

# **FOR SALE: Furniture Dealership for Commercial Clients: No Retail / No Inventory**

*Niche in Healthcare & Educational Industries!*

## Financial Overview

**List Price:** **\$1,225,000**

### **Gross Sales**

2025	2024	2023
\$6,790,491	\$6,322,235	\$6,024,125

### **Cash Flow**

2025
\$335,998

**Valuation:** 2025 Cash Flow x Multiple = Valuation  

$$\$335,998 \times 3.65 = \$1,226,392$$

## Assets Included in Purchase:

**WIP:** \$2,559,191

**Customer Deposits:** \$697,025

**Equipment:** Furniture, Fixtures, Software (AutoCAD & Team Design)

## Business Information

**Services:** Focused in furniture & fixture procurement, they also offer design and layout for interior space planning, and project management. No inventory to manage – all products shipped direct to client

**Client Industries:** Healthcare, Education, Commercial, and Hospitality

**Clients:** Architects, engineers, designers, general contractors, and business owners

**Personnel:** 10 FT on staff which includes 2 Office Admin, a Project Manager, a Designer, E-commerce coordinator, and 5 in Sales

**Location:** Kansas City, MO with active clients in 11 states

**Year Established:** Over 20 years

**Lease:** 4,800 sq ft collaborative space with offices and a showroom

**Owner Role:** Seller does not meet with clients, but does provide oversight to the staff

**Seller Training Period:** 1 year

**Reason for Selling:** Retirement/Age

**Vendors:** Working relations and ability to sell over 250 manufacturers

**Growth Opportunities:** Increase Project Management services

## Funding Example

**Purchase Price:** **\$1,225,000**

<b>10% Buyer Down Payment</b>	\$122,500
<b>10% Seller Financing</b>	\$122,500
<b>80% Bank Loan</b>	\$980,000

## Description

Strong contracts in place and no inventory to manage has allowed this Kansas City based furniture dealer to have more than 20 years of success. Client industries include healthcare, education, commercial, and hospitality, ensuring steady demand across a diversified client base. The business comes with over \$2,000,000 in work in progress and over \$650,000 in customer deposits. The company has 10 FT staff members which includes a Project Manager, a Designer, E-commerce coordinator, and 5 on the Sales team along with 2 Office Admin. The 4,800 sq ft showroom and office provides a collaborative space for design reviews, and product selection. The seller is active with light oversight to the team and project management. A new owner would be able to capitalize on growth opportunities such as expanding corporate accounts and increasing consulting/project management services. The retiring owner is committed to 1 year of training and has offered to carry 10% of the purchase price as a show of good faith in the continued success of the business post close.

Priced at **\$1,225,000**, this is a turnkey opportunity to take over a respected, profitable firm with national reach, deep vendor networks, and a strong foundation for expansion.

**- CONFIDENTIAL -**

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