



Broker Info



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M&A Advisor
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Background

General Location: Los Angeles, CA
Category: Bldg Materials, Home & Garden
 Miscellaneous Retail
Years in Business: 17
Under Present Owner: 17
Hours of Operation: 7 days 9-5
Owner Hours: 5 day 9-5
Training: None
Organization Type: S-Corp
Lease Expiration: 2023
Lease Options: Yes
Building Size: 17000 sqft and 7000 sqft
Employees: 12
Reason for Sale: Retirement

Summary

The Company is a 2 showroom, boutique retailer / design center for tile, stone, quartz slabs, porcelain slabs and natural stone products servicing the Greater Los Angeles Area. Clients include local and regional homeowners, contractors and designers. The Company also wholesales product to retail showrooms in the area and to large distributors such as Dal Tile.

Products are sourced domestically, and exclusive lines are imported from Italy and Spain. The Company offers fabrication service for countertops/ accessories/ walls/ fireplaces made from natural Stone and Porcelain slabs as value added service.

Both showrooms are in high traffic locations with long term leases. Staff consists of experienced managers, sales associates, and operations/administrative staff.

Financials

Asking Price: Accepting Offers
Down Payment: Negotiable
Gross Sales: \$4,264,030
Discretionary Cash Flow: \$1,306,719
FF&E: \$29,852
Inventory Included? Yes
Inventory: \$779,900
Min. Operating Capital: \$77,142
Real Estate Available? No
Rent: \$34,041
Payroll: \$19,986

Year	2017	2018	2019
Gross Sales	\$ 4,998,597	\$ 5,110,522	\$ 4,264,030
Gross Profit	\$ 2,485,018	\$ 2,825,416	\$ 2,957,311
Disc. Earnings	\$ 494,583	\$ 605,556	\$ 1,306,719