EXIT READINESS FOR CONSTRUCTION COMPANIES

Construction companies that run without the owner *sell for more.*

We find and fix what buyers discount in a construction company before it goes to market, working alongside the owner and the broker. The broker sells it. We make it worth what it's listed for.

PROOF / WE'VE BUILT ONE AND SAT ACROSS THE TABLE

CONSTRUCTION / BUSINESS SCALING

10× GROWTH

$800K to $8M
ANNUAL REVENUE

13 to 84
EMPLOYEES

Five years under our founder's leadership: crews, estimating, project execution and the management layer that let the company grow past its owner.

BUYER'S SIDE / APPAREL COMPANY

$400K PAID

$875K
ASKING PRICE

Paper
RECORDS AND INVENTORY

We assisted the buyer in negotiations. Every missing system gave the buyer a reason to pay less. **That is the discount we remove for sellers.**

WHO WE WORK WITH

- General contractors and specialty subcontractors
- Concrete, excavation and site preparation
- Heavy civil and underground utilities
- Plumbing, electrical and HVAC
- Roofing, framing and structural steel
- Landscaping and property maintenance

Typically **$1M to $10M in revenue**, owner-led, across Michigan and the Midwest.

HOW IT WORKS

01
FREE 48-HOUR READ
Send a confidential summary. We sign your NDA and tell you if the value gap is fixable.

02
VALUEMAP
A two-week, owner-paid diagnostic: scores, buyer objections and the fixes worth the most.

03
FIX
We work inside the company for 6 to 12 months, reporting monthly to owner and broker.

04
THE BROKER SELLS
A buyer-ready record. The broker runs the sale; we support diligence.

Historical results as reported by the businesses involved. Improvements, a sale and a sale price are not guaranteed.

THE CONSTRUCTION DISCOUNT LIST

Nine risks that cut the price. *We fix them first.*

01	**THE OWNER RUNS EVERY JOB** He bids, schedules, walks every site and holds every relationship.	OUR FIX A field operations lead and an estimator who run jobs and bids without him.
02	**BONDING RESTS ON THE OWNER** Surety bonds usually depend on the owner's personal indemnity. A buyer must replace it or lose bonded work.	OUR FIX Company-level financials a surety trusts, and an early plan for the indemnity handoff.
03	**THE LICENSE LEAVES WITH HIM** The contractor license or qualifier is often the owner personally.	OUR FIX A second qualified license holder in place before the sale.
04	**WIP THAT DOESN'T ADD UP** Sloppy percentage-of-completion and over/under billing make earnings look unreliable.	OUR FIX A monthly WIP schedule a construction CPA would sign off on.
05	**THIN OR CONCENTRATED BACKLOG** Unsigned work, unknown margins, or one general contractor at 40% of revenue.	OUR FIX A backlog report by job and margin, and a broader customer base.
06	**SAFETY RECORD** A high experience modification rate (EMR) or OSHA history can keep the company off bid lists.	OUR FIX A documented safety program, training records and a plan to bring the EMR down.
07	**TIRED FLEET** Old equipment and deferred maintenance the buyer will have to fund.	OUR FIX A fleet list with age, hours and condition, maintenance records, and an appraisal before listing.
08	**RETAINAGE AND CALLBACKS** Cash stuck in retainage and warranty work that follows the sale.	OUR FIX Retainage tracked and collected, and a callback log with a warranty reserve.
09	**NO RECURRING REVENUE** Every month starts at zero. Buyers pay the most for predictable service work.	OUR FIX A maintenance agreement program for the mechanical trades, with renewals on record.

OUR PROMISE TO BROKERS

- We never contact your buyers.
- We never list or market the business.
- Our fees are paid by the owner, never from your commission.
- We'll sign a referral protection agreement.

THE NEXT STEP

Have a construction listing that should have sold?

Send a confidential summary. We sign your NDA and answer within 48 hours. **Tory Welsh, Founder and CEO | (586) 651-3677 | tory@prexnova.com**