




Listing #: 17621 **Title:** Nor-Cal Residential & Commercial Cabinet Manufacturer
SIC Code: 2434 **Category:** Manufacturing / Mfg-Millwork
County: Confidential **City:** Confidential **Zip/Postal Code:** Confidential **State/Prov:** California **Country:** United States



Status	Active
Listed Price	\$3,700,000
Down Payment	\$370,000
Discretionary Earnings	\$1,074,448
Revenue	\$7,525,600
Total Assets Included	\$1,172,535
Real Estate Included in Price	-

Business Description

- Founded in 1987, the company has one of the finest wood design capabilities with decades of experience for providing furniture-grade quality, attention to detail, flexibility in style and unparalleled service in order to guarantee customers satisfaction.
- Product line has broadened to include cabinetry for kitchens, bathrooms, living rooms, wine rooms, closets, and for commercial uses.
- Assortment in manufacturing for different wood species and price ranges, with complete installation, delivery only or will-call from the plant.
- Committed to helping clients create their dream room with long lasting, high-quality products; with special moldings, carvings and appliques added to make a sleek style.
- The company has high perceived value for the services offered with an extensive list of customers awaiting to do business.
- Owns franchise of a leading closet organization for 10 years that offers state-of-the-art manufacturing.
- Owned and managed by a professional and experience management team.



Contact Information

Terry Watts
Business Intermediary
DRE#02191771

Office: 916-905-4997
Fax: 916-905-1430
Email: tj.watts@murphybusiness.com

Facilities/Location/Real Estate

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Historical Financial Summary

Data Source	Tax Return	Tax Return	Tax Return	Tax Return	(N)
Year (Cash Flow)	2023	2022	2021	2020	
Gross Revenue	\$7,525,600	\$6,491,515	\$5,777,690	\$4,707,059	
Cost of Goods	\$2,375,766	\$2,174,281	\$2,010,107	\$1,857,011	
Gross Profit	\$5,149,834	\$4,317,234	\$3,767,583	\$2,850,048	
Expenses	\$4,220,102	\$3,952,196	\$2,940,692	\$2,495,902	
Net	\$929,732	\$365,038	\$826,891	\$354,146	
Owner Salary	\$0	\$464,283	\$428,974	\$453,417	
Benefits					
Interest Expense	\$0	\$474	\$1,054	\$1,440	
Depreciation	\$107,149	\$26,841	\$40,285	\$33,345	
Amortization	\$4,500	\$4,500	\$4,500	\$4,500	

Total Add Backs	\$144,716	\$234,291	\$243,131	\$243,807
Owner Benefit	\$1,074,448	\$599,329	\$1,070,022	\$597,953

Reason For Sale

Retirement.

Products, Services & Licenses

-

Operations

Year Established 1987
 Year Owned 1987
 Form of Ownership Corp Sub S
 Absentee Owner No

Location

Type of Location Stand Alone
 Square Footage 19,080
 Lease/Month \$13,583
 Lease Expires -
 Terms & Options Business owners currently own the RE and charged approximately \$43,000 in annual rent in 2022. Market-rate rent is estimated to be approximately \$163,000/year, or \$13,583/month.

Hours Owner Works 40
 Days & Hours Monday-Friday 8am-5pm
 Number of Employees 40 ft 2 pt
 Managers 3

Relocatable No
 Home Based No
 Franchise Yes

Assets/Liabilities	Amount	Included in Sale		Amount	Included in Sale
Accounts Receivable		-	Real Estate		-
Inventory	\$48,535	Yes	Liabilities		-
F F & E	\$1,124,000	Yes	Other		-
Leasehold		-	Total Assets	\$1,172,535	

Assets/Liabilities Comments

-

Financing/Terms

Assumable Notes Amount: \$0
 Seller Financing - Business Amount: \$0
 Third Party Financing Amount: \$3,330,000
 Seller Financing - Real Estate Amount: \$0

Lender Prequalified: Yes

Mos: 0 Rate: 0.00%
 Mos: 0 Rate: 0.00%
 Mos: 120 Rate: 10.25%
 Mos: 0 Rate: 0.00%

Visa Qualified:

Mo. Pmt: \$0
 Mo. Pmt: \$0
 Mo. Pmt: \$44,468
 Mo. Pmt: \$0

Financing Comments

Lender Pre-qualified

Non Compete 100 miles 5 years

Training & Support 4 weeks \$0 costs

Competition

-

Potential for Growth

-

Detail Income Statement Add Backs

Data Source Year (Cash Flow) Revenue	Tax Return 2023	Tax Return 2022	Tax Return 2021	Tax Return 2020	(N)
Cost of Goods Sold					
Expenses					
Owner Salary	\$0	\$178,000	\$172,816	\$167,782	
Compensation of Officers	\$134,087	\$0	\$0	\$0	
Rents	\$-156,000	\$0	\$0	\$0	
Taxes & Licenses	\$23,309	\$24,476	\$24,476	\$36,740	
Interest	\$0	\$474	\$1,054	\$1,440	
Depreciation	\$107,149	\$26,841	\$40,285	\$33,345	
Amortization	\$4,500	\$4,500	\$4,500	\$4,500	
Meals	\$18,263	\$0	\$0	\$0	
Payroll Taxes	\$13,408	\$0	\$0	\$0	
Total Add Backs	\$144,716	\$234,291	\$243,131	\$243,807	

The information contained in this Business Listing Information report was obtained from the business owner. Although believed to be factual, Murphy Business, its franchisees, brokers and agents make no representations or warranties as to the completeness or accuracy of the information. Anyone considering purchasing this business is advised to verify all the information directly with the business owner.