



Date: **3rd December 2024**
Business Reference: **36965**

About the Business:

Popular Vehicle Franchised Dealership for Sale

Have you dreamt of owning a dealership? now you can with the backing of a popular vehicle brand franchise. Over the past 70 years this popular vehicle make dealership has offered customers a one stop vehicle shop. Buying, selling, new or used vehicles and offering car serves to all vehicle makes. This business could be yours to grow and continue the strong customer focus and the best service for many years to come.

Popular Vehicle Franchised Dealership for Sale



Sector: **Retail**

Asking Price:

R 7,950,000

Monthly Profit:

R 265,423

Asset Value:

R 1,344,527

Stock Value:

R 0

Yearly Net Profit :

R 3,185,070



Business Report

How does the business operate on a daily basis?

Clients will come in or call for vehicle service or repairs, buy parts or new and used vehicles sales

What Advertising/Marketing is carried out?

Social media run in-house, sales team going out to clients, sponsoring golf days, school events via donations estimated from R1000 to R5000 per event, head office provides leads as well as potential clients who are coming to end of term with their vehicles

What competition exists?

Another popular car make dealership is 100km away, in this location there are other car dealerships selling different car makes

How could the profitability of the business be improved?

Sell or service more vehicles

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

Accountant - 15 years
Technician - 12 years
Technician - 7 years
Salesman - 7 years
Service Manager - 14 years
Apprentices - 7 years
Sales Lady - 1 year
Parts Lady - 3 years
Dealer Principle - 19 years

Do any have management potential?

Yes

How involved is the Owner in running the business?

Full time

When does the current lease end?

December 2027

What are the trading hours?

Monday to Friday - 07:30 - 17:00
Saturday - 08:00 - 13:00
Sunday and Public Holidays - Closed

What are the main assets of the business?

Dealer signage & pylon, Dealer Portal, Server for dealer system, dealer advertising merchandise
Office furniture and equipment
Computers and Printers
Client chairs
Phone system - pbax Nashua
Wifi router, Fibre network
Fan
Coffee station, TV, water dispenser, bar fridge
Boardroom table and chairs and coffee station
Light fittings
Fire house reel, fire extinguishers
CCVTV system with 2 tvs
Alarm system
Workshop equipment, machinery, spares, shelving, clock card machines

Strengths?

Selling the popular car make vehicle ranked in top 5 most sold vehicle in South Africa.
No other dealership in 100km radius in the KZN midlands area

Weaknesses?

Interest rates and fuel

Opportunities?

Many opportunities to sell and service more, extend the staff

Threats?

Prices of vehicles always going up

What is the reason for the sale?

Retirement