CORNERSTONE BUSINESS BROKERS

PRE – NDA

BUSINESS SUMMARY

PRE-NDA BUSINESS SUMMARY

Established cabinetry and countertop sales and installation company serving residential, contractor and commercial markets.

WESTERN, NEW YORK

ASKING PRICE

$595,000

SEPTEMBER 2026

CORNERSTONE
BUSINESS BROKERS

Cornerstone Business Brokers

CONFIDENTIAL BUSINESS SALE ADVISORY

Cornerstone Business Brokers provides professional business brokerage and transaction advisory services to owners of privately held businesses. We assist business owners in preparing for and executing the confidential sale of their companies, with a focus on protecting value and facilitating an orderly, well-managed transaction process.

Our approach combines practical transaction experience, financial analysis, disciplined marketing, and confidential buyer engagement. From initial preparation and positioning through buyer qualification, negotiation, due diligence, and closing, Cornerstone helps owners navigate the complexities of a business sale while maintaining strict confidentiality throughout the process.

A structured, confidential process designed to protect business value from preparation through closing.

COMPANY AT A GLANCE

Executive Summary

An established Western NY cabinetry and home-products dealer and design platform with almost 2 decades under current ownership. The company pairs personalized design support with a multi-brand assortment spanning quick-ship value products through premium, furniture-grade solutions. Its reach across homeowners, contractors, builders, designers and commercial accounts creates several routes to market, while appointment-led selling, order-driven purchasing and subcontracted installation keep the operating base lean. In FY2025, the Company generated $1.31 million of normalized revenue, $455,573 of gross profit and $253,765 of normalized SDE. A buyer inherits an established showroom platform which can be purchased or leased, a supplier network and practical growth avenues across commercial accounts, digital lead generation and adjacent products. Real estate is not included in the asking price, but a property purchase may be discussed separately.

OPERATING SNAPSHOT

BUSINESS PROFILE
Independent New York LLC
Multi-brand cabinetry and home-products platform; not a franchise.

OPERATING HISTORY
15+ Years
Continuous operation under current ownership; 14 years at the current site.

LOCATION & FACILITY
Western New York
9,000 SF showroom, storage, office and rental areas. Real estate not included in the sale; a property purchased can be discussed separately

PRODUCT PORTFOLIO
Nine Principal Categories
Cabinetry, surfaces, hardware, closets and exterior/interior products.

CUSTOMER BASE
B2C + B2B Channels
Homeowners, contractors, builders, designers and commercial accounts.

MARKET REACH
Regional + Interstate
Upstate New York core; selected shipments to FL, TX, PA and VT.

OWNERSHIP
Active Owner
Approximately 20 hours per week each across sales, design and administration.

OPERATING SCHEDULE
Appointment-Led
Approximately 8:30 a.m.–6:00 p.m., Monday through Saturday.

TEAM & FULFILLMENT
No Direct Employees
Trusted subcontractors support project installation and field execution.

INVENTORY & PAYMENT
Order-Driven Model
Minimal stocking; residential products generally paid before ordering.

FY2025 SCALE
$1.31M Revenue
$455.6K gross profit, representing a 34.8% normalized gross margin.

FY2025 EARNINGS
$253.8K Normalized SDE
$222.6K normalized EBITDA; 19.4% and 17.0% margins, respectively.

ASKING PRICE
$ 595,000

INCLUDED IN PRICE
FF&E - $10,000
Inventory - $30,000

REASON FOR SALE
Owner Relocation

Investment Summary

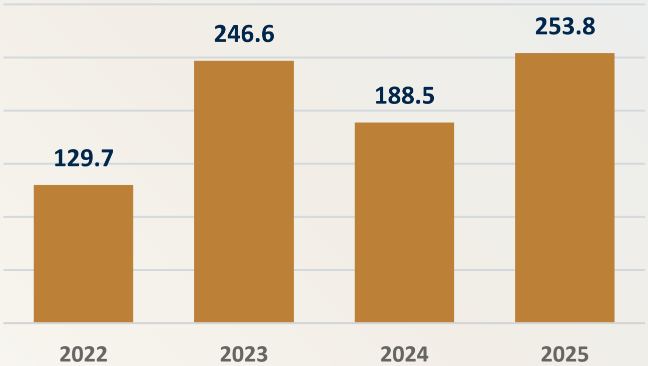
FY2025 reflects a lower-revenue but materially more profitable operating profile. Gross profit expanded to $455.6K and normalized SDE reached $253.8K, supported by a 34.8% gross margin and the Company's lean, order-driven delivery model. The central underwriting question is whether the FY2025 margin profile is sustainable while a buyer activates the platform's commercial, digital and geographic growth opportunities.

