

Opportunity

BN000043246 – Full Service Builders Supplier Serving a High-Growth Market

Location: Southwest US



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The company is a leading, legacy provider of high-quality doors, windows, fireplaces, hardware, and home automation & security systems, primarily for the residential market. The company also provides installation services for all segments.

Bids Invited

Key Aspects

- Legacy business operating for more than 39 years in a key southwestern metropolitan area
- Proven internal cost management systems in place have increased profit margins
- Serves a high demand geographic market that is still experiencing significant growth with continued growth projected
- Experienced and dedicated management team and staff
- Recurring revenue streams from home automation and security systems
- Recent growth by acquisition and growing product offerings allow for cross-selling to expanding clientele

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$13,386	\$3,564	\$608
12/31/2021	Internal	\$21,105	\$4,790	\$1,234
12/31/2022	Internal	\$38,666	\$10,325	\$5,794
6/30/2023	TTM	\$33,329	\$9,334	\$4,819

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Continued expansion of home security for recurring revenues
- Drive upward trajectory of fireplace tailwinds
- Expand geographic market within current service area and to other growing metro areas
- Evaluate additional product segments such as interior doors & trim, solar panel systems, and attic stairways
- Cross sell existing and new products to customers

Headquartered

- Southwest U.S.

Current Markets

- The company serves a residential home builder client base with projects in a southwestern city and its surrounding areas. It is experiencing expansion into the northern and southwestern regions of its current service area.

Real Estate

- The company operates from a 48,000 square-foot headquarters facility and two additional warehouses.

Shareholder Objectives

- Ownership aims to continue to grow the company and is open to various deal structures to facilitate a transaction, including remaining with the company.

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