Setup Sheet
BizEx1499-SL: Well-established footwear and apparel retailer

Broker Info

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Background

General Location: San Francisco, CA
Category: Retail
eCommerce
Years in Business: 45
Under Present Owner: 13
Hours of Operation: normal
Owner Hours: normal
Training: 10 weeks @ 5 hours
Organization Type: S-Corp
Lease Expiration: TBD
Lease Options: TBD
Building Size:
Employees: 15
Reason for Sale: Pursue other entreprenuer activities

Financials

Asking Price: Accepting Offers
Down Payment: Negotiable
Gross Sales: $18,305,251
Discretionary Cash Flow: $3,479,174
FF&E:
Inventory Included?
Inventory: $2,500,000
Min. Operating Capital:
Real Estate Available? No
Rent:
Financing: Call

Year	2025	2024	2023
Gross Sales	$ 18,305,251	$ 12,931,368	$ 12,066,315
Gross Profit	$ 7,884,041	$ 4,774,262	$ 4,656,724
Disc. Earnings	$ 3,479,174	$ 1,479,075	$ 2,167,103

Summary

A well-established, multi-channel footwear, apparel, and accessories retailer is available for acquisition. The company operates as an authorized reseller of leading national outdoor, comfort, and lifestyle footwear brands, selling through a diversified mix of Amazon (approximately 70% of revenue) and a direct-to-consumer e-commerce storefront, complemented by a few physical retail locations in a major West Coast metropolitan market. The business has delivered significant revenue growth over the past several years under current ownership, generating approximately $18–21 million in annual revenue and $3–4 million in adjusted EBITDA. The business benefits from long-standing brand relationships, a loyal repeat customer base, and an omnichannel model that balances marketplace reach with higher-margin direct sales. This is an attractive opportunity for a buyer seeking a turnkey, brand-diversified, high-growth retail operation with multiple channels for continued expansion.

TTM Topline Income: $20,569,400
TTM Adjusted EBITDA: $3,458,599

There is no offer price. After reviewing details on the business, buyers can submit an Indication of Interest (IOI).