



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



**Established Construction & Building Company with Outstanding
Reputation and Significant Growth Potential**

Surrey

Asking Price: £500,000

Reference: CG10-ABS | Confidential Memorandum

Strictly Confidential Business Sale

Asking Price: Offers in the region of £500,000 (inclusive of net assets circa £160,000)

Annual Turnover: circa £1,000,000 p.a.

Gross Profit for current year: circa £350,000 p.a.

Key Investment Highlights

- Established construction business founded in 1975
- Second-generation family business with an exceptional reputation
- Strong recurring referral and repeat client base
- Diverse revenue streams across residential and commercial construction
- Experienced workforce with extensive industry expertise
- Established operational systems and project management procedures
- Significant growth opportunities through marketing and geographic expansion
- Premium market positioning within an affluent catchment area
- Strong supplier, client, and professional relationships
- Comprehensive handover available from current ownership

Executive Overview:

The owners have instructed Abercorn Business Sales to identify a suitable purchaser capable of continuing the business's long-established reputation for quality workmanship, reliability, and customer satisfaction.

The identity and location of the business will remain confidential until an approved buyer has completed the required confidentiality process.

Long-established and highly respected construction and building company serving an affluent Southeast England market.

Established for almost 50 years, the business has built an exceptional reputation for delivering high-quality extensions, refurbishments, structural alterations, and new-build projects to both private and commercial clients.

The company benefits from a substantial level of repeat business and referrals, experienced staff, established systems, and significant growth potential through increased marketing and expansion.

An outstanding acquisition opportunity for an existing construction group, regional contractor, property developer, or ambitious owner-operator seeking a reputable and scalable platform.

The Company is a highly respected construction and building contractor operating within an affluent

region of Southeast England. Established in 1975 and under current ownership leadership, the business has built an enviable reputation for delivering high-quality residential and commercial construction projects.

The business specialises in extensions, refurbishments, structural alterations, renovations, and new-build developments. Its reputation has been built upon exceptional craftsmanship, transparent communication, reliability, and a commitment to delivering projects to exacting standards.

The Company serves a diverse client base including homeowners, property developers, architects, commercial property owners, and investors. A substantial proportion of work is generated through referrals and repeat business, demonstrating strong customer satisfaction and market credibility.

The business is being offered for sale with established goodwill, operational systems, experienced personnel, client relationships, and the benefit of a comprehensive transition period if required by the purchaser.

Business Background

Founded in 1975, the Company has developed into one of the region's most respected independent construction businesses.

The business has successfully operated for nearly five decades, building a reputation based upon integrity, quality workmanship, attention to detail, and long-term client relationships. Under the current ownership, the Company has continued to strengthen its position within the local market while maintaining the values upon which the business was established.

The Managing Director has over two decades of industry experience and possesses extensive expertise in construction management, project delivery, operational systems, and client relationship management. This leadership has enabled the Company to maintain consistently high standards across a broad range of projects.

Over many years, the business has cultivated strong relationships with architects, suppliers, subcontractors, and professional advisers, providing a robust foundation for future growth and continued success.

Products & Services

The Company offers a comprehensive range of construction and building services including:

Residential Construction

- Bespoke home extensions
- Single and double-storey extensions
- Structural alterations
- Property refurbishments
- Full property renovations
- Luxury residential improvements
- Architectural construction projects

New Build Development

- New-built residential properties
- Design-and-building projects
- Property development support
- High-specification housing projects

Commercial Construction

- Commercial refurbishment projects
- Property improvement works
- Structural building projects
- Building maintenance and enhancement

Specialist Services

- Heritage and conservation projects
- Project management services
- Construction consultancy
- Architectural collaboration
- Planning and build coordination

Key Differentiators

- Long-established reputation for quality
- Transparent quotations and invoicing
- Strong project management procedures
- Exceptional customer service
- Experienced workforce
- Premium quality workmanship
- Comprehensive insurance and compliance systems
- Strong referral-based client acquisition model

Customers & Market Position

The Company serves a broad and diverse customer base comprising:

- Private homeowners
- High Net Worth individuals
- Property developers
- Commercial property owners
- Architects and designers
- Property investors
- Landowners

The business occupies a strong position within the premium construction market where quality, reliability, reputation, and project delivery are prioritised over low-cost quotations.

A substantial proportion of new instructions originate from repeat clients and referrals, providing evidence of high levels of customer satisfaction and reducing reliance on external lead-generation platforms.

The Company's long-standing reputation has enabled it to secure projects ranging from property refurbishments and structural alterations through to substantial extension and new-built developments.

Operations

The business operates a well-established and highly transferable model supported by experienced personnel, proven systems, and documented procedures.

Operating Hours

- Monday to Friday
- 8:00am to 5:00pm

Workforce

The Company benefits from a highly experienced team supported by trusted subcontractors and specialist trades. Collectively, the workforce possesses extensive construction experience across all major disciplines.

Systems & Procedures

- Detailed estimating and quotation procedures
- Transparent invoicing systems
- Comprehensive project management processes
- Daily site supervision
- Health and Safety compliance systems
- Risk Assessment and Method Statement procedures (RAMS)
- Quality control measures
- Client communication protocols

Compliance & Risk Management

- Comprehensive Public Liability Insurance
- Employers' Liability Insurance
- Formal Health & Safety procedures
- Risk management systems
- Contractor vetting procedures
- Industry best-practice compliance

Owner Involvement

The Managing Director remains actively involved in overseeing projects, client relationships, and operational performance. A structured handover period is available to facilitate a smooth transfer of ownership and preserve key client and supplier relationships.

Growth Opportunities

The business offers significant scope for expansion under new ownership.

Digital Marketing & Lead Generation

Historically, the Company has relied heavily on referrals and recommendations. A focused investment in:

- Search Engine Optimisation (SEO)

- Google Ads
- Social media marketing
- Website development
- Content marketing

could materially increase enquiry volumes and revenue.

Geographic Expansion

The business could readily expand into neighbouring counties and wider South East markets.

Commercial Sector Growth

Additional emphasis on commercial contracts and framework agreements could generate recurring and predictable revenue streams.

Team Expansion

Recruitment of additional project managers, tradespeople, and estimators would enable the business to undertake a greater volume of concurrent projects.

Property Development

The Company's reputation and expertise provide a strong platform for entering higher-margin development and design-and-build opportunities.

Reasons for Sale

The owners are now seeking a sale of the business and are committed to providing a comprehensive transition period to ensure continuity for clients, employees, suppliers, and the successful purchaser.

Abercorn Business Sales Comment

Businesses of this calibre rarely become available to the open market.

This opportunity combines nearly five decades of trading history, a respected brand, a loyal customer base, experienced personnel, proven operational systems, and substantial opportunities for future growth.

The Company's reliance on referrals and repeat business rather than paid marketing demonstrates the strength of its reputation and provides an excellent foundation for expansion under new ownership.

Abercorn Business Sales believes this represents an outstanding acquisition opportunity for a strategic trade buyer, construction group, property developer, or entrepreneurial owner-operator seeking a highly regarded and profitable platform within the construction sector.

This is a confidential business sale. Interested parties will be required to sign a confidentiality agreement prior to the release of detailed financial and operational information. Further information is available to approved purchasers following completion of a confidentiality agreement

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement, Please

contact Abercorn Business Sales.





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Next Steps & Contact

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