



Listing #2913R
Listing Agent: B. Dostal

Branded Durable Goods Distribution Business

Type of Business:

This branded durable goods distribution business located in Connecticut operates within an assigned territory using an efficient and proven direct sales network. The business provides a nationally recognized premium quality brand to homeowners, builders, and trade entities on an exclusive basis across a two-state territory of approximately 5 million people through a seasoned sales team with strong management and a support team in place. New Ownership must have an operating partner who will be active in the business and maintain 51% or greater control of the operating entity. Additionally, the new owner (or operating partner) must relocate to and reside in the market territory.

Market Opportunity:

There is significant growth opportunity since the business actively serves only about 50% of its assigned territory. Additional growth can be achieved through increasing sales representatives in underserved areas as well as through the addition of a showroom in one of the region's largest metropolitan areas. There is also opportunity available to increase sales with new proprietary products offered by the exclusive distribution network.

Reason for Selling:

Retirement

Financial Statistics:

Outlined below is a snapshot of the revenues along with the Adjusted EBITDA.

| | <u>9 mos. 2022</u> | <u>2021</u> | <u>2020</u> | <u>2019</u> |
|-------------|--------------------|--------------|--------------|--------------|
| Revenue | \$20,517,845 | \$24,687,604 | \$18,886,305 | \$21,160,389 |
| Adj. EBITDA | \$3,359,034 | \$4,347,178 | \$3,016,980 | \$2,323,141 |

The Selling Price is **\$12,000,000 plus earnout** which includes all assets as shown on the asset list.

Disclaimer: The information contained in this document is taken from sources provided by the seller and is not warranted or guaranteed by the Broker. Its content has been approved by the Seller and is subject to corrections and /or changes.

For more information on this outstanding acquisition opportunity, please contact:

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