Pest Control Business Valuation Checklist

A one-page prep sheet for owners planning a private sale in the next 6 to 24 months. Bring these numbers to a Private Exit Review and you will get a straight valuation on your company.

Revenue and margin

- Trailing 12-month revenue by service line (recurring residential, termite, mosquito, wildlife, commercial, one-time)
- Adjusted EBITDA with owner add-backs documented
- Gross margin and net margin by service line for the last 24 months
- Any customer concentration over 10% of revenue

Recurring book

- Count of active recurring accounts (monthly, quarterly, bi-monthly)
- Average annual value per recurring account
- Cancellation rate for the past 12 months
- Active termite bonds and total annual renewal revenue

Routes and operations

- Number of trucks and average paid stops per truck per day
- Service radius in miles from your central location
- Route density heat map by zip code
- Callback rate and average time to resolve

Team and licensing

- Number of licensed technicians and tenure
- Certified applicator names and license expirations
- Key manager roles (operations, sales, dispatch) and whether they stay after a sale
- Owner hours per week in the business

Compliance and paperwork

- State licensing status, any open violations
- Insurance certificates and coverage limits
- Standard service and bond agreements ready for review
- Vehicle titles and equipment list