



Commercial Real Estate Specialists
Business Brokerage Professionals

Presswood & Associates
Jack W. Dawson
Business Brokerage Coordinator

Please refer to listing ID: PA125

PROFITABLE HOME FURNISHINGS RETAILER IN SE TN

This very popular, 12,000 square foot, family-owned, mid-to-upper-line furniture store carries many of the most famous brands in the industry such as Howard Miller, Kincaid, Berkline, Englander and others. Some lines such as Furniture Traditions are available exclusively through this store to the area.

Furniture lines include dining room, dinettes, living room, den and bedroom sets plus a wide variety of lamps and many other accessories for all areas of the home. The store is well displayed and has an "In-Store Gallery."

This business, with its proven track record in the community, has an excellent reputation for quality service and value and maintains a large base of loyal repeat customers. The store has an aggressive advertising agenda and has been profitable every year with above average gross margins even though it has never been open on Sundays, a major furniture buying day of the week. First quarter sales for 2008 indicate a possible \$2MM year.

This unique store with no competition in the area is located on the major high-traffic road through town and has 180 feet of easily accessible road frontage. The building itself is sub-dividable, has a three-year-old roof, features a rear loading dock and plenty of available storage.

This long established retailer is ready to retire and prefers that the sale include all assets including real estate, inventory, all FF&E and vehicles for only \$1,300,000. The family will, however, consider a lease arrangement on the property and other possible sales options.

This is an excellent acquisition candidate for a strategic buyer or for a 1031 exchange buyer or for a new retailer wanting to get into this lucrative business. The seller is willing to train or assist the new owner to insure a smooth transition. Also, the management and sales staff are available to stay if needed.

Pictures are available upon request.

Industry: Home and Office Furniture

Industry Segment: Home Furniture Retailing

Geography: United States > Tennessee > Southeast

Asking Price: \$1,300,000

Seller Financing: Some possible

Reason For Selling: Health and retirement

Facilities: Very good

Market Outlook/Competition: Excellent. No close-by competition, on main road through town, one of the fastest growing communities in the entire area, long relationship with area, loyal customers...



440 Worth Street NW, Cleveland, TN 37311-5070
Phone 423-559-1003, Fax 423-559-1224,
www.presswoodassociates.com

Contact **Jack Dawson**
Cell **423-503-1838**
email jwdawson@presswoodrealty.com