



High-End Custom Kitchens and Baths – Long Island

Reference No. 191338

Revenues: \$ 2,181,000
Cash Flow: \$ 379,000
Asking price: \$ 1,100,000

Opportunity Summary

A great opportunity for the right buyer. This notable custom kitchen and bath business is extremely profitable. This is a high margin business which sells to an upscale clientele. Founded 20 years ago, the business has a long history with local, reputable trades including installation sub-contractors, appliance and plumbing distributors, fabricators and contractors. This business has an excellent reputation and is often featured in design and trade magazines. Located in a well-populated and affluent area of Long Island, the business enjoys a steady flow of large, lucrative projects. As the only authorized dealer in its market area of a popular cabinetry line, this business is a destination for customers seeking that line of cabinetry. The valuation is well justified by its strong financial performance, long history, trade relationships and potential for further growth. This is an excellent opportunity for a strategic acquirer to add a great location or for an aggressive entrepreneur to build on the success of this business.

Competition

This business is the only authorized dealer in its market area of a popular cabinet line (which makes up 80% of its business). The company also distinguishes itself through a high level of service and the ability to complete the entire project, i.e. general contracting services as well as appliance and countertop sales.

Opportunities

This business has significant potential for the right acquirer. Opportunity exists by expanding into the commercial, or multi-unit, market as well as increased marketing and advertising to the residential market.

Facilities

The business has been in the same location since 1987. It is located on a major road on Long Island and has excellent access and visibility. The area is affluent and well-populated. The 3,000 s.f. facility serves as a showroom and office. There is a favorable lease in place and an excellent long-term relationship with the landlord.



Seller Involvement

Seller will help with the transition and are available to remain with company for up to 1 year or more if so desired.

Seller Financing

Some seller financing may be available to the right buyer.

Contact

Jay B. Weiss
jweiss@skylineequity.com
212-286-4022