

Bizminer® Vestimate™ Market

Oct 2019

NAICS 238220: Plumbing, Heating, and Air-Conditioning Contractors

Market Area: 3.0 miles from 3200 Market Street, PA 17011 USA

Median Earnings Approach Value Class: All



Industry Average Comparison Basis

Discretionary Owner Earnings: 10.76%

Average Annual Sales Growth 2016-2018: 8.42%

Business operations on the Vestimate map:

#1 Roto-Rooter Plumbing & Water Cleanup

Zip 17011 miles from market center-point: 0.33

Median Sales Approach Value: \$717,530

Median Earnings Approach Value: \$562,049

#2 JM Mechanical LLC

Zip 17011 miles from market center-point: 0.50

Median Sales Approach Value: \$324,467

Median Earnings Approach Value: \$273,495

#3 Lynch Mechanicals

Zip 17011 miles from market center-point: 1.27

Median Sales Approach Value: \$324,467

Median Earnings Approach Value: \$273,495

#4 Cline's Plumbing & Heating

Zip 17011 miles from market center-point: 1.30

Median Sales Approach Value: \$239,177

Median Earnings Approach Value: \$202,886

#5 Leggett Inc

Zip 17011 miles from market center-point: 1.30

Median Sales Approach Value: \$928,327

Median Earnings Approach Value: \$736,358

#6 Shreiner Air Conditioning Heating & Plumbing

Zip 17011 miles from market center-point: 1.34

Median Sales Approach Value: \$159,451

Median Earnings Approach Value: \$130,287

#7 Pronto Plumbing

Zip 17011 miles from market center-point: 1.38

Median Sales Approach Value: \$558,079

Median Earnings Approach Value: \$437,149

#8 Farr Tech Heat-Eden Pure

Zip 17011 miles from market center-point: 1.44

Median Sales Approach Value: \$247,392

Median Earnings Approach Value: \$207,081

#9 Temptech Inc

Zip 17043 miles from market center-point: 1.73

Median Sales Approach Value: \$907,106

Median Earnings Approach Value: \$955,091

#10 Cropf Brothers Inc Plumbing

Zip 17011 miles from market center-point: 1.74

Median Sales Approach Value: \$239,177

Median Earnings Approach Value: \$202,886

#11 Delauder Mechanical LLC

Zip 17043 miles from market center-point: 1.85

Median Sales Approach Value: \$324,467

Median Earnings Approach Value: \$273,495

Business operations on the Vestimate map:

#12 Frey Mechanical Group

Zip 17043 miles from market center-point: 1.87

Median Sales Approach Value: \$324,467

Median Earnings Approach Value: \$273,495

#13 Dennis L Boyer Mechanical Services

Zip 17043 miles from market center-point: 1.87

Median Sales Approach Value: \$162,233

Median Earnings Approach Value: \$131,689

#14 Drain Doctors

Zip 17011 miles from market center-point: 1.92

Median Sales Approach Value: \$478,354

Median Earnings Approach Value: \$374,699

#15 Morin Co

Zip 17011 miles from market center-point: 1.94

Median Sales Approach Value: \$243,350

Median Earnings Approach Value: \$205,121

#16 Roto-Rooter Plumbing & Water Cleanup

Zip 17043 miles from market center-point: 1.95

Median Sales Approach Value: \$1,326,181

Median Earnings Approach Value: \$1,051,940

#17 SMR Mechanical LLC

Zip 17043 miles from market center-point: 2.00

Median Sales Approach Value: \$324,467

Median Earnings Approach Value: \$273,495

#18 Rick Barr Plumbing Inc

Zip 17011 miles from market center-point: 2.00

Median Sales Approach Value: \$79,726

Median Earnings Approach Value: \$65,143

#19 Donley AC Heat

Zip 17043 miles from market center-point: 2.09

Median Sales Approach Value: \$82,464

Median Earnings Approach Value: \$84,561

#20 Afs Energy Systems

Zip 17043 miles from market center-point: 2.15

Median Sales Approach Value: \$1,349,320

Median Earnings Approach Value: \$1,057,348

#21 Capital Plumbing

Zip 17011 miles from market center-point: 2.19

Median Sales Approach Value: \$239,177

Median Earnings Approach Value: \$202,886

#22 Roto-Rooter Plumbing & Water Cleanup

Zip 17043 miles from market center-point: 2.26

Median Sales Approach Value: \$717,530

Median Earnings Approach Value: \$562,049

Business operations on the Vestimate map:

