

Acquisition Opportunity

Premier Northeast HVAC Mechanical Company Profitable, Diversified Revenue Stream, Multiple Locations

Opportunity to acquire a market leading, premier provider of heating, cooling, plumbing and maintenance services for residential and commercial customers in multiple markets.

2024 Revenue: \$9.3M

Northeast US Location

TTM EBITDA: \$1.2M

The company has built a strong reputation for high efficiency installations and enjoys an excellent reputation in its markets. Its competitive advantages include:

- **Diversified Business:** Approximately 63% residential install and combined service contracts in 2024 and expected to grow as percentage of sales. Majority of commercial is retrofit with limited exposure to new construction.
- **One Stop, Full Service Major Home Systems Maintenance Provider:** The company is a leading provider of home systems service and maintenance in two separate markets including a major university town. They have installed and serviced thousands of customers and are known to provide quality service at a fair price
- **Referral Base:** The company has invested significant resources in marketing via mailers, media and other means over the years. While they still advertise selectively, the referral base they have generated over the years currently provides more leads than current advertising.
- **Vendor Discounts:** As a result of their volume, they receive the highest discounts available from Carrier and Mitsubishi. They also receive advertising support in the form of ad share contributions.
- **Growth Opportunities:** The company is experienced in acquisition integration and has initiated discussions with local competitors regarding an exit plan.
- **Brand Recognition and Excellent Reputation:** The company uses a third-party customer feedback service with excellent results. They also have over 470 Google reviews with an average rating of 4.8/5.0 stars. The high level of referral customers, and the documented satisfaction of those customers, demonstrate their service excellence.
- **Customer Financing:** The Company offers customer financing, an attractive option for customers facing a significant expense in equipment replacement.
- **Senior Management Team:** Proven team has successfully run the business without owner interaction for long periods.
- **Leadership Development:** Continuous investment in both Senior and next level management leadership as well as training for techs via in-house training facility.

This represents a compelling opportunity to acquire a premier residential multi-service HVAC contractor in a desirable area with a exceptionally strong team. Management is confident that the company is well positioned to leverage its well-earned reputation to pursue growth. The company's turnkey operations, long-standing operating history, comprehensive systems, tenured management, and skilled labor teams present bullish opportunities to increase market share and profitability.

For more information, on **client # 22156**, please contact:

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