

Available for Acquisition #222202

Specialty Flooring Retailer & Installation Contractor

ACT Capital Advisors is pleased to offer for acquisition a specialty flooring store and installation contractor located in Washington state. The Company offers a full-service showroom with design assistance, and represents carpet, hardwood, laminate flooring, tile, and more. The Company's customer base includes retail clients, new home builders, remodel contractors, and commercial contractors. The Company's team is experienced and trained in all aspects of the products it sells and installs and is a proud member of multiple professional associations.

Investment Highlights

- **Sterling Reputation.** The Company has been operating for over 70 years, building a pristine reputation in the local region. It has maintained positive relationships across a network of contractors, remodelers, local customers, and vendors.
- **Strong Vendor Relationships.** The Company carries and installs some of the most well-established brands in the industry, bringing in business when customers search for a specific brand of flooring. Additionally, the Company has established itself as the dealer of choice for one of the top flooring brands, resulting in benefits for the firm such as rebates, sales programs, and private labeling.
- **Prime Regional Market.** The Company is well positioned in one of the highest growth regions in the country. Additionally, the Company's physical location is rich with target customers and is heavily trafficked, bringing in a large number of walk-ins to the showroom.
- **Diverse Product & Service Offering.** The Company provides a 'one-stop shop' for floor coverings services, including retail, installation, and design, for both residential and commercial projects and offers a wide range of flooring types and brands.

Growth Opportunities

- **Expand to Niche Markets.** The Company can establish a leading position in a specialized market, such as acoustical flooring, making it the go-to provider for unique projects.
- **Geographical Expansion.** The Company can increase marketing efforts in nearby regions to attract work beyond the current geographic market.
- **Additional Locations.** Given its recognizable brand, the Company is well-positioned to open additional locations.

35% 2022 Profit Margin **37%** 2023E Profit Margin



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Summary Financial Information

	2019	2020	2021	2022	2023E
Sales	\$3.83M	\$3.42M	\$4.48M	\$4.28M	\$3.81M
Gross Profit	\$1.41M	\$1.23M	\$1.70M	\$1.50M	\$1.41M
EBITDA (adj.)	\$0.42M	\$0.38M	\$0.79M	\$0.29M	\$0.36M

Contact Information

For more information, please contact:
ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to:



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