



FOR SALE

TURN-KEY TILE & MARBLE BUSINESS & REAL ESTATE

15,600 +/- SF · 1.1 AC LOT · 3 BUILDINGS · FULL FABRICATION SHOP · OWNER WILLING TO STAY ON UNDER NEW OWNERSHIP



421 W. STREET ROAD | KENNETT SQUARE, PA 19348

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OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

- **Established Tile & Marble Operation:** A fully equipped fabrication, installation, and retail showroom business with over 30 years of continuous operation and three generations of expertise in Chester County. The sale includes all equipment, inventory, and real estate.
- **Full Fabrication Capability:** CNC machines, bridge saws, polishers, and a complete shop allow in-house stone fabrication, a high-margin capability that most competitors outsource.
- **Substantial Real Estate Asset:** Three buildings totaling 15,600 +/- SF on 1.1 acres. Showroom, office, fabrication shop, and warehouse all on one property.
- **Affluent Market:** Average household income within five miles exceeds \$149,000, with median home values above \$520,000, driving strong demand for premium kitchen and bath finishes.
- **Resilient Industry:** The U.S. granite and marble countertop market is valued at \$15.5 billion and growing at 5.8% annually, supported by a \$574 billion home improvement market.
- **Owner Willing to Stay On:** One of the current owners is prepared to continue working under new ownership, providing transition support and preserving critical customer and vendor relationships. Additional employees may also be available to remain.

PRICING

Real Estate: \$1,700,000

Business, Equipment & Inventory: \$450,000

Combined Asking Price: \$2,150,000

FINANCIAL SUMMARY (TY 2025)

Gross Receipts / Sales: \$1,926,592

2025 SDE: \$396,281

3-Yr Avg SDE: \$318,507

3-Yr Avg SDE, Net of Rent: \$183,429

BUSINESS DETAILS

Year Established: 1994 (30+ Years)

Entity Type: S-Corporation

Shareholders: 3

Owner Retention: Owner willing to stay on

Services: Fabrication, Installation, Retail Showroom

Equipment Included: Yes (87 items, est. value \$574,100)

Inventory Included: Yes (\$256,820 book value)

Exclusions: Tile inventory, tile customer lists, trade name, cash equivalents

TILE & MARBLE FACILITY OVERVIEW

PROPERTY HIGHLIGHTS

- Three-Building Campus:** Main building (8,676 SF) with showroom, offices, and primary shop; dedicated shop building (3,500 SF) with 3-phase electric and overhead doors; warehouse (3,440 SF) with four overhead doors for material storage and staging.
- Generous Lot:** 1.1-acre lot provides ample staging, parking, and material storage capacity, with room for operational expansion.
- Grandfathered Use:** The tile and marble operation is a pre-existing, non-conforming use under LB (Local Business) zoning, providing continuity for the current business.

LOCATION HIGHLIGHTS

- Chester County Address:** Located in West Marlborough Township within the Unionville-Chadds Ford School District, one of Pennsylvania's most affluent communities.
- Kennett Square Proximity:** Minutes from the Borough of Kennett Square, a growing commercial and residential hub known for its walkable downtown and dining scene.
- Regional Access:** Route 926 (West Street Road) provides direct connectivity to Route 1, Route 82, and the broader Chester County road network.



PROPERTY INFORMATION

Building Size:	15,616 +/- SF (3 buildings)
Lot Size:	1.1 +/- Acres
Main Building:	8,676 SF (1.5 Story, Stucco)
Shop Building:	3,500 SF (1 Story, Block)
Warehouse:	3,440 SF (1 Story, Stucco)
Year Built:	~1942 (Main Bldg)
Zoning:	LB (Local Business)
Municipality:	West Marlborough Twp.
School District:	Unionville-Chadds Ford
Parcel ID:	48-8-27.1

PRICING INFORMATION

Real Estate:	\$1,700,000
Price / SF:	\$108.86/SF
Annual Taxes:	\$9,249/Year

PHOTOS



PHOTOS



PHOTOS



BUSINESS HIGHLIGHTS

Petragnani Brothers Tile & Marble is a three-generation, full-service natural stone fabrication and installation company operating from a 15,600 SF campus in Chester County, PA. With over 30 years of continuous operation, a retail showroom, and complete in-house fabrication capability, the business offers a new owner an established platform in a growing market backed by substantial real estate.

