

BUSINESS FOR SALE

Commercial HVAC Installation

Lower Mainland, BC

Opportunity

Long established business specializing in the installation of commercial HVAC and duct systems for commercial and residential projects throughout Metro Vancouver. The Company works with major developers and has completed many high-rise multi residential projects in the Lower Mainland.

Business Details

- ▶ In business for over 30 years
- ▶ Provides HVAC and duct work installation services for commercial and multi-residential development projects in the Lower Mainland
- ▶ 7,700 SF fabrication facility
- ▶ Long term client relationships with high level of repeat business
- ▶ \$14,000,000 of signed contracts for the next 2 years
- ▶ SMACNA member company

Financials

Year	Revenue	EBITDA
2018	\$5,935,000	\$1,015,109
2019	\$5,366,000	\$1,013,452
2020 (F)	\$6,400,000	\$2,000,000
2021 (F)	\$7,300,000	\$2,250,000

Alf Sanderson*

Vice President
604 691 6646
alf@naicommercial.ca

*Personal Real Estate Corporation

Delon Cheung*

Senior Associate
604 691 6654
delon@naicommercial.ca

*Personal Real Estate Corporation

NAICommercial

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Business Summary

Sale Type

Share sale

Property

Property consist of two industrial strata units totaling approx. 7,700 sq.ft with additional mezzanine space.

Transition

The vendor will ensure a suitable transition

Staff

Ranges from 20 to 35 employees (includes 2 managers and a team of project foremen). SMACNA member company and affiliated with local union 280.

Price

Business \$4,900,000 (inc \$500,000 working capital)

Property \$1,980,000

Total \$6,880,000

NAI Commercial
1075 W Georgia St, Suite 1300
Vancouver, BC V6E 3C9
+1 604 683 7535
naibusinesses.ca