BRENTWOOD GROWTH

Case Study

Brentwood Growth Helps Denver Home Services Leader Successfully Exit Amid Industry Consolidation



About Horizon Services



Horizon Services is a residential HVAC, plumbing, and home services company that operated in the Denver, Colorado market for 28 years under the leadership of owner Tom Wolvin.

After 28 years in the Denver market, Tom recognized that the home services industry was rapidly consolidating, with larger private equity-backed platforms entering the space. Strategically, it felt like the right time to align with a larger organization that could continue scaling the business, support the team, and build on the foundation created over many years. On a personal level, the timing also allowed Tom to create additional flexibility to spend more time helping care for elderly family members. The process gave him confidence that the company, employees, and customers would continue to be well positioned for long-term success.

Brentwood Growth Results

Brentwood Growth added value across four key areas: valuation expertise, buyer identification, negotiation support, and due diligence management. Ed Henry was exceptional throughout the transaction — his communication, responsiveness, guidance, and availability during negotiations, due diligence, and closing made a major difference in helping successfully complete the sale while significantly reducing stress during the process.

What stood out most to Tom was Brentwood's professionalism, transparency, and strategic guidance throughout. Their combination of valuation expertise, operational understanding, private equity transaction experience, and business owner coaching proved extremely valuable.

What The Seller Had To Say

"Brentwood Growth helped make a very complex transaction feel organized, manageable, and well-executed from start to finish. I am extremely grateful for the guidance and support Brentwood Growth provided."

- Tom Wolvin

Former Owner, Horizon Services

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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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