



The NYBB Group

Mergers & Acquisitions | Business Sales | Exit Strategies

Available for Acquisition:

HVAC Specialist

Listing ID: 1202

Acquisition Highlights

- Strong, excellent reputation, Well-established
- High customer retention rate
- Wide Customer Base

2022 Revenue: \$ 14,490,000 (Annualized)

2022 EBITDA: \$ 990,000 (Annualized)

Asking Price: \$ 3,950,000 (working capital is not included in the asking price)



Business Description

This is a premier service business engaged in the design, engineering, and installation of HVAC (heating, ventilation, and air conditioning equipment). Established in the early 80's, the business has a operational history of over 3 decades with a track record and a strong reputation for delivering exceptional, professional, and efficient services. As such, it has grown over the years predominantly through word-of-mouth referrals and is trusted by a diverse range of clients from New York's industrial, commercial and exclusive residential sectors.

The business is operated by a management team that has exceptional industry experience and career longevity in the business. Key staff members such as technicians, project managers, and estimators are also equipped with the proper qualifications, industry knowledge, and training in up-to-date practices and technologies.

For 2022 they have over \$21M in contracts as works in progress; they are currently bidding on over \$30M in work for 2022-23.

The owner is looking forward to retirement and has agreed to stay on to ensure a smooth transition to a new owner for a time period to be negotiated.

Financial Information

	2022 <small>(as of 9/30/2022)</small>	2021	2020	2019	2018
Gross Revenues:	\$ 10.9 Mil	\$ 7.4 Mil	\$12.7 Mil	\$ 13.3 Mil	\$ 9.7 Mil

2022 Approx EBITDA: \$ 745,000 (as of 9/30/2022)



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