

# FOR SALE: Custom Curtains and Blinds for Residential and Commercial Clients

*Established in 1996 with a repeat client base!*

## Financial Overview

**List Price:** **\$360,000**

### Gross Sales

2022	2021	2020
\$456,747	\$354,783	\$331,049

### Cash Flow

2022
\$106,595

- **2022 Profit Margin:** 23%

**Valuation:** Cash Flow x Multiple = Valuation  
 \$106,595 x 3.4 = \$362,423

## Business Information

**Year Established:** 1996

**Location:** Columbus, Nebraska

**Service Area:** Mainly Columbus with a 60-mile radius.

**Services:** Custom Curtains, Shades, and Blinds. Blinds installation, window treatments, shutter installation, and drapery installation.

**Clients:** Majority are regular home owners with some commercial work as well – 80% residential, 20% commercial work including Fire Houses and Schools.

**Lease:** Spacious 1,300 sq ft office space right off of the highway.

**Reason for Selling:** Retirement Planning

**Personnel:** Owner/ Operator with 1 sub-contractor for installations.

**Seller Training Period:** 6 months with 3 months in person and 3 months for consultation via phone.

**Growth Opportunities:** Advertise in more communities, expand geographic region, pursue more commercial work.

**Current Owners' Responsibilities:** Measures clients windows, helps select their products, price it out, place the order, and bookkeeping.

## Funding Example

**Purchase Price:** **\$360,000**

<b>20% Buyer Down Payment</b>	\$72,000
<b>30% Seller Financing</b>	\$108,000
<b>50% Bank Loan</b>	\$180,000

*A 20% down payment of \$72,000 returns \$54,048 in the first year after debt payments!*

## Description

This Interior Design company was founded in 1996 and has been serving the local community for over two decades. Specializing in custom curtains, shades, and blinds, this business offers a wide range of services including blind installation, window treatments, shutter installation, and drapery installation. The majority of their clients are regular homeowners, accounting for approximately 80% of their customer base. However, the company also undertakes some commercial work, making up the remaining 20% of their projects. This diverse client portfolio allows them to cater to a variety of needs and preferences. Located in Columbus, Nebraska, this business operates out of a spacious 1,300 square foot office space conveniently located right off the highway. This prime location ensures easy accessibility for both residential and commercial clients in the area. The owner manages the day-to-day operations and utilizes a sub-contractor for all installations. The seller is planning for retirement and is willing to provide a comprehensive training period to ensure a smooth transition of ownership. This training period spans six months, with three months of in-person training followed by three months of consultation via phone. There are several growth opportunities that can be explored by a new owner. One potential avenue for expansion is through increased advertising efforts in the neighboring communities. Additionally, expanding the geographic region served by the business and pursuing more commercial work can open up new opportunities for growth.

Priced at **\$360,000**, this is a well-established business in Columbus, Nebraska, offering a range of services. With a majority of residential clients and some commercial projects, the company has built a solid reputation over its 25 years of operation. As the owner plans for retirement, this acquisition presents an excellent opportunity for a new owner to take over and capitalize on growth opportunities such as expanding into new communities and pursuing more commercial work.

**- CONFIDENTIAL -**

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