

# FOR SALE: B2B Furniture Dealer for Healthcare & Educational Industries

*No Inventory – All Direct Ship to Client!*

## Financial Overview

**List Price:** **\$995,000**

### Gross Sales

2025 Ann	2024	2023
\$6,494,043	\$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:

**WIP:** Over \$1,000,000

**Customer Deposits:** \$580,927

**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 is active in the operation, in business development and contract negotiations. Seller does not do sales and lives out of state

**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:** **\$995,000**

<b>10% Buyer Down Payment</b>	\$99,500
<b>10% Seller Financing</b>	\$99,500
<b>80% Bank Loan</b>	\$796,000

## Description

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 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. 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 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. 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 **\$995,000**, it comes with over \$1,000,000 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.

**- CONFIDENTIAL -**

Last Revised: BV 9.10.2025