



M&A Advisor: Paula Kruger
Email: pkruiger@iagmerger.com
Direct: 720-218-4005
Corporate: 800-788-7377
Fax: 469-574-7830

SUMMARY

[KC Metro Pool Contractor with Booming Business!](#)

Listing ID: 37818

Prequalified at full asking price by a preferred lender! Over \$1M in profit! Servicing the Kansas City Metro and beyond, listing specializes in commercial and residential in-ground pool construction, plus the retail sale of chemicals, pumps, filters and heaters amongst others. Also providing a servicing department skilled in openings, closings, inspections, pool maintenance and repairs; business preserves long-term partner relationships and can be relocated within the radius. Boasting a giant gross sales increase over a three-year average and \$5.6 Million in contracted WIP already booked for the next 18 months, company is experienced with a strong reputation dating back over 35 years. Profit Margins for 2021 rose to 40% with Total Revenues of \$4,263,846 and Discretionary Earnings reaching \$1,683,121 alongside EBITDA's of \$1,440,621. 2022 continues to be a strong year with revenue targets on par with '21. With no customer concentration issues, they offer one-year warranty on parts and labor, listing is flexible to make optimizations and further industrial growth. Reliable personnel of thirteen nonunion employees are most likely to remain post-purchase and continue ongoing operations and seller is available up to 3 years if desired. The prime 14,000 square foot facility features a storefront, showroom, warehouse and pre-production area is surrounded by parking lot and in excellent condition. Benefited by high traffic visibility and commercial zoning to handle additional capacity, the property is available for leasing. Besides maintaining a website and ample contractor networks, marketing efforts center on backing the verbal referrals from their large and recurring customer base through quality and superior products.

ESSENTIALS

- Asking Price: **\$4,900,000.00**
- Type of Sale: Asset or Stock
 - Receivables: \$1,754,685
 - Equipment: \$98,500
 - Inventory: \$100,000
- Business Type: Misc. Retail Stores
 - Type of Company: C - Corporation
 - SIC Code: 5999
- Inception: Started 1984; Acquired in 2007.
- Annual Turnover Rates:
 - Receivables: 2.4x per year.
 - Inventory: 38.6x per year.
 - Assets: 1.7x per year.
- ✓ Average Annual Growth Rate of 14%!



This information is provided for discussion purposes only. No representation is made by Broker as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction that the information provided is substantially representative of the business activity.