

FOR SALE: Furniture Dealer with Interior Design & PM Services

Niche industries in Healthcare & Education!

Financial Overview

List Price: **\$990,000**

Gross Sales

2024	2023
\$6,322,235	\$6,024,125

Cash Flow

2024
\$284,544

Valuation: Cash Flow x Multiple = Valuation
 \$284,544 x 3.5 = \$995,904

Assets Included in Purchase: \$843,415

WIP: \$262,488

Customer Deposits: \$580,927

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

- **No Inventory to manage!**

Business Information

Year Established: Over 20 years

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

Services: Focused in furniture procurement, they also offer design and layout for interior space planning, and project management

Vendors: Working relations and ability to sell over 250 manufacturers

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

Client Industries: Healthcare, Education, Commercial, and Hospitality

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

Reason for Selling: Retirement/Age

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

Seller Training Period: 1-2 years

Growth Opportunities: Increase Project Management services

Owner Role: Seller is active in the operation, in business development and contract negotiations. Seller does not do sales

Funding Example

Purchase Price: **\$990,000**

10% Buyer Down Payment	\$99,000
10% Seller Financing	\$99,000
80% Bank Loan	\$792,000

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. The dealership also offers design services, space planning & sound masking, and turnkey project management. Client industries include healthcare, education, commercial, and hospitality, ensuring steady demand across a diversified client base. 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. With long-standing relationships with over 250 manufacturers, this firm delivers competitive product sourcing and custom solutions to a loyal base of returning architects, designers, general contractors, and direct to business owners. The seller is active with light oversight to the team and project management. The retiring owner is committed to 1–2 years of training and mentorship, giving a new owner the confidence to maintain relationships, retain staff, and capitalize on growth opportunities such as expanding corporate accounts and increasing consulting/project management services.

Priced at **\$990,000**, it comes with over \$250,000 in work in progress and over \$550,000 in customer deposits. This is a turnkey opportunity to take over a respected, profitable firm with national reach, deep vendor networks, and a strong foundation for expansion.

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