

# HOME IMPROVEMENT PRODUCT

## Distribution and Installation Business in Idaho Resort Area

### THE COMPANY

Lifestyle - Profitable - Stable. Three words that best describe this “best in class” company in its market area. Located in a picturesque setting with the backdrop of mountains in all directions, the business is perfectly situated in the heart of an outdoor enthusiast’s dream environment with four distinct seasons and activities conducive to each. Lifestyle, indeed! A buyer does not need to sacrifice a decent living to live this dream, as the business has a history of profitability and opportunities to expand the product lines if desired. Stability comes in the form of at least three company attributes: The company is over 25 years old, very well known in its market area and the company enjoys a large market share by virtue of very little local competition. As a manufacturer’s representative for the highest quality product lines in its market niche, the company has products at price points for every budget, but its core customers are higher end product purchasers which also provides for higher margins. The company has five full time equivalent employees, including a receptionist, inside and outside sales staff (estimators) and installers. The seller works in the business full time and does installations and as well as estimating.

### THE LOCATION

The business is located in a high mountain area of Idaho. The area’s population has grown substantially over the last 10 years and continues to grow at a faster pace than most larger market areas. The business is located in an approximately 2,500 square foot leased location owned by the seller. The lease space is very attractive and recently renovated.

### THE STRENGTHS

The Company is the full package with long tenure and great reputation representing the best products in its industry, has very little competition, a history of profitability, trained staff and has that great lifestyle opportunity thing going on! The Company is well organized and even has a standard operating procedures manual that will be useful for a smooth transition.

### THE REASON FOR SELLING

The sellers are ready to transition into retirement and focus on managing their real estate holdings. The sellers recognize there may need to be a transition period with the purchaser of the company and they are open to staying on with the business for a negotiated period of time.

### THE IDEAL BUYER

The ideal buyer is a good manager with project management and/or basic construction background or the ability to learn simple project management. Mechanical aptitude for product installation is a plus. The seller will help train and the manufacturers also provide product installation training.

### ASKING PRICE

**\$899,000**

### TERMS:

Cash

### ASSETS

Furniture, Fixtures & Equipment	\$109,000
Intangible Value	<u>790,000</u>
<b>Total Assets</b>	<b>\$899,000</b>

*All values provided by Seller*

### INCOME STATEMENT SUMMARY\*

2024 Estimated Gross Sales	\$1,813,000
2024 Estimated SDE**	\$320,000

*\*Financial information provided by Seller*

*\*\*SDE = Seller Discretionary Earnings*

### REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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