



Broker Info



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Background

General Location: South Bay, CA
Category: Retail
Beauty Supplies
Years in Business: 27
Under Present Owner: 27
Hours of Operation: 9:00 - 5:00
Owner Hours: Varies
Training: 4 weeks @ 30 hours
Organization Type: S-Corp
Lease Expiration: 2024
Lease Options:
Building Size: 1,280
Employees: 2
Reason for Sale: Retirement

Financials

Asking Price: \$595,000
Down Payment: Negotiable
Gross Sales: \$1,300,000
Discretionary Cash Flow: \$350,000
FF&E: \$40,000
Inventory Included? Yes
Inventory: \$300,000 - Reimburse
Seller
Min. Operating Capital: TBD
Real Estate Available? No
Rent: \$6,500
Payroll: \$2
Financing: SBA

Year	2020
Gross Sales	\$ 1,300,000
Gross Profit	\$
Disc. Earnings	\$ 350,000

Summary

Well Established Beauty Supply Store - High On-line Sales + Excellent walk-in Traffic. LA Beach Area Location

This company has built a strong on-line presence, including numerous eCommerce accounts, including high sales with Walmart. For over 27 years this company has been located in a very high-income, beach community in a busy, premium shopping center.

With about 3,000 of sku items, they have developed a dedicated customer base, which includes numerous beauty, hair and skin care industry professionals. There are also stations for a hair stylist, skin care professional, or a masseuse (not currently used)

Good Growth Opportunities - the current owner does very little advertising and still generates over a \$1,000,000 in annual revenue. A new owner could substantially increase revenues by doing increased marketing for both walk-in and on-line sales. Adding new product lines would also greatly increase income. Renting the salon stations for hair, nail, skin treatment....would also increase revenue.

This is an Asset Sale which will include all FF&E; buyer to reimburse seller for Inventory, at cost. Owner will offer a reasonable training at COE. The seller will only sell to a seasoned buyer with beauty industry and eCommerce experience.

For more information, please complete the "Buyer Registration" including a Non-Disclosure Agreement on-line at www.bizex.net.

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