

BUSINESS FOR SALE

CUSTOM FURNITURE DESIGNER AND RESELLER



BUSINESS OVERVIEW

This is a wonderful opportunity to invest into a unique and distinct reseller of designer quality custom furniture products. The business caters to the burgeoning market for higher quality solid wood products that are built to meet the client's tastes, living space requirements and of a quality that will last for years. The business model developed separates them from the lower cost, lower quality mass market type furniture, and instead caters to those with more of a discerning taste from all demographic groups.

The business has operated successfully for over 20 years, and has adapted to the homeowners changing tastes, and related design and fashion influences in the market. Significant growth has been realized through location expansion, which in itself has created a proven business model to scale further into broader markets across the Metro Vancouver area and beyond.

Given the custom nature of the work and related payment cycles, the inventory levels are controlled easily, with controlled positive cash flow.

This is truly a unique opportunity.

SALE INFORMATION

Type of Sale: Share Sale/Stock Sale

ASKING PRICE CONSIDERATION

Operational Balance Sheet Inclusive of:

Furniture, Fixtures & Equipment, Goodwill, Normal NWC

Business Value	\$ 1,005,000
Normal Net Working Capital	\$ 144,000

BUSINESS ASKING PRICE **\$ 1,149,000**

NORMALIZED FINANCIAL SUMMARY

YEAR	REVENUES	EBITDA*	SDE**
PROJECTED 2017	\$ 2,007,000	\$ 327,000	\$ 378,000
2016	\$ 1,967,000	\$ 323,000	\$ 373,000
2015	\$ 1,629,000	\$ 251,000	\$ 300,000
2014	\$ 1,320,000	\$ 69,000	\$ 116,000

* Earnings before Interest, Taxes, Depreciation, and Amortization

** Seller's Discretionary Earnings

For more information on this business, please contact:

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COMPANY PROFILE

Listing ID:	VANCOBC002-N459
Location:	Metro Vancouver
Industry:	NAICS 442110 Furniture Stores
Type of Entity:	Corporation
Business History:	Over 20 years in business

HIGHLIGHTS:

- Custom product offering
- Custom business model reduces inventory requirements
- Exclusive Design Lines
- Great locations
- Great all season business
- Stable history of growth and profitability
- Dedicated Sales Team

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