

## SUMMARY

### Flooring Contractor to National/Regional Builders!

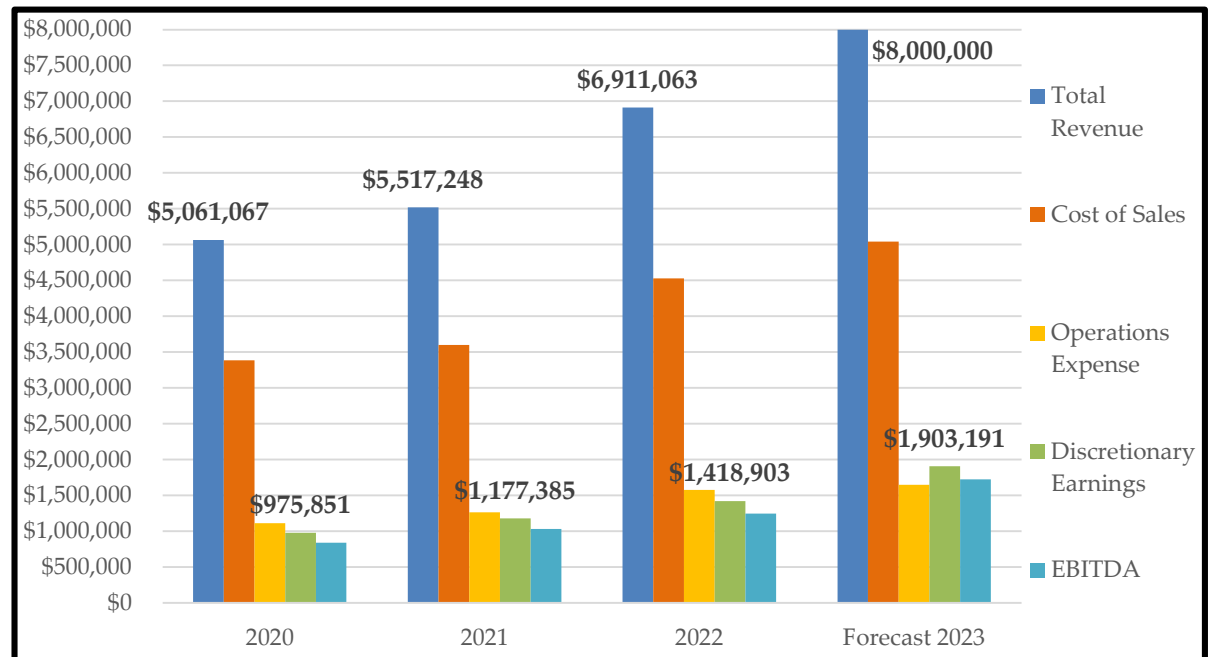
Listing ID: 37959

Located in the eastern region of North Carolina, this business specializes in sales and installation of flooring products in single family homes to builders, as well as retail sales and installation to residential homeowners. With almost a decade in business, the expected net income for 2023 is \$1.6 Million. The two retail stores showcase quality materials such as laminates, carpet, luxury vinyl, natural stone, glass and metal tiling, and hardwood flooring. The company has top ratings nationally & locally. The two locations are in prime condition and ideally located. Combined, they measure around 11,000 square feet. The first facility, owned with an option to lease or purchase, is 8,000 sq. ft. It is complete with a high-end showroom, a centralized warehouse, and an office area. The second location measures around 3,000-sq.ft. with a design and retail showroom, a smaller warehouse and leased with a renewable tenancy of \$74,160 per year. Strong quality and operational procedures have enabled the company to establish partnerships with national, regional, and local builders. The company has an up-to-date infrastructure to take sales to the next level. A team of eight nonunion employees along with key managers manage daily processes with state-of-the-art software for the CRM, Measuring, Quotes to Invoice, Field Quality Control, full AR/AP and Job Costing, and an exceptional inventory tracking system. The seller has minimal involvement in the day-to-day operation and will exit after a standard transition period. In addition to an active website and engagement with social media, past marketing efforts include billboards, and an advertising budget that drives retail deals as well as referrals from their large and repeating customer base. Fluctuating projections for 2023 target \$8 Million in Sales. Revenue in 2022 totaled \$6,911,063 with Discretionary Earnings of \$1,418,903 and an EBITDA of \$1,245,753.

## ESSENTIALS

- Asking Price: **\$5,200,000.00**
- Type of Sale: Asset or Stock
  - Inventory: \$436,536
  - Equipment: \$325,000
  - Other Assets: \$40,280
  - Property: \$1,700,000 \*Available Separately.
  - A/R & A/P: Fluctuating; Negotiable at Sale.
- Type of Business: Floor Layering
  - Company Type: S-Corp. | SIC: 1752
- Inception Date: Started in 2014.
- Market Breakdown:
  1. Commercial: 80%
  2. Residential: 20%
- ✓ Annual Growth Trends of Around 17%!

### REVENUE & EXPENSE GRAPH



*This information is provided for discussion purposes only. No representation is made by Broker as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction that the information provided is substantially representative of the business activity.*