YEAR ESTABLISHED

1994

30+ years in operation

2025 REVENUE

\$1.93M

+24.4% year-over-year

EQUIPMENT & INVENTORY

\$831K

Replacement + book value

3-YEAR AVG SDE

\$183K

Net of market rent (\$8.65/SF)

INVESTMENT HIGHLIGHTS

- **Established track record.** Over 30 years of continuous operation and three generations of craft expertise have built deep relationships with Chester County's residential and commercial construction community. The business is ranked in the top 22% of licensed PA contractors by BuildZoom.
- **Vertical integration.** Full in-house fabrication (CNC, bridge saw, polisher) plus installation crews eliminates dependence on third-party fabricators and protects margins.
- **Retail showroom.** On-site showroom drives walk-in traffic and higher-margin direct-to-consumer sales alongside contractor and builder channels.
- **Substantial hard assets.** \$574,100 in equipment replacement value, \$256,820 in inventory, and \$1.7M in real estate provide a tangible asset floor.
- **Revenue rebound.** 2025 revenue of \$1.93M represents a 24% increase over 2024, demonstrating the business's resilience and growth trajectory.
- **Workforce continuity.** One of the current owners is willing to remain and work under new ownership, providing hands-on transition support. Additional employees may also be available to stay on, preserving the skilled labor that drives the operation.

GROWTH OPPORTUNITIES

- **Digital marketing.** Limited current online presence (3.9-star Birdeye rating with only 9 reviews) represents significant upside through SEO, Google Business optimization, and social media.
- **Engineered stone expansion.** Quartz countertops are the #1 buyer choice (68% preference) and growing at 8.2% CAGR. Adding or expanding engineered stone lines captures the fastest-growing segment.
- **Builder and designer partnerships.** Formalized referral programs with Chester County's active residential builders and interior designers can create recurring revenue streams.
- **Commercial contracts.** Expanding into commercial fabrication and installation (hotels, restaurants, office buildings) diversifies revenue beyond residential remodeling.

TRANSACTION STRUCTURE

Real estate, operating business, equipment, and inventory are offered together. Combined asking price of \$2,150,000 reflects the real estate value (\$1,700,000) and the business, equipment, and inventory (\$450,000). Component pricing detailed on page 4.

TEAM & WORKFORCE

One of the current owners is willing to stay on and continue working under new ownership, providing hands-on operational support, preserving key customer and vendor relationships, and ensuring a smooth transition of the business. Additional employees may also be available to remain, offering the new owner a trained workforce with deep expertise in stone fabrication, installation, and customer service.

OWNER RETENTION	WILLING TO STAY	OWNER EXPERIENCE	COMBINED EXPERIENCE
<p>Confirmed</p> <p>Willing to remain on staff</p>	<p>4</p> <p>Owner plus 3 current employees</p>	<p>35+ Yrs</p> <p>Three generations in the trade</p>	<p>75+ Yrs</p> <p>Total team experience (approx.)</p>

EMPLOYEE DETAILS

NAME	ROLE	YEARS W/ CO.	TOTAL EXP.	COMPENSATION	KEY SKILLS & NOTES

Employee details are confidential and provided for qualified buyer evaluation only. Names other than the retained owner are withheld. Tenure, experience, and compensation figures are approximate and subject to verification; compensation shown as "Negotiable" will be confirmed during due diligence. The current workforce is larger than the staff shown here; the employees listed are those who will or may remain under new ownership.

WHY WORKFORCE CONTINUITY MATTERS

- **Immediate Operational Capacity:** A retained workforce means the business operates at full capacity from day one, with no hiring delays or training ramp-up period.
- **Customer Relationship Preservation:** Long-tenured employees carry established relationships with contractors, builders, and homeowners that take years to develop.
- **Skilled Trade Shortage:** Experienced stone fabricators and installers are in short supply nationally. Retaining trained personnel eliminates what is often the hardest part of acquiring a trades business.

TRANSITION SUPPORT

- **Owner Training Period:** The remaining owner is prepared to work alongside new ownership during a transition period, transferring operational knowledge, vendor contacts, and customer accounts.
- **Institutional Knowledge:** Over 30 years of fabrication techniques, supplier pricing, installation standards, and local market knowledge that cannot be replicated from scratch.
- **Reduced Acquisition Risk:** Workforce continuity significantly lowers the risk profile of the acquisition, preserving revenue streams and operational quality through the ownership transition.

THE NATURAL STONE & COUNTERTOP INDUSTRY

A GROWING MARKET BACKED BY HOUSING AND RENOVATION DEMAND

The **U.S. granite and marble countertop market reached \$15.5 billion in 2025**, growing at 5.8% annually, fueled by a \$574 billion home improvement market where kitchen and bathroom renovations remain the most common project types, each undertaken by 24% of renovating homeowners.

