

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 little competition. As a manufacturer’s representative for the highest quality product lines in its market niche, the company has product price points for every budget, but its core customers are higher end product purchasers which also allows for higher margins. The company has five full time equivalent employees, including a receptionist, inside and outside sales representatives (estimators) and installers. The seller works in the business full time and does not have other interests and as well as estimating.

ASKING PRICE
\$750,000

TERMS:

Cash

THE LOCATION

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

THE STRENGTHS

The Company’s product package with its name and great reputation representing the best products in its industry, has very little competition. The business is profitable and staff and has that great lifestyle opportunity thing going on! The Company is well organized with 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.



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ASSETS

Furniture, Fixtures & Equipment	\$301,000
Intangible Value	<u>659,000</u>
Total Assets	\$960,000

All values provided by Seller

INCOME STATEMENT SUMMARY*

2024 Gross Sales	\$1,800,422
2024 SDE**	\$400,683

**Financial information provided by Seller*

***SDE = Seller Discretionary Earnings*



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