

OUTDOOR LIVING PRODUCTS DEALERSHIP BUSINESS FOR SALE



BUSINESS OVERVIEW

One of Western Canada's leading dealerships specializing in outdoor home living products, this company is an authorized dealer for several well-known, made-in-Canada brands.

The business has grown rapidly, as consumers continue to turn their focus and dollars towards improving lives at home. Demand for the company's products has risen to the point that there is an order book of several months' sales awaiting delivery, which would pass to a new owner.

Operating out of a conveniently located showroom on a major shopping street in a fast growing area of Metro Vancouver, this business is ready to be taken to the next level by a buyer able to consolidate and grow its market position. The seller has extensive proprietary knowledge of their products and market, which they will transfer to ensure a smooth transition to new ownership.

NORMALIZED FINANCIAL SUMMARY

	REVENUES	SELLER'S DISCRETIONARY EARNINGS
EST. 2022 *	\$ 2,575,000	\$ 331,000
FYE 2021	\$ 1,718,000	\$ 122,000
FYE 2020	\$ 860,000	(\$ 46,000)
FYE 2019	\$ 1,099,000	\$ 124,000

* EST. 2022 figures based on 10 months financials year-to-date

SALE INFORMATION

Type of Sale: Share Sale

BUSINESS ASKING PRICE: \$755,000

Inclusions in Asking Price:

- Operational Balance Sheet Inclusive of Furniture, Fixtures, and Equipment; Goodwill; Normal Net Working Capital of \$114,000 (Inclusive of Inventory)

For more information on this business, please contact:

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COMPANY PROFILE

Listing ID:	VANCOBC002-N544
Location:	Metro Vancouver, BC
Type of Entity:	Corporation
NAICS 453999:	Retail Stores (Small Specialty)

HIGHLIGHTS

- Strong brand recognition for the business and its major product lines
- Great location in fast-growing market
- Strong lead generation from multiple sources
- Pipeline of sales and earnings from order book
- Major products manufactured locally, saving costs and simplifying logistics
- Showroom presents very well
- Long-term lease in place on premises
- Opportunities to grow by geographical expansion

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