



Established Lumberyard and General Home Center - Vermont

Reference No. 10101

Revenues: \$ 3,000,000
Cash Flow: \$ 250,000
Asking price: \$ 995,000

Opportunity Summary

Founded over 100 years ago! This successful lumberyard and general home center is a mainstay of a quaint northern Vermont community; it is located in the center of town in a complex of 9 buildings (15,000 sq. ft. in total) on approximately 3 ½ acres of land. The business has a loyal customer base, most of whom are local contractors who ensure a steady stream of business. Products sold by the business include lumber, hardware, plumbing equipment, tools, paint, kitchen and bath fixtures, and lawn and garden equipment. The nearest lumberyard and home center is located in another town, making the business the primary source of lumber for many of its customers, who prefer a convenient location. The sale includes the inventory (>\$300,000 value), and a new forklift and 3 trucks (\$100,000 value). The business generates 80% of its sales through the lumberyard (15% to 25% markup) and the balance through highly-profitable retail sales (35% to 50% markup). There are seven employees, including a manager who runs the operation. The asking price is well justified by the company's high cash flow, long history and reputation for excellent quality products. This is a tremendous opportunity for someone interested in entering the lumber/home center business or for a strategic buyer seeking to expand its operations.

Competition

There are no similar businesses in the immediate area; the closest competitor is located in another town.

Opportunities

The business has significant growth opportunities. The company has little direct sales effort, so the addition of a salesman to go to the construction sites and take orders from the customers would boost sales. Also, increasing the hours that the business is open (currently the business is closed on Sundays) would lead to greater sales.

Facilities

The business is located on main street in the center of town. There is a complex of 9 buildings (15,000 sq. ft. in total) on approximately 3 ½ acres of land. The sale includes the inventory (>\$300,000 value), and a new forklift and 3 trucks (\$100,000 value).



Seller Involvement

Seller is willing to help with the transition.

Seller Financing

Seller financing may be available for the right buyer.

Contact

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