business
for sale



BUSINESS REPORT

Date: **5th November 2026**
Business Reference:**38540**

About the Business:

Established Hermanus Construction Business – Insurance Work & Property

Established in 2018, this Hermanus construction business offers alterations, renovations, building contracts and insurance repairs. Long-standing relationships with insurers and loss adjusters provide steady repair work. An experienced foreman and established team run daily operations, with the owner involved about 20 hours a week. Vehicles, equipment and a plot valued at R750,000 are included. Owner

retiring – strong growth potential.

Established Hermanus Construction Business – Insurance Work & Property



Sector: **Services**

Asking Price:

R 2,498,000

Monthly Profit:

R 89,216

Asset Value:
R 860,684

Stock Value:
R 0

Yearly Net Profit :
R 1,070,588

Business Report

How does the business operate on a daily basis?

Prepare quotations for clients and follow up on potential projects.

Arrange materials, suppliers and subcontractors required for each job.

Manage building contracts, home alterations and extensions.

Handle insurance-related repairs and coordinate the required work.

Undertake outdoor projects, including pergolas and other improvements.

Oversee project progress, workmanship, costs and client communication.

Manage the construction of one speculative house annually, creating an additional revenue opportunity.

What Advertising/Marketing is carried out?

Limited formal advertising is undertaken.

Marketing relies mainly on word-of-mouth referrals and existing industry relationships.

A small local booklet is used to promote the business.

There is an opportunity for a new owner to expand marketing through social media, online advertising and a professional website.

What competition exists?

Competition mainly comes from smaller independent building contractors and local builders.

The business operates in a market with relatively fragmented competition.

Its established insurance relationships, reputation for quality workmanship and ability to handle different types of building projects provide a competitive advantage.

How could the profitability of the business be improved?

More active marketing: Increase social media activity and targeted local advertising.

Architectural relationships: Visit architects and property professionals to generate additional building and renovation projects.

More insurance work: Expand relationships with additional insurance companies, including PSG and Hollard.

Grow insurance partnerships: Approach more insurers and loss adjusters to secure additional repair work.

Build more homes: Increase the number of speculative houses constructed annually, subject to available capital and market demand.

Business development: Proactively pursue larger building contracts and higher-value alteration projects.

Give a breakdown of staff/ functions/ length of service?

1 Foreman: Supervises daily site activities and oversees the workers. Has a company bakkie.

4 General workers: Assist with building, alterations, renovations and repair work.

2 Temporary workers: Provide additional labour when project requirements increase.

Additional vehicle: A second bakkie is available for operational use.

The length of service for individual employees still needs to be confirmed.

Do any have management potential?

Just the foreman

How involved is the Owner in running the business?

The owner is involved approximately 20 hours per week, mainly focusing on quotations, client relationships, arranging materials, coordinating projects and general business oversight.

The foreman manages day-to-day site activities and supervises the workforce.

When does the current lease end?

The business currently rents a storage facility at a monthly cost of approximately R1,850. The lease expiry date and renewal terms still need to be confirmed.

What are the trading hours?

Mon - Thu 07:30 - 17:00
Fri 07:30 - 14:30

What are the main assets of the business?

The main assets included in the sale are:

Plot of land: R750,000

2018 JWT Steed: R100,000

2008 Mitsubishi Colt bakkie: R60,000

Trailer: R10,000

Compactor: R5,000

Water pump: R2,500

Tools and equipment: R20,000

Total estimated asset value: R947,500.

Strengths?

Established relationships with insurance companies and loss adjusters.

Experienced foreman and established workforce.

Owner involvement limited to approximately 20 hours per week.

Diverse services, including alterations, building contracts and insurance repairs.

Assets include vehicles, equipment and a plot valued at R750,000.

Weaknesses?

Limited formal marketing and advertising.

Reliance on referrals and existing industry relationships.

Seasonal fluctuations in construction activity.

Opportunities?

Develop relationships with additional insurers, including PSG and Hollard.

Visit architects and property professionals to generate referrals.

Increase social media and digital marketing.

Build more speculative houses annually.

Secure additional building and renovation contracts.

Threats?

Competition from smaller independent building contractors.

Rising material and labour costs.

Weather-related construction delays.

Economic conditions affecting demand for renovations and new homes.

Dependence on continued insurance relationships and contract opportunities.

What is the reason for the sale?

The owner is selling the business due to retirement, creating an opportunity for a new owner to take over an established operation with an experienced workforce and existing industry relationships.