Under Contract!

A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M&A Professionals

Business Profile

Engagement: 1492-2126D

Company Information

Line of business: Remodeling Contractor – High End Kitchen & Bath

Location: Central New Jersey – Affluent Region

In Business: 40+ years

Employees: 15+ with Management in Place

Facilities: 12,000 SF Showroom, Office & WH plus Rental Income (owned)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	$200,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$20,000
• Vehicles, Trailers, Forklifts	$200,000
• Equipment & Tooling	$30,000
• Other	$0
Total Assets included in Sale	$450,000

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2023	$5,350,000	$585,000
2024	$5,200,000	$620,000
2025	$5,250,000	$730,000
2026 (e)	$5,300,000	$750,000

Executive Summary

This well-known **High End Home Remodeling Contracting Company** has provided reliable and high-quality sales, services and support (primarily kitchens and bathrooms) to an impressive roster of regional homebuilders and homeowners for over 40 years. The Company has experienced stable revenues and enjoys high operating margins with documented profitability. The seller's 12,000 SF owned showroom facility is in a prime location with very attractive lease terms. This income producing property with long-term tenants is available for purchase with the business under separate agreement.

The Company enjoys a **distinct competitive advantage** by leveraging its impeccable reputation, ideal location, impressive showroom and a "customized solution" to provide its diverse client base with exceptional customer service and fair pricing – stability and growth have been the result. This is a turnkey operation with experienced management, sales team and dedicated personnel in place. It is projected that a new owner will obtain **compelling additional growth** by expanding sales and marketing efforts with an investment of $100k to $200k per year - an accelerated revenue growth rate under such premise is projected to be 10% to 20% per year.

The Company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.2 x EBITDA (2025). A full valuation report is included and there is $200k in Net Working Capital plus another $250,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain close to **$400k benefit in after-acquisition-debt cash flow in Year #1 – over 100% return on equity investment**.

A comfortable **transition period** will be provided by an owner who truly wants to continue to see the business flourish. A very well-trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure
(***Proposed***)

Buyer Cash Down @ Closing	$366,000
Buyer Bank Financing	$1,098,000
Seller Financing @ 9.75% / 5 years	$366,000
Total Purchase Price	**$1,830,000**

Note: If applicable, all real estate offered by ANA Commercial Real Estate, LLC

Buyer Benefits

1)	Stable Business for 40+ Years – Significant Revenue Growth Potential
2)	Diverse Customer Base in Affluent Area – State-of-the-Art Showroom & Facility
3)	Experienced Management & Sales Team in Place – Income Producing Property
4)	Acquisition Financing Approved for 80% of Deal – over 100% ROI in Year 1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.