

business
for sale



Date: **3rd July 2024**

Business Reference: **34686**

About the Business:

Robust used car dealership for sale on Westrand

A robust second hand dealership business which weathered the COVID storm without difficulty for sale on the Westrand.. This used car dealership is well known in the area for selling bakkies.

Robust used car dealership for sale on Westrand



Sector: **Retail**

Asking Price:

R 3,200,000

Monthly Profit:

R 108,971

Asset Value:

R 200,000

Stock Value:

R 1,000,000

Yearly Net Profit :

R 1,307,654



Business Report

Fully describe the business's activities?

Owner started the business in 1997.
They sell used vehicles to the public
They specialize in the sales of bakkie's

How does the business operate on a daily basis?

Vehicles are sourced from various suppliers.
Vehicles are displayed at the premises and sold to either other dealers or general public

What Advertising/Marketing is carried out?

They maintain their own website
They advertise on facebook
They advertise on surf4cars

What competition exists?

There are various other second hand car dealers in the area

How could the profitability of the business be improved?

Increasing the turnaround time and reducing the floor standing time of the stock.
Timely and correct evaluations,

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

1 x finance & Admin (14 Yrs)
2 x salesmen (3 & 6 Yrs)
1 x mechanic (14Yrs)
2 x Cleaners
1 x Driver (3 Yrs)

How involved is the Owner in running the business?

Owner is 100% involved on a daily basis.

When does the current lease end?

30/60/2022

What are the trading hours?

Mon to Fri 8h00 - 17h00
Sat 8h00 - 13h00

What are the main assets of the business?

Workshop equipment and office furniture

Strengths?

Well known dealership with 24 years experience
Registered at all banks including Westbank to provide finance for vehicle sales
Only sell quality used vehicles
Known for selling Bakkies

Opportunities?

Economic downturn steer people away from new vehicles to a more affordable option of used cars
Attention to detail and approach to customers matter a lot in the used car business
Upsell to the used car customers. Think insurance, accessories, warranties, etc.
Include them in newsletters and campaigns.

Threats?

Shortage of used vehicles on the market
There are other dealerships in the area

What is the reason for the sale?

Owner wants to re-locate