



Broker Info



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Background

General Location: Los Angeles, CA
Category: Retail
Business Services
Years in Business: 74
Under Present Owner: 33
Hours of Operation: 8am-5pm
Owner Hours: 8am-5pm
Training: 2 weeks @ 8 hours
Organization Type: Sole proprietor
Lease Expiration: Month to Month
Lease Options:
Building Size: 7000
Employees: 8
Reason for Sale: Family

Financials

Asking Price: \$300,000
Down Payment: \$50,000
Gross Sales: \$830,000
Discretionary Cash Flow: \$193,000
FF&E: Yes
Inventory Included? Yes
Inventory:
Min. Operating Capital:
Real Estate Available? No
Rent: \$12,000

Year	2023	2022	2021
Gross Sales	\$ 2,012,476	\$ 2,337,694	\$ 2,115,459
Gross Profit	\$ 809,098	\$ 831,633	\$ 858,778
Disc. Earnings	\$ 194,986	\$ 193,004	\$ 197,972

Summary

Key-Value Drivers:

- **Family-owned business for 75+ years, same location**
- **Loyal customers** with high retention and referrals
- **Low rent, low maintenance, and long lease term**
- Inventory valued at **\$700k - \$1M estimated included**
- **No competitors** within 30 miles

Why Invest?

- **Legacy & Stability:** 75+ years in the same prime location.
- **Strong Customer Base:** Loyal clientele with steady repeat business.
- **Financially Attractive:** Low overhead costs with low rent and maintenance.
- **Turnkey Operation:** Includes \$700k - \$1M worth of inventory.
- **Exclusive Market:** No direct competitors within a 10-mile radius.

Business Highlights:

- **Premium Products:** High margins on premium lighting products.
- **Optimized Showrooms:** Designed to appeal to both professionals and consumers.
- **Strong Relationships:** Established connections with architects, contractors, designers, and electricians.
- **Loyalty Program:** Maintains strong business relationships and customer loyalty.

Growth Opportunities:

- **E-commerce Expansion:** Set up an online store to significantly increase revenue.
- **Market Optimism:** Favorable housing market and mortgage rates expected to drive growth in 2020.

Reason for Sale:

- **Owner Retirement:** Owner retiring after 75 successful years.
- **Pre-COVID Value:** Original asking price was \$1.5M before COVID-19.
- **Resilient Performance:** Sales and revenue have remained steady despite the pandemic.
- **Urgent Sale:** Due to family reasons and the need to retire, offering a unique opportunity for a new buyer.

Don't miss this amazing opportunity to own a well-established, innovative lighting retailer in the upscale West Coast markets!

For more questions please contact Betty Jong at 310-228-7888 Bjong@Bizex.net