

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 4184 Remodeling Specialist

Description. For nearly 40 years this Construction Company has been building additions to homes and remodeling, kitchens, basements, bathrooms as well as other residential and light commercial projects in the Greater Cincinnati area. During that time, they have developed a reputation for quality and professionalism. Many of their projects are referrals and repeat business from satisfied customers.

Niche. The Business remodels homes and is considered one of the premier remodelers of older homes some of which were built over a hundred years ago. Their staff includes a small group of experienced craftsmen with many years of expertise. They have established a broad network of contractors that specialize in drywall, electrical, HVAC, plumbing, bricklaying, framing, and others which allow them to take on challenging projects.

Opportunity. The owner is selling a reputable brand and business model that has significant growth opportunity.

Financial. Annual revenues have ranged from \$1.6 million (2020) to \$2.6 million (2018). Material costs are steady in the 30% of revenue range. Labor and sub-contractor expenses are the largest cost categories.

Management; Employees. The owner actively manages the business, creates estimates and bids on work. He oversees active jobs but is not active in the remodeling work itself.

Facility. The owner owns a building where the office is located. It also houses another business that is complementary and could also be for sale if desired by a buyer. The office could be moved or remain in the facility which is also available for sale.

Competition. There are a lot of remodelers that offer similar services, although few have the expertise or reputation to remodel older homes.

Reason for Sale. The owner is ready to retire after any reasonable transition period.

Asking Price. Please contact us to discuss price and terms.

To Learn More: If you or someone you know could be interested, please contact us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and Buyer Profile.

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