

**The Firm Business Brokerage**

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**ID#: RET056**

**FOR SALE: Omaha Shoe and Accessories Boutique**

*Great location with loyal customers!*

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| Financial Overview  **List Price: $76,000**  **Gross Sales**  **2018:** $233,800 *May 2017 – April 2018*  **Owner Profit/Cash Flow**  **2018:** $30,669 *May 2017 – April 2018*  **Profit Margin:** 13%  **Multiple:** \**Multiples range from 1-5, the average being 3*  **Valuation:** 2017Cash Flow x Multiple = Price  $30,669 x 2.5 = $76,600 |  | Funding Example  **Purchase Price: $76,000**  *23%* **Buyer Down Payment:** $17,480  *23%* **Seller Financing:** $17,480  *54%* **Bank Loan:** $41,040  *A 23% down payment of $17,480 returns $19,740 in the first year after debt payments!*  Description  This upscale retailer specializes in selling shoes of all types along with a diverse mix of fashion accessories. They pride themselves on delivering a brand that is fun, functional, and high-end. They offer a fresh mix of products with styles and labels not found anywhere else in the region. Primarily aiming to work with successful independent brands, the owner has ensured that inventory stands out above the rest.  This store has a coveted 900 square foot location in a high foot traffic area. Over 300 potential customers walk through the door each week based on store accessibility and word of mouth. With rotating inventory and limited stock, weekly events to promote new products have an excellent turn out. There is a full-time store manager who oversees store operations including product inventory, re-orders, events, training, in-store experience, and customer communication. There is also a full-time sales associate during the week and a part-time associate on the weekend.  Though there is currently no online store, relationships with hotels and proximity to local events have made a huge impact on out of town sales. The associates work directly with customers by assessing their style and size then sending pictures of any product they may like. Expanding sales with online purchase capability would grow this business exponentially.  Next Steps  For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage’s professionals at 402.998.5288 or email [Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com). |
| Assets Included in Purchase\*:  **Intangible Assets:** Popular location with high foot traffic, relationships with brands and vendors, customer lists, social media marketing.  *\*amounts may vary* |  |
| Business Information  **Year Established:** 2017  **Location and Service Area:** Omaha, Nebraska  **Client Demographics:** Local high-end individuals (50%), Out of town/walk-in (50%)  **Services:** Quality footwear (high heels, dress flats, sandals, sneakers, booties), accessories (socks, jewelry), clothing (dresses, sweaters, designer t-shirts)  **Lease:** 900 sq. foot single level retail space; 3 years remaining in lease with potential for renewal.  **Reason for Selling:** Career change  **Employees:** 1 FT Store Manager, 1 FT Sales Associate, 1 PT Sales Associate  **Hours:** 11am-7pm Sunday-Friday; 11am-9pm Saturday  **Seller Training Period:** 90 days; owner willing to assist with vendor relations past time frame  **Growth Opportunities:** Implementing online sales; Attending national trade shows for vendor list expansion.  **Current Owner’s Responsibilities:** Oversight and in-store assistance as needed. |  |
|  | Last Revised 10/2018 by RJ | |
| ***- CONFIDENTIAL -*** | | |
| *The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.* | | |