

Confidential Profile

Under no conditions are competitors, lenders, suppliers, employees, customers, or any other affiliates of this company to be contacted without the written authorization of the seller and IBA. The confidential information that follows is used only for evaluating this business for purchase.

Location: Colville, Washington

Haney Lumber is a leading regional builder supply and home improvement center in eastern Washington. Independently owned and operated for over five decades, this high-volume retail and wholesale & distribution outpost is known for a wide selection of quality products, affordable prices, and excellent customer service. Among the most popular product lines sold are lumber, hardware, paint, cabinetry, tools & sundries, windows & doors, and roofing & asphalt materials. Additional services include kitchen design and product delivery. The store serves the home improvement needs of a large network of residential communities and capitalizes on a generational client base of builders, developers, general contractors and remodeling subcontractors. The business carries a long-standing A+ rating with the Better Business Bureau and is exceptionally well reviewed in the public domain.

Operations are anchored by a centrally located 20,000 square foot facility and include retail, warehousing, and office space. The real estate consists of a multi-parcel lot totaling 10 acres. The yard is secure and offers covered storage, loading zones & commercial delivery access, and ample parking for customers and the company vehicle fleet. The operating business and the real estate holding company are owned by the seller. The commercial real estate is generating a competitive 9% cap rate on net operating income and is included in the sale.

Day-to-day operations are overseen by a tenured team with substantial industry experience. The staff is responsible for sales, design, purchasing, facilities, client relations, inventory management, deliveries, and office & administrative duties. Ownership contributes approximately one full time equivalent to the labor of the business in form of leadership and executive oversight.

An appropriate amount of transition training will be provided to a qualified buyer. The sale is motivated by retirement.

Gross Sale Figures: Available upon signing a NDA. Please contact the representing broker.

2022	-
2023	-
2024	-
2025	-

Sale Terms:

The business is offered as an asset sale for a price of \$2,700,000 including \$1,200,000 of inventory. The seller will consider financing up to \$700,000 of the purchase price over 60 months including 8% interest for a qualified buyer. Seller financing assumes 1st position lien status on the assets of the business. Seller financing is contingent upon the Seller's approval of buyer's personal financial statement, credit report, and experience. The price excludes all cash, cash equivalents, and accounts receivable. The real estate is priced at \$1,450,000. The assets are offered as a package at \$4,150,000.

All information presented by IBA has been supplied by the seller or obtained from other sources deemed reliable. While IBA has no reason to doubt its accuracy, we do not warrant or guarantee the contents. The buyer agrees to assume personal responsibility, prior to purchasing the business, for full verification of all information and figures supplied.