GRANITE & MARBLE COUNTERTOP MARKET (2025)

\$15.5B

[1] GlobeNewsWire / Market Research, 2026

U.S. HOME IMPROVEMENT MARKET (2024)

\$574B

[2] GM Insights, 2025

KITCHEN & BATH REMODEL SEGMENT

\$235B

[3] Houzz Home Study, 2025

MARKET HIGHLIGHTS

- **Structural Demand:** Kitchen and bathroom renovations are the #1 and #2 most common home improvement projects, with median spending of \$55,000 (large kitchen) and \$25,000 (large bath).^[3]
- **Natural Stone Endures:** Despite competition from engineered alternatives, 47% of customers continue to prefer natural stone for its aesthetic value, longevity, and perceived luxury.^[1]
- **Industry Consolidation:** The U.S. tile installation industry totals \$17.2 billion across thousands of operators. Established shops with fabrication capability command premium positioning.^[4]
- **Rising Material Costs:** Quartz raw materials up 19%, granite up 14%, affecting 58% of manufacturers. Established suppliers with existing vendor relationships have a cost advantage.^[1]
- **Renovation Rebound:** Professional-led kitchen and bath remodel spending is projected to rise 2.9% in 2025, with small kitchen remodels up 9% and small bath remodels up 13% year-over-year.^[3]

WHY INVEST IN TILE & MARBLE?

- **High Barriers to Entry:** Fabrication equipment (CNC, bridge saw, polishing) requires \$500K+ in capital investment. An operational shop eliminates this startup hurdle entirely.
- **Skilled Labor Moat:** Experienced stone fabricators and installers are in short supply nationally. An operation with trained crews is worth more than the sum of its equipment.
- **Affluent Local Market:** Average household income within 5 miles of the property is \$149,506, with median home values above \$520,000. These households spend \$18.7M annually on home maintenance and repair alone.
- **Active New Construction:** Chester County added 1,630 new housing units in 2024 (18,597 over the last decade) at a median new home price of \$589,901. New construction is a consistent source of countertop and tile installation demand.^[9]

FASTEST-GROWING SEGMENTS

- **Engineered Quartz:** 68% buyer preference, 8.2% CAGR through 2033.
- **Porcelain Slabs:** emerging alternative for countertops and wall cladding.
- **Luxury Renovations:** large kitchen remodels start at \$150K in the luxury segment.

EQUIPMENT & INVENTORY

All equipment and inventory is included in the business sale (87 items inventoried). Representative items are listed by category below; estimated value is summarized at the bottom of the page. Full itemized list available to qualified buyers upon request.

FABRICATION EQUIPMENT
Jaguar II Bridge Saw
Destiny CNC Machine
Wizard Delux Radial Arm Polisher
Alar Filter Press
Blue Ripper Dual Stone Miter Saw
VEHICLES & HEAVY EQUIPMENT
TCM Pro G25 Lift Truck
No-Lift Install Cart
SHOP INFRASTRUCTURE
CompAir L22 Compressor
Honda ES5000 Generator
Ingersoll Rand 80-Gal Compressor

INVENTORY SUMMARY	VALUE
Stone Slabs (Granite, Marble, Quartz)	Included
Tile Inventory	Excluded
Fabrication Supplies & Materials	Included
Total Inventory (Book Value)*	\$256,820

EQUIPMENT SUMMARY	AMOUNT
Total Items Inventoried	87
Total Replacement Cost	\$574,100

ADDITIONAL EQUIPMENT (SAMPLE)
Wet Saws (various)
Diamond Tooling & Blades
Templates & Measuring Tools
Hand Tools & Power Tools
Safety & Shop Equipment

TOTAL ESTIMATED EQUIPMENT & INVENTORY VALUE \$574,100 EQUIPMENT (EST. REPLACEMENT) + \$256,820 INVENTORY (BOOK VALUE)	EST. VALUE	BUSINESS ASK
	\$830,920	\$450,000

Equipment shown at estimated replacement (new) cost (\$574,100); actual condition and age vary by item. Inventory shown at book value (\$256,820). *Tile inventory excluded from sale; inventory total to be adjusted at closing. Values provided by seller (May 2024). All FF&E and inventory is included in the \$450,000 business asking price, which also conveys the business's goodwill and operational value, representing a substantial discount to the estimated replacement value of the equipment and inventory alone. Full itemized list available to qualified buyers upon request.