FY2025 NORMALIZED SDE

$253.8K

19.4% OF NORMALIZED REVENUE | +34.6% VS. FY2024

NORMALIZED SDE — FOUR-YEAR HISTORY ($000s)



$818.6K

CUMULATIVE NORMALIZED SDE FY2022–FY2025

$693.8K

CUMULATIVE NORMALIZED EBITDA FY2022–FY2025

FY2025 GROSS PROFIT

$455.6K

34.8% margin; $141.7K above FY2024 despite the lower revenue base.

FY2025 NORMALIZED EBITDA

$222.6K

17.0% margin and $65.3K above FY2024 normalized EBITDA.

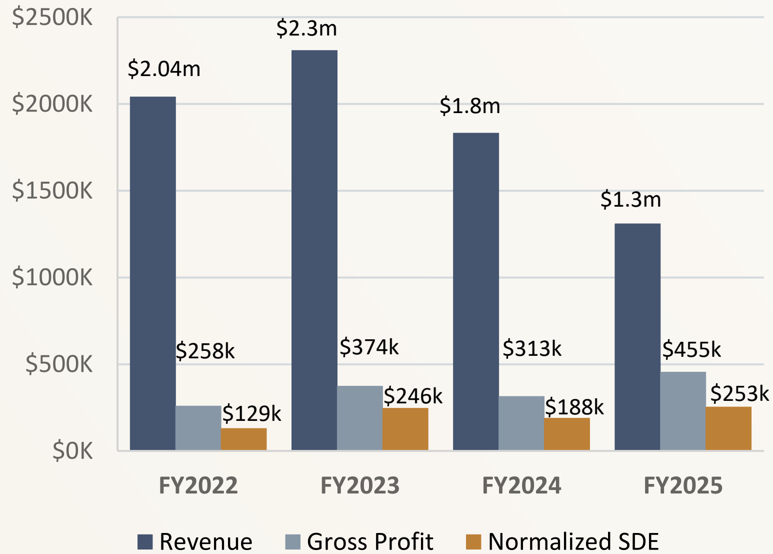
GROSS-MARGIN EXPANSION

+17.6 pts

Gross margin increased from 17.1% in FY2024 to 34.8% in FY2025; drivers require validation.

REVENUE, GROSS PROFIT & SDE

Normalized historical performance ($000's)



PERFORMANCE INTERPRETATION

COST & MARGIN SHIFT

FY2025 COGS declined 43.7% year over year—faster than revenue—allowing gross margin to expand from 17.1% to 34.8%. Gross profit consequently increased $141,662 despite the lower sales base.

EARNINGS RETENTION

Compared with the FY2023 revenue peak, FY2025 EBITDA was 3.3% higher and SDE was 2.9% higher.

Key Considerations

This opportunity offers a buyer an established operating foundation in the regional home-products market. Its broad product architecture, repeat referral network and consultative sales model support participation across residential and commercial projects without requiring a large payroll or substantial inventory commitment. The combination of order-driven purchasing, customer-funded residential orders and practical avenues for commercial, contractor and digital expansion creates a functioning platform that a new owner can scale selectively according to available resources and strategic priorities.

SIX REASONS THE PLATFORM MERITS BUYER ATTENTION

01 Proven local platform

Eighteen years under the same ownership provide an established operating base, accumulated vendor knowledge and a market presence a new entrant would need time to recreate.

02 Breadth across price points

A multi-brand cabinetry offering spans value and quick-ship solutions through premium, furniture-grade options, enabling the business to serve varied budgets without relying on one product tier.

03 Diverse routes to market

Homeowners, contractors, builders, designers and commercial accounts create several demand channels. Repeat and referral relationships add continuity beyond one-time retail traffic.

04 Lean, order-driven model

Appointment-led selling, minimal inventory, no direct employees and subcontracted installation support a flexible cost structure with limited fixed labor and warehousing exposure.

05 Favorable cash mechanics

Residential customers generally pay before products are ordered, while commercial projects use deposits and stated term helping limit capital tied up in inventory when controls are maintained.

06 Actionable growth runway

Commercial account development, stronger digital marketing, contractor and designer events, adjacent product categories and broader shipping offer tangible expansion paths without adding manufacturing complexity.

BUYER TAKEAWAY

The opportunity combines an established sales platform with a comparatively light operating footprint and identifiable levers for a more growth-oriented owner.

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CORNERSTONE
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NEXT STEPS

Sign the NDA to confirm your interest and begin the conversation...

BEGIN THE CONVERSATION

LISTING ID # CBB2026730MFN001

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