

# HAWAII BUSINESS FOR SALE OPPORTUNITY

## Hawaii Swimming Pool Maintenance Company

### SBA Loan Pre-qualified



#### EXECUTIVE SUMMARY

This full-service residential swimming pool maintenance service company is offered for sale due to the pending retirement of the owners. This very profitable and growing company is being offered on a fully turnkey basis.

#### INVESTMENT HIGHLIGHTS

- The average temperature in Hawaii ranges from an average low of 66 degrees F to an average high of 86 degrees F. Swimming pools are open, and the Business operates 12 months per year.
- Growing and profitable industry driven by:
  - Hawaii's consistently great weather encourages higher income people to move there which drives new home construction.
  - the ability to use the pool 365 days per year which makes this a full year business, unlike the mainland when pool services demand is seasonal.
  - the belief that having a pool increases both the value of the home and the rental rates which can be charged to the short-term vacation rental market, which many homes participate in.
- In business since 2009 it has become a well-known and preferred supplier to their market, they have consistently high customer reviews and have a growing market share.
- Excellent Gross Profit Margin
- Excellent customer loyalty and growing revenues, and profits:
  - Very strong historical sales growth – the average compounded annual sales growth ("CAGR") has averaged **13.6%/year** from 2018's sales of \$491,247 to sales of \$1.2 million in 2025.



- 2025 Seller's Discretionary Earnings of \$459,779, 38.2% of sales
- Large annual owner distributions
- Modest investment in Capex
- 6 Vehicles included in the sale.
- Their Accounts Receivable aging was an excellent 27.3 days as of 12/31/2025
- They are home based, so they have no costly lease.
- The Business is pre-qualified for a qualified Buyer to obtain an SBA 7A business acquisition loan.

## COMPANY

Listing ID: HI Pool Services

Location: Hawaii, Island Confidential

Type of Entity: LLC

Years Established: over 15 years

## FINANCIAL SUMMARY

*2025 Source: Tax Return*

Revenue: \$1,207,800

SDE: \$465,000

## OFFERING SUMMARY

Asking Price: \$1,200,000

Security Sale

Inventory included in the Price: All of a small amount of parts and chemicals

Tangible Assets (F,F&E): \$292,188, based on the 2025 tax return listing of gross Depreciable assets

Non-Compete: 5 years

Training: two (2) weeks; 30 hrs./wk.

Sale Reason: Retirement

## BUSINESS IS:

Home Based, they pay themselves no lease rent. This is a potential way to increase tax benefits.

## EMPLOYEES:

5 full time, 1 part time, excluding the two owners

## COMPETITION

Modest competition

## EXPANSION OPPORTUNITIES

- Increased Selling/Marketing. They currently do not advertise, do not have a website, and do not have a sales force. Investments in this area could provide excellent profitable growth.
- Open a retail store offering swimming pool and spa supplies and products in the local area.
- New Geographies. Expand to other parts of the island or other parts of the State of Hawaii.

## TRADING DAYS/HOURS

Monday through Saturday, 7am to 6 pm

## LICENSING REQUIREMENTS

No special licensing required

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Jansson Enterprises, LLC, dba Hawaii Business Sales, has been retained as the exclusive business intermediary in connection with a possible sale of the company. To receive a detailed Confidential Business Profile, please contact:

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