

FOR SALE: GC Management of Tenant Buildout: All Labor is Subcontracted

Project Management of Buildout: No Self Performed Labor – Remotely Owned!

Financial Overview

List Price: \$1,495,000

Gross Sales:

2023
\$3,716,714

Cash Flow:

3-year Average (20,22,23)
\$533,762

- **3 Yr. Cash Flow x multiple = Fair Market Valuation**
 $\$533,762 \times 2.8 = \$1,494,533$
- **Very Low Multiple of only 2.8!!**
- **Equipment & Auto:** \$192,527 making a very low capex!

Business Information

Services: All commercial, 100% of labor is subcontracted out – mostly remodel, tenants in strip centers & office spaces, warehouses, distribution centers.

Clients: Business Owners such as Leslie Pool and Michaels are two of their long tenured, repeat clients.

Lease: Relocatable: No physical location – low overhead!

Service Area: Nationwide

Personnel: 2 – 1 FT office admin, 1 FT supervisor + 1099's as needed for different jobs

Year Established: 1993

Reason for Selling: Retirement planning

Seller Training Period: 1 year

Current Owners' Responsibilities: Project oversight, client relations

Growth Opportunities: Expand online presence/marketing – none currently being done; work with GC's/property managers to pick up more jobs and maintenance contracts

Funding Example

Purchase Price: \$1,495,000

10% Buyer Down Payment	\$149,500
15% Seller Financing	\$224,250
75% Bank Loan	\$1,121,250

A 10% down payment of \$149,500 returns \$329,889 in the first year after debt payments! A 220% return on investment!

Description

This remotely operated commercial remodel and renovation business is working for repeat, long tenured clients across the United States, such as Leslie Pools and Michaels! Established in 1993, they have high levels of repeat customers and referral-based work. There is a strong backlog for 2024 and there is no self-performing labor! With their clients and contractors across the country, they utilize a vetted group of regional contractors that they have had for many tenured years. This business is fully relocatable and can be managed from anywhere, the owner handles project oversight and client relations. The seller is looking to retire, but to make the transition process as easy as possible, he has offered a training period of up to 1 year for a new owner, plus he is willing to carry a 15% promissory note. The W2 staff consists of 1 office administrator and 1 supervisor. Although there is no inventory to manage, the seller does have equipment and vehicles used for minor alterations – these assets have been valued at \$192,527 resulting in a very low capex!

Priced at **\$1,495,000**, a 10% down payment of \$149,500 returns \$329,889 in the first year after debt payments! A 220% return on investment! This business would be an ideal opportunity for a new entrepreneur looking to buy a business with tenured established, no equipment needed. This could also be a good fit for a strategic buyer wanting to expand their geographic client base or expand into the commercial space. Either way, with their long-standing reputation for customer service and flexibility, extensive growth opportunities, and streamlined operation this business has an excellent foundation to expand upon.

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