

## Acquisition Opportunity

### Swimming Pool Service and Construction Company

A very successful swimming pool service and construction company catering to ultra high-income homeowners is being offered for sale in Northern California. This 45-year-old business is consistent year over year and is well managed with a capable and loyal team. The owners are retiring to enjoy leisure time with their families and other interests. This is an excellent opportunity for a buyer that desires to gain a foothold in their market and grow the service side of the business.

The business has been a leading name in its industry for over 45 years and continuously set the standard for excellence in pool design, construction, and maintenance. The owners have built a solid reputation for delivering exceptional quality and customer satisfaction.

An asset sale is preferred, and the owners wish to realize a sale value of \$4,200,000.

The company offers comprehensive maintenance services to ensure that every pool remains in pristine condition year-round. From regular cleanings and inspections, to repairs and renovations (remodels), the company's team of experts is dedicated to keeping pools safe, clean, and beautiful for years to come. With a team of experienced pool builders and technicians, the company has successfully completed numerous projects in residential and commercial installations.

They take pride in their innovative approach to pool design, incorporating the latest technology and trends to create stunning and functional aquatic spaces. Whether it's a luxurious backyard oasis or a state-of-the-art community pool, the company's designs are tailored to meet the unique needs and preferences of each client.

Summary Financials	2019	2020	2021	2022	2023
<b>Total Income</b>	<b>7,195,617</b>	<b>7,415,473</b>	<b>8,198,736</b>	<b>9,246,189</b>	<b>7,345,086</b>
<b>Cost of Goods Sold</b>	3,168,754	3,180,961	3,901,290	4,210,123	2,721,341
<b>Gross Profit</b>	4,026,863	4,234,512	4,297,447	5,036,066	4,623,745
<b>Expenses</b>	3,360,346	3,495,156	4,182,827	4,283,034	4,286,274
<b>Net Operating Income</b>	666,517	739,356	114,620	753,032	337,471
<b>Other Income/Expense</b>	0	-11,770	487,856	-5,740	-19,773
<b>Net Income</b>	666,517	727,586	602,475	747,292	317,698
<b>Adjustments to Net Income</b>	324,443	318,272	14,333	339,821	367,211
<b>Adjusted EBITDA</b>	<b>990,960</b>	<b>1,045,857</b>	<b>616,808</b>	<b>1,087,113</b>	<b>684,909</b>

YTD 2024 total invoiced and projected sales are over \$4,700,000 with significant additional work expected throughout the year. Based on historical activity, the owners believe that 2024 will be an excellent year.

For additional information please contact:

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