Heating and air conditioning services company

Central North Carolina | Residential and light commercial | Owner retiring

An owner-managed company, in business for more than 20 years, that services, repairs and replaces heating and air conditioning systems for homeowners and for small commercial buildings. About four fifths of its work is for homeowners. It also installs systems in new homes for a homebuilder.

Highlights

- Revenue of $3.06 million in FY2025, up 7.0% from the prior year, at a gross margin of 47.0%.
- About 3,900 active households and about 85 commercial sites.
- Recurring revenue from a homeowner maintenance plan, with a renewal rate of about 85%, and from commercial maintenance contracts.
- Five service lines: residential repair, maintenance plans, system replacement, commercial service and installation, and new construction.
- Authorized dealer for its main equipment brand.
- Long-serving managers. Technicians are employees, not subcontractors.

Financial snapshot

	FY2023	FY2024	FY2025
Revenue	$2.63 million	$2.86 million	$3.06 million
Gross margin	45.2%	46.3%	47.0%
EBITDA (before add-backs)	$316,000	$353,000	$413,000
SDE (proposed)	$540,000	$618,000	$652,000

Figures are from the seller's compiled statements, which are not audited. SDE (seller's discretionary earnings) is a proposed figure: it includes add-backs put forward by the seller that are still to be confirmed. It is shown before the cost of a part-time bookkeeper to replace the owner's spouse.

Growth ideas from the seller

- Add a third install crew: some replacement work is turned away in July and August.
- Sell more commercial maintenance contracts: the company has never had a salesperson for them.
- Add plumbing, which customers ask about every week.

The sale

The owner is retiring and would stay full-time for 6 months after a sale and part-time for up to another 6 months. The sale includes the trade name, customer list, maintenance agreements, commercial contracts, work vehicles, equipment and inventory. The premises are leased, and the real estate is not included.

To learn more, contact [BROKER CONTACT NAME] at [BROKER NAME]: [BROKER PHONE], [BROKER EMAIL].

The information in this summary was supplied by the seller and has not been independently verified. It is not an offer to sell and gives no opinion on what the business is worth. The name of the business and further information are released only after a confidentiality agreement is signed.