

Restoration Business Valuation Checklist

The 8 things buyers grade before they name a number for your restoration company.

1. Clean, buyer-ready books

- Three years of P&Ls; with add-backs clearly documented.
- Job costing that ties revenue to water, fire, storm, and reconstruction.
- Balance sheet with equipment and vehicles listed at real value.

2. Profit that holds through the seasons

- Gross margin by service line (mitigation vs reconstruction).
- Owner add-backs separated from true operating profit.
- Trailing-twelve-month EBITDA a buyer can trust.

3. Emergency response capacity

- 24/7 dispatch coverage and average response time.
- Crew and equipment ready to roll on the first call.

4. Mitigation vs reconstruction mix

- Revenue split and margin by line.
- Repeatable mitigation cash flow plus reconstruction depth.

5. Technician depth

- IICRC-certified techs who can run jobs without the owner.
- Documented training and retention.

6. Estimating discipline

- Consistent Xactimate estimates and clean claim documentation.
- Low supplement friction with carriers and adjusters.

7. Referral and program sources

- Adjusters, carriers, TPAs, plumbers, and repeat commercial accounts.
- No single source above a safe concentration.

8. Equipment readiness

- Air movers, dehumidifiers, trucks, and software maintained and current.
- A maintenance log a buyer can review.

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