AERIAL VIEW



REGIONAL MAP



DEMOGRAPHICS

5-Mile Radius from 421 W. Street Road
Source: CoStar Group (May 2026)

AVG. HOUSEHOLD INCOME (5 MI)

\$149,506

40%+ above U.S. average

OWNER-OCCUPIED HOUSING (5 MI)

74.2%

12,561 households

MEDIAN HOME VALUE (5 MI)

\$520,784

Drives premium finish demand

ANNUAL HOME SPENDING (5 MI)

\$62.5M

Maintenance, furnishings & housing

2025 Summary

	1 Mile	3 Mile	5 Mile
Population	259	9,132	36,669
Households	105	3,217	12,561
Median Age	46.5	41.8	40.8
Avg. HH Income	\$143,890	\$147,243	\$149,506
Median Home Value	\$705,882	\$563,825	\$520,784
Owner Occupied	56.6%	72.7%	74.2%
Bachelor's Degree+	48.6%	45.0%	47.4%

Consumer Spending (Annual)

	3 Mile	5 Mile
Total Household Spending	\$22.4M	\$88.1M
Maintenance & Repair	\$4.7M	\$18.7M
Equip. & Furnishings	\$8.2M	\$32.2M
Housing Costs	\$3.0M	\$11.7M

Sources: CoStar Group Demographic Detail Report & Consumer Spending Report (May 2026), licensed to Atlas Realty Advisors. Chester County Planning Commission Housing Report (2024).



WHY THESE DEMOGRAPHICS MATTER

- **High-Income Households:** Average household income within 5 miles is \$149,506, more than 40% above the national average. These households spend heavily on premium kitchen and bath finishes.
- **Home Maintenance & Repair:** Households within 5 miles spend \$18.7 million annually on home maintenance and repair, with an additional \$32.2 million on household equipment and furnishings. This is a direct demand driver for tile, marble, and stone services.
- **Owner-Occupied Housing:** 74% of homes within 5 miles are owner-occupied. Homeowners invest significantly more in renovation and premium finishes than renters.
- **Premium Home Values:** Median home value within 3 miles is \$563,825 and within 1 mile is \$705,882. Higher-value homes correlate with higher spending on stone countertops and custom fabrication.
- **Active New Construction:** Chester County added 1,630 new housing units in 2024 at a median price of \$589,901, with multiple active communities near Kennett Square.^[9]

SOURCES & CITATIONS

- [1] GlobeNewsWire / Market Research | Granite and Marble Countertops Market Report**
Market valued at \$15.45 billion in 2025, projected \$20.55 billion by 2030 at 5.8% CAGR. Granite holds 28% market share. Quartz preferred by 68% of buyers. Raw material costs: quartz +19%, granite +14%.
globenewswire.com/news-release/2026/01/29/3228707

- [2] GM Insights | U.S. Home Remodeling Market Size & Share Report, 2025-2034**
Total home improvement market expanded 3.7% to \$574.3 billion in 2024, projected +3.4% to \$593.8 billion in 2025.
gminsights.com/industry-analysis/us-home-remodeling-market

- [3] Houzz | 2025 Home Study: Kitchen, Bathroom, and Spending Trends**
Kitchen and bath represents a \$235 billion segment. 24% of renovating homeowners undertake each project type. Large kitchen remodel median: \$55,000. Professional-led remodel spending projected +2.9% in 2025.
houzz.com/magazine/5-home-renovation-spending-trends-to-know-about-in-2025

- [4] IBISWorld | Tile Installers in the US: Industry Market Research Report, 2025**
Industry revenue \$17.2 billion in 2025, CAGR 0.9% over five years. Covers tile installation, stone fabrication, and related services.
ibisworld.com/united-states/industry/tile-installers/193/

- [5] William Wood Company | Appraisal of 421 West Street Road, Kennett Square, PA**
Appraised value: \$1,700,000 as of July 8, 2025. Property type: Flex. Appraiser: John Strickland II, SRA. Methods: Sales Comparison and Income Approach.

- [6] Guidant Financial | Estimated Business Valuation Report (2025)**
Independent third-party valuation of the operating business, prepared on a rent-free basis and exclusive of the real estate, which is valued separately. Full report available to qualified buyers under NDA.

- [7] CoStar Group | Demographic Detail Report & Consumer Spending Report (May 2026)**
1/3/5-mile radius demographics and consumer spending for 421 W Street Rd, Kennett Square, PA 19348. Population, household income, housing values, occupation, education, and annual spending by category. Licensed to Atlas Realty Advisors (ID: 1145958).

- [8] Owner-Provided Documents**
Form 1120-S tax returns (TY 2023, 2024, 2025). Equipment inventory list (May 2024, 87 items included in sale). Property plot plan. All financial data is unaudited and presented as received from the Owner.

- [9] Chester County Planning Commission | Residential Housing Report (2024)**
1,630 new housing units constructed in Chester County in 2024. 18,597 new units added 2015-2024. Median new home sales price: \$589,901. County median sales price: \$525,000 (all-time high). Data from Chester County Department of Assessment.
chescoplanning.org/Housing/HousingReport-24.cfm



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