

Lone Star Pool Service, LLC

BUSINESS SNAPSHOT

Residential pool cleaning and repair, 14 years operating, 9 employees, ~620 recurring weekly accounts. TTM revenue \$1,480,000. Owner works ~45 hrs/week in sales and scheduling.

Reported net income

\$212,000

Normalized SDE

\$398,000

Normalized EBITDA

\$318,000

INDUSTRY MULTIPLE RANGE

2.6x – 3.4x SDE

Based on NAICS 561790 comparables at \$1M–\$2M revenue.

ESTIMATED VALUE RANGE

\$1,035,000 – \$1,353,000

Midpoint about \$1,190,000.

WHERE THIS BUSINESS SITS IN THE RANGE, AND WHY

Middle. Recurring weekly routes and low churn (about 6% a year) push it up. Holding it back: the owner handles all sales and scheduling, and two service trucks are past 200,000 miles.

THREE WAYS TO INCREASE THE MULTIPLE

1. **Hand off scheduling.** Promote the lead tech to route manager, and move scheduling into the routing software for 6 months before listing.
2. **Put routes under contract.** Convert weekly accounts to 12-month service agreements with autopay, starting with the top 200.
3. **Clean up the books.** Move personal vehicle and phone costs off the business, and close each month within 15 days so buyers can see clean monthly P&Ls.

This is not a formal valuation.

This is an informational decision aid only. It is not a certified appraisal, formal valuation, or opinion that can be relied upon by any third party. Multiples are based on publicly available market data and comparable transactions for the stated NAICS and size. Results are estimates. You must obtain independent professional advice before making any offer or decision. By proceeding you release LiteQoE from all liability related to this analysis.

Know before you buy.