



Broker Info



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Background

General Location: Bay Area, CA
Category: Miscellaneous Retail Furniture & Fixtures
Years in Business: 21
Under Present Owner: 21
Hours of Operation: M-F 10-5:30 showroom and 8-5 installation
Owner Hours: same as above
Training: 11 weeks @ 20 hours
Organization Type: S-Corp
Lease Expiration: 2027 plus option for 5 year extension
Lease Options:
Building Size: 5,000 showroom and 1,500 outdoor
Employees: 4
Reason for Sale: Retirement

Financials

Asking Price: \$954,000
Down Payment: \$75,000
Gross Sales: \$1,704,000
Discretionary Cash Flow: \$309,537
FF&E: \$60,000
Inventory Included? Yes
Inventory: \$64,000
Min. Operating Capital: \$0-200,000
Real Estate Available? No
Rent: \$10,600
Payroll: \$27,900
Financing: SBA

Summary

20 year old niche specialty retail company offers product sales, installation and service. The company operates out of a high traffic downtown showroom location. The company's customers come from a 30 mile radius from the showroom.

- Large product selection
- One stop shopping from design and fabrication to installation and service
- Low working capital requirements
- High traffic downtown location
- Showroom location has excellent demographics with median household income above \$174,000 and median home value above \$1.8M as of 2022
- Customers pay for product in advance minimizing accounts receivable risk
- Discretionary earnings increased from 2022 to 2024
- Gross profit increased and hit a record level in 2024
- Revenues decreased slightly from \$1.87M in 2022 to \$1.70M+ in 2024
- Significant upside growth potential for the right buyer

Year	2022	2023	2024 projected
Gross Sales	\$ 1,878,661	\$ 1,723,067	\$ 1,704,764
Gross Profit	\$ 847,757	\$ 815,203	\$ 973,340
Disc. Earnings	\$ 76,274	\$ 170,127	\$ 309,536