

FOR SALE: DMV-Based Specialty Subcontractor & Millwork Installer

High-quality millwork & specialty installations for commercial and government projects

Financial Overview

List Price: **\$500,000**

Gross Sales

2025	2024
\$8,251,379	\$5,358,324

Cash Flow

2025	2024
\$116,810	\$75,759

- **Multiple:** 4.3

Valuation: Cash Flow x Multiple = Valuation
 \$116,810 x 4.3 = \$502,283

Business Information

Services: Architectural millwork installation, finished carpentry, laboratory equipment & fixture installation, steel-related installation (non-fabrication), and interior fit-outs

Clients: General contractors (primary), large subcontractors / teaming partners

End markets: Commercial, government, & institutional.
 Rarely contracts directly with owners

Location: Washington, DC

Service Area: Primarily DC, Maryland, Virginia (DMV) with project experience nationwide

Year Established: 2000

Personnel: ~10 core employees including Superintendent + 1 Assistant Superintendent, Admin support (1099 + outsourced functions), with scalable union labor force

Seller Training Period: 1 to 2 years

Reason for Selling: Retirement planning / age

Growth Opportunities: Hire in-house estimator, increase direct bidding, expand bonding capacity, capture more of existing bid volume (~30 opportunities/week)

Owners Role: Involved in bidding and project oversight, manages relationships with partners and clients, supports administrative and operational functions

Designation: This business utilizes the SDVOSB

Funding Example

Purchase Price: **\$500,000**

15% Buyer Down Payment	\$75,000
15% Seller Financing	\$75,000
70% Bank Loan	\$350,000

Description

Washington, DC-based construction services subcontractor operating primarily throughout the DMV region. The Company specializes in the installation of architectural millwork, finished carpentry, and commercial fixtures and equipment, delivering services primarily on large-scale commercial, government, and institutional projects. The business focuses on high-quality installation work rather than manufacturing, with highlighted capabilities in architectural millwork, custom interior finishes, and complex field-fit installations for projects such as hospitals, stadiums, and public buildings. Work is primarily secured through general contractors and large subcontractors, with minimal direct-to-owner contracting. Operations are run from a centralized office location in Washington, DC, with no production facility required. The Company maintains 10 core employees, including a superintendent and assistant superintendent, and scales labor as needed through union partnerships and subcontractors. The owner plays an active role in bidding & estimates, overseeing project execution, while also supporting administrative functions. The owner is seeking a transition as part of retirement planning and is open to supporting a new owner for 1 to 2 years after the sale. Additionally, the seller has offered to carry 15% of the purchase price as a show of good faith in the continued success of the business post close!

Priced at **\$500,000**, this business presents an opportunity to acquire a proven subcontracting platform with immediate expansion potential. The company generates strong inbound bid flow but is currently capacity-constrained, creating clear growth opportunities through hiring an in-house estimator, expanding direct bidding capabilities, increasing bonding capacity, and internalizing financial functions.

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The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.