

Kentuckiana Area HVAC Company for Sale

Client #: H-N1830

Summary:

In business for 30+ years, this Kentuckiana area HVAC company serves southern Indiana and Louisville, Kentucky. The company sells, installs, and services heating and air conditioning systems. Heating systems include furnaces, heat pumps, garage heaters, and geothermal. Air systems include air conditioners, indoor air quality systems, air handlers plus comfort controls and solar systems. Company client mix is 80% commercial and 20% residential. The company offers commercial clients design-build engineering services. All clients receive preventative maintenance and tune-ups.

This Kentuckiana area HVAC company is an authorized dealer and installer for several major equipment brands. The technicians are not only experienced installers, but they are also factory trained and NATE certified. As a result, they can install industrial equipment as well as residential and commercial systems. Fully equipped company trucks help service calls run smoothly.

High-Quality Customer Care

Providing the highest quality of customer service is the main focus of this successful HVAC company. They do this by:

- Providing customers with estimates
- Making sure customers understand their estimates
- Being on time to jobs
- Keeping job sites safe and clean
- Running installations and service calls as smoothly as possible

Of course, making sure the client is happy with the work is a priority. They do this in two ways. To begin with, they guarantee all work. Then they perform follow-up visits. This attention to customer service pays off. This Kentuckiana HVAC company has a strong base of repeat clients. In fact, many clients are long-term! These happy clients write rave reviews and tell their friends. As a result, the HVAC company gets new clients through referrals.

Currently, the Seller runs the company out of a 16,000 square foot facility located on 1.5 acres of land. As the owner, the Seller would sell the real estate at fair market value or lease it for negotiated terms.

If you already own an HVAC business, this is a great way to expand. If you are looking to enter the field, everything is in place for success. In other words, this is an opportunity you won't want to miss out on!

Reason For Sale: The Seller is retiring.

Location: Far South-Central Indiana and Louisville, KY

Asking Price:

the unique nature of the business and the variety of acquisition structures that the Seller is willing to entertain, it is assumed that the Purchaser and/or Purchaser's advisor (s), will possess sufficient financial sophistication to determine value and submit an offer to purchase.

Financial Information:

2019 Budgeted Sales = \$3,067,576 and CF = \$437,755

2018 Sales = \$3,051,786 and Cash Flow = \$179,022

2017 Sales = \$3,013,626 and Cash Flow = \$645,299

Cash Flow = net income + depreciation + amortization + interest + officer's direct & indirect compensation + non-recurring expenses

Training & Transition Information:

The Seller is willing to train and transition the Purchaser for a mutually agreeable time period immediately following closing.

Equipment Information:

The equipment is in excellent working order. A detailed list of assets included in the sale is available upon request.

Real Estate Information:

The Seller owns the real estate. The business facility is approximately 16,000 square feet on 1.5 acres of land. The real estate is valued at approximately \$650,000. The Seller is willing to sell the real estate for fair market value or lease it for terms to be negotiated.

Employee Information:

There are 20 employees. With the exception of the Seller, it is not anticipated that there will be any employee turnover as a result of a sale.

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