

Opportunity

BN000050486 – High-End Furniture Retail Company

Location: Southeast US



The company is a premium, new and consignment furniture store. The company sells its products through a physical retail location and its website.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA averaged \$3.6M and \$808K respectively, from 2020 to 2023
- Gross profit margins and adjusted EBITDA margins averaged 48.4% and 22.2% respectively, from 2020 to 2023
- Diversified product offerings and new inventory available daily
- Strong reputation of top-quality products and service
- Active social media presence with 37K+ followers and a weekly email group with 20K+ subscribers
- Well-established online store

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$3,062	\$1,491	\$678
12/31/2021	Internal	\$4,420	\$2,036	\$1,053
12/31/2022	Internal	\$3,644	\$1,808	\$792
12/31/2023	Internal	\$3,346	\$1,646	\$709

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Implement digital marketing strategies such as search engine optimization (SEO) and pay-per-click (PPC) advertising to generate new business
- Expand into interior design, staging, and assembly/installation services
- Offer regional or nationwide shipping to expand customer base
- Provide pick-up services for consignment items
- Expand marketing to businesses, hotels, and event planners who require furniture in bulk

Headquartered

- Southeast US

Current Markets

- The company serves individual consumers in the Southeast US. The company offers its products through both a physical retail location and its website.

Real Estate

- The company operates from a 7,500 sq. ft. facility leased from an unrelated third party.

Shareholder Objectives

- The company is wholly owned by a single shareholder who is seeking retirement. The owner is willing to remain with the company for a predetermined period to facilitate a smooth transition to new ownership.

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