

LISTING OPPORTUNITY

Overhead Garage Door Sales, Installation, and Repair

2021 Gross Sales \$ 918,567***SDE \$ 116,298***Real Estate Included



SPECIFICATIONS

 Price \$749,000 (Includes Real Estate)	 Revenue \$727,982 (3-Year Avg)	 Projected 2022 > \$1,000,000 Revenue
 Location San Joaquin County	 Counties Served: San Joaquin, Calaveras, Contra Costa, & Sacramento	 Facility 2,365 Square Feet Warehouse & Showroom
 Employees 1 Owner & 2 Full time	 Reason for Sale Other Interests	 Growth Potential Substantial

Year Established: 2013 (34 years' experience in industry, and 9 years as an owner)

Services Offered: Overhead garage door sales, installation and repair

Size of Facility: 2,365 square feet showroom and warehouse

Real Estate: Sale price of \$749,000 includes building that houses showroom and warehouse (built 2006)

Clients: Developers, contractors, and homeowners

Personnel: 1 owner with 34 years-experience and 1 seasoned full-time employee

Hours of Operation: Showroom open by appointment, work is performed Monday through Friday

Well established overhead garage door company serving clients located in San Joaquin, Calaveras, Sacramento, Contra Costa Counties, and beyond. This business has developed a strong reputation for quality work. Word of mouth testimonies and customer referrals, continue to provide more work than they can handle.

Approximately 300 overhead garage doors were installed in 2021, complete installations typically sell for \$2,500-\$4,000. Seller has established relationships with developers and contractors in the area, that prefer the quality his company provides. This accounts for the steady supply of projects and referrals.

Seller may consider remaining as a paid employee after consummation of sale and training period.

Price of \$749,000 includes business, real estate, equipment (value 4,350), and \$25,000 in inventory. Any excess inventory above \$25,000, at time of sale, will be added to selling price.

ASKING PRICE FOR BUSINESS: \$355,000

The asking price is determined using a cash flow methodology. Cash flow is the sum of net income from the business plus any non-cash expenses, non-recurring items and any seller's personal expenses. A multi-factor multiplier is applied to the cash flow based on the condition of the business. For this business, a four-year average cash flow is applied making the business price more favorable to the buyer. The multiplier applied in this case is 3.74x, below the market in favor of the buyer.

CASHFLOW X PRESCRIBED MULTIPLE = FAIR MARKET VALUE

With this information, the computation is as follows:

$$\underline{\$94,856} \times 3.74 = \underline{\$355,000}$$

The fair market value found above positions the listing price as:

\$355,000

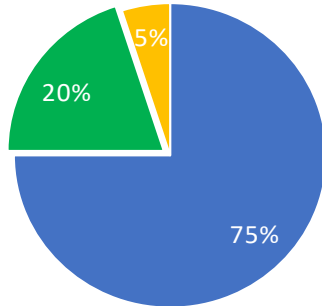
VALUE PROPOSITION

- Includes Real Estate
- Strong Reputation
- Excellent Customer Reviews
- Pandemic Resistant
- Realistic Growth Potential
- Consistent Demand for Services

FINANCIAL HIGHLIGHTS

- \$301,701 Increase in Sales between 2020 & 2021
- \$ 67,728 Increase in SDE between 2020 & 2021
- Real Estate Values are Increasing in Area

REVENUE BREAKDOWN

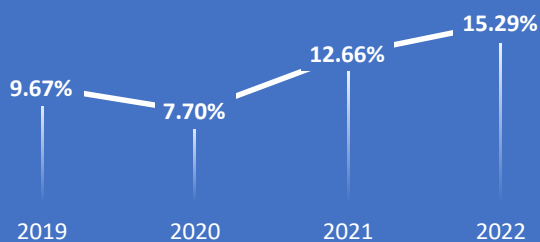


REVENUE BY CUSTOMER

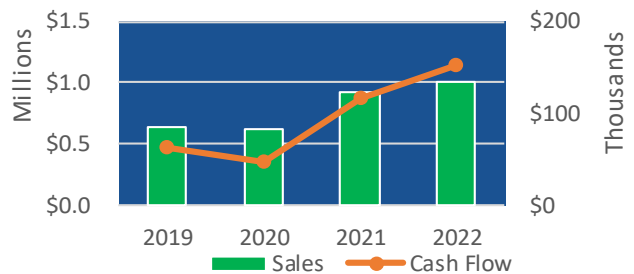
- Developers & Contractors
- Homeowners
- Commercial

FINANCIAL CHARTS

PROFIT MARGIN



SALES AND SELLER'S CASH FLOW



CASHFLOW ANALYSIS

Financial Statement Source	Tax Return 2019	Tax Return 2020	Tax Return 2021	Projected 2022
Sales	\$648,513	\$616,866	\$918,567	\$1,000,000
Less Cost of Sales	\$482,127	\$482,912	\$728,777	\$750,000
Less Operating Expenses	\$170,343	169,665	\$175,071	\$250,000
<i>Equals</i> Net Income Before Taxes	(\$3,957)	(\$35,711)	\$14,719	\$50,000
Plus Depreciation	\$18,828	\$30,633	\$29,591	\$29,591
Plus Amortization				
Plus Interest on Loans to Business	\$5,149	\$6,259	\$5,419	\$5,000
Plus Officer/Owner's Salary	\$30,460	\$21,020	\$34,792	\$50,000
Plus Payroll Taxes on Officer/Owner's Salary	\$2,330	\$1,608	\$2,662	\$3,825
<i>Equals</i> Preliminary Seller's Discretionary Earnings	\$52,810	\$23,809	\$87,183	\$138,416
Addbacks:				
Meals & Entertainment	\$390	\$264	\$867	\$1,000
Medical & Auto Insurance			\$1,843	\$1,843
Auto Expenses for Owner's Benefit	\$6,559	\$4,444	\$7,859	\$8,000
PPP forgiven		\$15,439	\$15,000	
Contributions		\$52	\$602	\$600
Personal life insurance	\$1,032	\$1,032	\$1,032	\$1,032
Non-Business Phone, Internet & Cell Phone Expenses	\$1,945	\$2,459	\$1,912	\$2,000
Sum of Addbacks:	\$9,926	\$23,690	\$29,115	\$14,475
Total Seller's Discretionary Earnings (SDE)	\$62,736	\$47,499	\$116,298	\$152,891
Profit Margin	9.67%	7.70%	12.66%	15.29%

FUNDING EXAMPLE – INCLUDES REAL ESTATE

Purchase Price: \$749,000 Seller does not want to sell business or real estate separately

20% Buyer Down Payment	\$149,800	Buyer's equity
80% Bank Loan	\$599,200	10-Year term at a rate of 5.50% = Monthly loan payment of \$6,503

- Cash Flow (4-Year Average SDE \$94,856)
- Annual Payment to Bank: \$78,036
- Net Profit (After Expenses and loan payment): \$16,820