

Qualified parties are invited to contact the exclusive listing agents at VicBrokers - Serge or Vito for a confidential discussion and Information Memorandum.