#23 H H Service Co Inc

Zip 17055 miles from market center-point: 2.39

Median Sales Approach Value: \$823,041

Median Earnings Approach Value: \$1,039,594

#24 Achieve Energy Solutions, LLC

Zip 17055 miles from market center-point: 2.57

Median Sales Approach Value: \$243,350

Median Earnings Approach Value: \$205,121

#25 Leidigh's Heating & Air Conditioning

Zip 17025 miles from market center-point: 2.75

Median Sales Approach Value: \$164,928

Median Earnings Approach Value: \$133,087

#26 Buzz's Air Conditioning

Zip 17025 miles from market center-point: 2.86

Median Sales Approach Value: \$164,928

Median Earnings Approach Value: \$133,087

#27 Scientific Air Conditioning

Zip 17050 miles from market center-point: 2.94

Median Sales Approach Value: \$1,440,322

Median Earnings Approach Value: \$1,819,290

#28 American Heating Of De County

Zip 17101 miles from market center-point: 2.97

Median Sales Approach Value: \$329,857

Median Earnings Approach Value: \$276,107

About Vestimates™

Bizminer's quartile Vestimate™ ranges and mid-range values represent estimated market values for more than 12 million US business operations. Each Vestimate™ is updated monthly. Vestimates™ integrate Bizminer financial and market analysis content with 28,000 high quality transactional records, but are estimates based on limited information about analyzed businesses and should not be used in place of professional appraisals or valuations.

Vestimates™ are based on data and projections applied to our proprietary calculations. Bizminer develops sales data for millions of US business operations using sales per employee, industry pricing and productivity data along with enterprise-level employment reports. Our content has been accepted in US Tax Court and utilized by thousands of accounting, valuation and banking professionals as well as dozens of university business libraries.

We integrate that content with more than 28,000 business transactions collected by Pratt's Stats to create median and quartile estimates of worth. Bizminer conducts its own filtering for outliers in the Pratt's Stats database, segregates the data by industry and creates four sized tiers to develop multipliers used with our own enterprise sales and average industry performance content. In almost every case, at least two different types of multiples are averaged to create median, quartile 1 and quartile 3 value estimates.

Importantly, the Vestimate™ only reflects Bizminer's estimate of the current worth of a business operation given the data available to us. For example, we do not know the Owner Earnings of every business enterprise, and apply the industry sales class average in our calculations instead; the actual value of firms with significantly lower or higher Owner Earnings will likewise vary from calculations of sales multiples that rely upon those metrics. Our enhanced Vestimate™ calculator allows clients to input additional firm-specific data that—if accurate—refines the basic Vestimate™ calculation, or creates unlimited "what if" scenarios.

You should not use a Vestimate™ in place of a valuation. Bizminer does not suggest using Vestimates™ as the basis of any specific business-related or other financial transaction. You should not attempt to use a Vestimate™ to secure a business or personal loan. Our data sources may be incomplete or incorrect; nor have we physically researched or inspected many important details necessary to the valuation of a specific enterprise. The Vestimate™ does not consider the market environment details nor the idiosyncrasies of a firm's performance that can influence the actual value or selling price.

We encourage business buyers, sellers, owners and browsers to enhance their understanding of the value of any enterprise before making decisions or taking action. The Vestimate™ is a modeled informational tool, not a guide to action. For that we recommend obtaining an appraisal from a business broker, a valuation from a certified valuation professional, or both.

BizMiner Data and Sources

BizMiner data is widely accepted for industry analytical work, benchmarking, valuations, forensics and litigation. BizMiner content is accepted in US Tax Court (Bauer vs. IRS: T.C. Memo. 2012-156) and is utilized by state, provincial and national taxing agencies in the US and Canada.

Raw data analyzed for BizMiner reports is sourced from an array of the nation's government and private statistical sources. None of these raw data sources creates the final measures reflected in BizMiner industry profiles. In total, BizMiner accesses over a billion sourced data points from eighteen million business operations. Historical data and BizMiner algorithms are used to inform and test projections for non-reporting firms. Data elements include:

- IRS SOI Corporation Tax Book
- IRS Statistics of Income
- US Economic Census
- US Census Quarterly Financial Reports
- US Census County Business Patterns
- Bureau of Labor Statistics Monthly Employment Reports
- Bureau of Labor Statistics Monthly Unemployment Reports
- Bureau of Labor Statistics Annual Wage Survey
- Bureau of Labor Statistics Industry Productivity Reports
- Bureau of Labor Statistics Price Indices
- Bureau of Labor Statistics Consumer Price Index
- National Agricultural Statistical Service
- US Census Quarterly Financial Reports
- US Census Retail Trade Report
- InfoGroup, Inc.
- Business Valuation Resources
- American Community Survey

While 100% firm coverage is desirable for analysis purposes, the greatest value of BizMiner reports rests in discerning patterns of activity, which are reflected in the large samples used to develop our reports. The overall current coverage of the databases surpasses 13 million active business operations at any point in time.

As is the case with any databases this large, some errors are inevitable. Some firms are missed and specific information on others is lacking from the database. Not all information received is uniform or complete, resulting in the need to develop projection algorithms for specific industry segments and metrics in some report series. No representation is made as to the accuracy of the databases utilized or the results of subsequent analyses. Neither the Brandow Company nor its resellers has undertaken independent primary research to confirm the accuracy of the data utilized in the Profile analyses. Neither the Brandow Company nor its resellers are responsible for conclusions drawn or decisions made based upon this data or analysis. In no event will the Brandow Company or its resellers be liable for any damages, direct, indirect, incidental or consequential resulting from the use of the information contained in BizMiner reports.