

**HOME-BASED AWARD WINNING RESIDENTIAL
REMODELING COMPANY IN HOUSTON****Listing ID #: 8188
Listing Agent: Fernando Saldivia****General Information**

Year Established: April, 2007
Year Acquired: April, 2007
General Location: Houston - NW
Employees: FT: 1 PT: 0 Contract: 50 Owners: 1
Operating Hours: 6 days, Mon - Sat 8am - 5pm

Reason for Sale: Owner's health

Facilities

Type: Home-Based Business
Size: N/A
Rent/Mo: \$0
Lease Expires: N/A
Renewal Option: N/A
Security Dep: \$0
Land Area: N/A
CAM \$0 Taxes \$0 Ins. \$0

Business Summary

This full-service residential remodeling company serving Northwest Harris County is on the market due to owner's health deteriorating. The company holds a Better Business Bureau A+ accreditation as well as 2014/2015/2016 Angie's List Super Service and 2015/2016/2017/2018 Best of Houzz Service awards winner. Their strength comes from personalized service, loyal client base, and 40-50 subcontractors that will stay with company. Top remodeling services are Kitchen & Bathroom, Room Additions, Roof, Cabinetry & Wood Work, Flooring and Painting. Over 70% of new business is word of mouth and referrals, 20% social media. High potential to grow revenue by using lead generation companies like Home Advisor. Easily expand service area as owner chooses to only work a 10-15 mile radius. Revenue declined in 2018 due to owner unable to do as many estimates. Adding a commissioned estimator can quickly take revenue back to 2017 level (\$507K). Owner willing to stay on up to 6 months to ensure a smooth transition.

Assets Included All assets of the business except exclusions. See list of equipment in file.

Assets Excluded Cash, Accounts Receivable, Deposits and Personal Items.

Assets Leased None

Growth Potential Hire commissioned estimators. Hire more jobsite managers. Expand to other neighborhoods in the area, use lead generation companies and direct mail advertise.

Financial Summary

Business Price: \$159,500
Real Estate Price: \$0
Net Liquid Assets: \$0
Total Investment: \$159,500
Down Payment: \$159,500

Gross Revenue: \$315,900 (Actual)
Discretionary Earnings: \$105,648 (Actual)
FF&E: \$15,000
Inventory at Cost: \$3,000
Auto & Truck: \$0

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