



Broker Info



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Summary

Key-Value Driver:

- on a busy street; 71+ Years in business, same location
- Loyal customers, lots of retain/ referral customers.
- Low rent, Low maintenance, Long lease term!!
- SBA Approved, 80+ % ROI!!!!
- \$700k Inventory included!!!!!!
- No Competitors within 5 miles.

Amazing opportunity to own 70+ years running, well-established, innovative lighting retailer business in upscale West Coast markets

The company has a successful formula for achieving consistently high margins on premium lighting products. The Company appeals to both the professional and consumer with properly designed showrooms that feature lighting fixtures in optimal settings. The Company has built strong business relationships with architects, contractors, designers, and electricians, and maintains these relationships with the loyalty rewards program.

The Company hasn't gotten into e-commerce online business yet, if the new owner has a business plan to set up an online store, revenue will rapidly grow to compare to the current physical retail store only. Also, 2020 is expected to be driven by optimism surrounding a strong housing market and favorable mortgage rates.

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: TBD weeks @ TBD hours
Organization Type: Sole proprietor
Lease Expiration: 3 years renew
Lease Options:
Building Size: 7000
Employees: 9
Reason for Sale: Family

Financials

Asking Price: \$1,600,000
Down Payment: \$180,000
Gross Sales: \$3,500,000
Discretionary Cash Flow: \$500,000
FF&E: Yes
Inventory Included? Yes
Inventory: \$700,000
Min. Operating Capital:
Real Estate Available? No
Rent: \$11,000

Year	2017	2018	2019
Gross Sales	\$ 3,159,190	\$ 3,003,190	\$ 2,700,498
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 576,030	\$ 531,646	\$ 491,495