

**business**  
for sale



Date: **21st December 2024**

Business Reference: **BFS10931**

About the Business:

## **Well-established hardware store for sale in Cape Town**

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This established hardware store has been successfully operating in a prime location for four years, building a strong reputation and loyal customer base. With a proven track record of year-over-year growth and a diverse product range, the store is well-positioned for continued success and growth.

# Well-established hardware store for sale in Cape Town



Sector: **Retail**

Asking Price:

**R 800,000**

Monthly Profit:

**R 0**

Asset Value:

**R 250,000**

Stock Value:

**R 690,000**

Yearly Net Profit :

**R 0**



# Business Report

## Background and History

This established hardware store is proudly entering its 5th year of successful operation. Situated in a prime location, it has built a solid reputation and a loyal customer base within the community.

### Key Highlights

- **Proven Track Record:** Over the past four years, this store has consistently demonstrated strong financial performance, showing year-over-year growth in both revenue and customer count. Detailed financial statements are available upon request.
- **Diverse Product Range:** The store offers a comprehensive selection of hardware products, including tools, building materials, plumbing supplies, electrical goods, and garden equipment. This extensive inventory caters to both DIY enthusiasts and professional contractors.
- **Prime Location:** Positioned in a busy commercial area with ample parking and easy access, the store benefits from steady walk-in traffic and visibility. The location is well-known and easily accessible, contributing to high customer retention.
- **Loyal Customer Base:** With years of dedicated service, the store has developed a strong, loyal customer base. It is known for excellent customer service, competitive pricing, and a wide range of products.
- **Established Vendor Relationships:** The store has built solid relationships with reputable suppliers, ensuring a steady supply of high-quality products at competitive prices. These relationships also come with favourable credit terms and exclusive deals.

*We take pride in offering a personalised experience for customers.*

## Products and Services

With the store's solid foundation, there is significant potential for further growth, opportunities include:

- Deployment of a fully developed e-commerce store, loaded with our stock and ready to go live.
- Expanding the product range.
- Increase marketing efforts.

## Assets

- The store is equipped with a point-of-sale system, and inventory management software, ensuring efficient operations.
- A fully operational tinting machine.
- All fixtures and fittings.

## Employees

The business is staffed by a knowledgeable and experienced team who are well-versed in product knowledge and customer service. They are a key asset to the store, contributing significantly to its success.

We have 1 store manager and 1 assistant sales person.

## Financials and Forecasts

Detailed financial records, including profit and loss statements, balance sheets, and cash flow statements, are available to serious buyers upon request.

## Reason for Sale

The current owner is looking at relocation for work purposes. They are willing to provide training and support to help the new owner get up to speed and continue the store's legacy of success.