The NYBB Group
Mergers & Acquisitions | Business Valuations | Exit Strategies

Available for Acquisition
Engagement ID: 1547

Nassau County HVAC Company

Acquisition Highlights

- **Strategic Add-On or Standalone Opportunity:** Attractive acquisition for both strategic HVAC operators seeking geographic expansion and owner-operators looking to capitalize on existing market demand.
- **Diverse Revenue Streams** – Revenue generated from system installations, replacements, repairs, maintenance services, and indoor air quality upgrades.
- **Immediate Growth Opportunity** – Significant untapped demand exists, with demand consistently exceeding the company's current capacity, creating opportunities for immediate expansion.



2025 Revenue: $1,141,941

Asking Price: $950,000

Business Description

Well-established HVAC contractor primarily serving Suffolk and Nassau County, New York. The company specializes primarily in residential heating, air conditioning, and indoor air quality services, while also completing select commercial work. Revenue split is approx. 90% / 10%. The business has built a strong local reputation through decades of service, competitive pricing & local availability

The company employs 2 techs and 1 helper, the owner also works in the field handling installations. They operate with an efficient fleet consisting of 2service vans, 1 pickup truck, and 1 box truck, providing just enough capacity to service a broad customer base throughout its market area. The business benefits from a loyal and recurring customer base, driven by repair, replacement, maintenance, and system upgrade work across both heating and cooling applications. They do not advertise heavily, most business obtained by word of mouth.

The owner is approaching retirement, but plans to stay on for at least 1 year, creating an attractive acquisition opportunity for a strategic buyer or individual operator. Significant growth potential exists, as the owner regularly turns away new projects because of capacity constraints and workload limitations. A new owner could accelerate revenue and profitability through additional staffing, expanded marketing efforts, and increased service capacity while leveraging the company's established market presence and strong reputation.

YEAR	2025	2024	2023
Gross Revenue:	$ 1,141,941	$ 1,154,162	$ 1,230,390
SDE:	$ 355,747	$ 362,224	$ 377,347

Anthony Citrolo, Managing Partner
CPA, CEPA, CM&AA
(516)346-5272
anthony@thenybbgroup.com

www.thenybbgroup.com

Karen Libby
Engagement Manager
(516)346-5271
karen@thenybbgroup.com