

Established Furniture Store Offering Wholesale Prices to Retail Customers

Asking Price:	\$ 125,000
Gross:	\$ 500,000
Building & Land	Leased
FF&E	\$ 20,000
Delivery Trucks	\$ 20,000
Inventory	\$ 25,000
Cash Flow	\$ 156,888
*See Footnote	



Business Summary

Established furniture business with a showroom located on one of Houston's busiest roads in the affluent northwest area of Houston. This business is an independent operation, but it is affiliated with a nationally recognized organization. Being a member of this national network creates instant credibility and provides the business with access to an extensive variety of product without having to stock the inventory. Most of the furniture is not ordered until purchased by a customer. This greatly reduces overhead and makes for a very profitable and manageable business. In addition to furniture, the store carries mattresses. Mattresses are very profitable and could be considered a business within a business.

General Information

Year Established: 2003 (Current Owner: 4 years)

Employees: 0 (Owner operates the business with part-time assistance from spouse.)

Facilities: Building: 2,400 sf @ \$1,826 per month + CAM. Due to a high ceiling, business owner constructed a second floor over the office area of approx. 700 sf for storage.

Market Outlook

Competition: There is no shortage of furniture stores, but this business enjoys a unique niche in the market and features a line of contemporary furniture that has great appeal to a large portion of the buying public.

Growth/Expansion: The owner works a short week. The showroom is not open in the evenings or on weekends. It is reasonable to expect that sales would increase simply by increasing the hours. The owner also does not advertise or promote the business. Sales have been a result of the business' web site and referrals. The business could be expanded by accepting business from decorators and by adding lines including art.

About the Sale

Financing:

Support/Training: Seller will assist buyer to get established for a reasonable amount of time.

Reason for Selling: Seller is committed to another business that requires an increasing amount of time and travel.



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Simplified Financial Profile		
Price: \$125,000		
Physical Assets:		
FF&E + Finish Out	20,000	
Delivery Truck - 2020	15,000	
Delivery Truck - 1996	5,000	
Inventory - Included	25,000	
Goodwill & Intangible Assets:	60,000	
Customer List		
Suppliers		
Training		
Affiliation to National Network		
Right to link to National Web Site		
Total	\$125,000	
Sales Model		
Annual Sales	500,000	
Product Cost		
Avg. Product Cost 55%	275,000	
Gross Margin		225,000
Operating Expenses		
	Monthly	Annual
Rent	1,826	21,912
CAM	100	1,200
Electric	300	3,600
Business Ins.	200	2,400
Truck & Auto Ins.	250	3,000
Office Items	100	1,200
	175	2,100
Advertising	0	0
Credit Card Fees	--	--
- Included in Product Cost		
Truck and Auto Expenses	250	3,000
Phone, Internet, Cell Phone	300	3,600
Legal		
Accounting	175	2,100
Property Taxes		
Sub Total:	3,676	44,112
Assistant - Deliveries		24,000
Cash Flow:		\$156,888

Accuracy of Information

The information was provided by the owner/seller and is believed to be accurate. No independent verification has been made by the broker. Buyers should make their own investigation and determination.