BRENTWOOD GROWTH

Case Study

Virginia HVAC Company Partners with Brentwood Growth for Successful Retirement Transition



About Family Air Heating & Cooling



Founded in 2007, Family Air Heating & Cooling established itself as a trusted HVAC service provider in Alexandria, Virginia. For 18 years, owner Warren Harlow built a reputation for honesty, expertise, and exceptional customer service in the community.

What set Family Air apart in the competitive HVAC market was their commitment to customer-focused service. The company became known for their quick response times, competitive pricing, and high-quality workmanship. Warren's approach emphasized repairing rather than unnecessarily replacing older systems, saving customers money while building lasting trust.

Despite being a small operation, Family Air cultivated a loyal customer base who appreciated their local, responsive, and affordable service. Customers consistently praised Warren's friendly demeanor, technical expertise, and ability to diagnose and fix issues promptly—often within hours of the initial call.

Over nearly two decades, the business generated steady revenue while maintaining its commitment to honest service and community values.

Results

After a successful run with his business, Warren decided it was time to plan for retirement. He turned to Brentwood Growth to guide him through the complex process of selling his HVAC company.

Brentwood Growth made the transition process both understandable and achievable for Warren. By effectively marketing Family Air to their extensive network of potential buyers, Brentwood identified qualified candidates who recognized the value in the company's reputation and customer base.

Throughout the negotiation process, Brentwood provided crucial support to ensure Warren received fair value for the business he had built. Their expertise in the HVAC industry and business valuation proved invaluable in securing favorable terms that aligned with Warren's retirement goals.

The partnership with Brentwood Growth resulted in a successful sale that honored Family Air's legacy while allowing Warren to confidently transition into retirement.

What The Seller Had To Say

"After a great run with my business, I was ready to retire. Brentwood made the process understandable and doable. They identified buyers by marketing our business to their network and then helped us through the negotiation process. They are very knowledgeable, and they work to get the best deal done for you! I would recommend Brentwood to anyone looking to sell their business."

- Warren Harlow

Former Owner of Family Air Heating & Cooling

About Brentwood Growth

Brentwood Growth assists home service and facility management business owners wanting to sell all or part of their business. We assist in valuation, transaction structure, marketing the business, leveraging our network of institutional buyers and managing due diligence / legal process to close.

Our fees are 100% performance-based paid at close of transaction.

Our experienced advisors offer comprehensive business valuation services, combining financial and operational expertise with a deep understanding of business ownership and company acquisitions. We have also been on the buy and sell side of many transactions.

This blend brings knowledge, experience, and value to a sale, purchase, or consulting relationship.

Schedule a complimentary business valuation consultation with one of our trusted advisors.

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