

High-Growth Furniture & Lifestyle Store



BUSINESS PROFILE

Industry	Department Store/Retailer
Location	Southwestern Ontario
Founded	1999
Premises	30,000 sq ft + 13,000 sq ft rented storage
Employees	14

KEY HIGHLIGHTS

- Newly renovated facility with room to expand
- Ideal store location
- Strong customer base
- High profit margin
- Positioned for future growth

BUSINESS OVERVIEW

This fast-growing retail establishment in Southwestern Ontario has been providing customers with name-brand furniture and household goods for over 22 years. They are known for offering a variety of consumer products at affordable prices. This business has a knowledgeable and friendly sales team to ensure that customers make an informed purchase and leave the store with the right product. Customers looking for big-ticket items such as indoor and outdoor furniture travel over an hour to this store, passing several big box stores along the way.

The store's busiest departments include furniture, mattresses, outdoor furniture, and appliances. The average profit margin across the store is approximately 46%.

During COVID the store had to be closed and limited to curbside pick up, during this period the company was able to do about 40% of its regular sales volume

Recently expanded and renovated facility which substantially increased the size of the showroom leaving room for ample growth.

Our client is aiming to sell 100% of the business (asset sale) to the purchaser, additionally, they are also open to selling the land and building (asset sale) to the buyer.

FINANCIAL PERFORMANCE

Sales Summary

FYE	Normalized
2021	\$4,974,000
2020	\$3,483,000
2019	\$2,760,000

- Top line revenue is expected to continue to increase until revenue is equal to \$200 per sq ft (previous to the expansion, revenue was over \$200 per sq ft)

EBITDA Summary

FYE	Normalized
2021	\$1,295,000
2020	\$512,000
2019	\$358,000

- Margins historically over 40% due to the nature of the goods and supplier connections
- EBITDA has continued to grow through the COVID-19 pandemic- despite only being able to offer curbside pick up for a certain period