



BUSINESS REPORT

Date: **31st July 2025**

Business Reference:**35537**

About the Business:

Profitable Furniture Business!

Selling furniture at competitive prices. They have a floor filled with used office furniture. This business can supply larger volumes of furniture to customers. This is a profitable business!

Profitable Furniture Business!



Sector: **Retail**

Asking Price:

R 3,400,000

Monthly Profit:

R 157,176

Asset Value:

R 800,000

Stock Value:

R 1,000,000

Yearly Net Profit :

R 1,886,117



Business Report

Fully describe the business's activities?

The business specialises in the selling of used office furniture.

How does the business operate on a daily basis?

There is a Sales Manager that looks after the marketing/sales of the business.
The Admin Department takes care of all the daily administration/staff related matters & deliveries.
The Owner sources/acquires new stock from auctions, corporate sellers, etc.

What Advertising/Marketing is carried out?

WhatsApp.
Facebook: Marketplace advertising. (Also a Catalogue)
Existing Website.

What competition exists?

Auctioneers in the vicinity.

How could the profitability of the business be improved?

Regular paid advertising can assist exposure of the business and improve sales.

Give a breakdown of staff/ functions/ length of service?

Supervisor/Driver in charge of deliveries.
Inhouse Sales Assistant.
Stock Controller. (Warehouse)
7 x General Staff members.

How involved is the Owner in running the business?

The Owner and his wife are involved full time.

When does the current lease end?

The warehouse and offices are situated on the property where the Seller resides.
Seller will consider an offer on the property.
Alternatively, a lease agreement can be negotiated when taking over the business

Temporary storage for stock is on a month to month basis. (As and when)

What are the trading hours?

Monday - Friday: 08:00 - 17:00
Saturday: 08:00 - 14:00

What are the main assets of the business?

2 x Delivery Vehicles.
2 x Trailers.
Computers, printers and other office equipment such as desks and chairs.

What is the quality of the Stock on Hand?

Stock consist of used furniture.
Many of the items need a bit of repair/fixing.
Stock is sold on a "Voetstoots"- Basis (As Is)
The Selling Price includes stock on hand.

Strengths?

Very competitive pricing.
The business is known in the market.
Sizable stock value.

Weaknesses?

Need to consolidate financials.

Opportunities?

Deliveries to areas further away from business premises.

The home office/work-from-Home concept is a new trend and the business services this market.

Opening a branch in another location/province.

What is the reason for the sale?

The owner would like to retire.