

FOR SALE: B2B Demo Company with Long Term Clients

Niche focus on Airport and School Districts!

Financial Overview

List Price: \$3,550,000

Gross Sales

| 2024 | 2023 | 2022 |
|-------------|-------------|-------------|
| \$3,240,576 | \$2,741,910 | \$2,352,087 |

Cash Flow

| 2024 | 2023 | 2022 |
|-----------|-----------|-----------|
| \$849,088 | \$690,915 | \$489,545 |

➤ **Profit Margin:** 26%

Assets

Vehicles & Trailers: \$345,155

Equipment: \$165,627

AR: \$816,269

Low Asset & CapEx for this industry

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Services: Demolition including floor, ceiling, & drywall removal. Dust protection, concrete cutting and removal, and dumpster rental. No total demolition of buildings

Clients: General contractors, and business owners. 40-45% Airport, ~30% Commercial, ~20% Municipalities: Schools Districts, ~1% Homeowners

Location: Denver, CO

Staff: Sr. Estimator, Jr. Estimator, Safety Coordinator, Head Foreman, 4 Foreman, Dumpster driver, and additional field labor

Lease: Spacious 12,000 sq ft warehouse/ office space with equipment storage and 3 offices

Reason for Selling: Moving

Owner Role: Active in the daily operations providing general oversight to the team, financial review, and high level project management

Seller Training Period: 1 year

Growth Opportunities: Geographical expansion, hiring additional labor, implementing a marketing campaign

Year Established: 2009

This business carries WBE designations

Funding Example

Purchase Price: \$3,550,000

| | |
|-------------------------------|-------------|
| 10% Buyer Down Payment | \$355,000 |
| 10% Seller Financing | \$355,000 |
| 80% Bank Loan | \$2,840,000 |

Description

Services include full demos down to studs, concrete demolition (including vault walls and slab on grade), and minor exterior work such as sidewalks and asphalt. The company also operates a dumpster rental division. There is no renovation or build-back work—strictly demolition and debris removal. This business specializes in commercial demolition, approximately 30% of projects are commercial, 20% are for city and county entities (notably Denver Public Schools), and the remainder is airport-related. Homeowner projects are rare, accounting for less than 1% of business. Key personnel include a senior estimator, estimator, safety coordinator, dumpster driver, head foreman, four additional foremen, and a team of laborers. The business is based in the Denver metro, Colorado, operating from a central office and warehouse. The facility spans 12,000 square feet of office and warehouse space which is used for office operations, equipment, and material storage, and includes break rooms for staff and crews. The owner is active in the day-to-day spending time on project management, client communication, scheduling, and contract paperwork. The seller is moving out of state but has offered to remain in the business for 1 year for a successful transition. Additionally, the seller has offered to carry 10% of the purchase price as a show of good faith in the continued success of the business moving forward.

Priced at **\$3,550,000**, a 10% down payment can return \$318,327 in the first year after debt payments. The assets include over \$345,000 in vehicles and trailers, and over \$160,000 in equipment. The business has experienced year over year growth and is primed for a new owner to step in and continue this trend.

- CONFIDENTIAL -

Last Revised: BV 9.10.2025

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.