

FOR SALE: Drapery & Blinds Business: Only \$20,000 Down

Blinds, Drapes, and Window Coverings – Established Nearly 30 Years!

Financial Overview

List Price: \$98,000

Gross Sales

2024 Ann.	2023
\$360,068	\$299,477

Cash Flow

2024 Ann.	2023
\$138,100	\$81,907

- **2023 Profit Margin:** 27%
- **Very Low Multiple of 1.2!!**

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$81,907 x 1.2 = \$98,288

Business Information

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

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

Owner Responsibilities: This is a part time business where the owner enjoys assisting clients. She measures windows, helps select their products, provides an estimate, and places the order

Growth Opportunities: Work full time, advertise in neighboring communities, and pursue more commercial work

Reason for Selling: Retirement

Seller Training Period: 6 months

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

Location: Columbus, Nebraska

Year Established: 1996

Funding Example

Purchase Price: \$98,000

Buyer Down Payment	\$20,000
Seller Financing	\$20,000
Bank Loan	\$58,000

A down payment of \$20,000 will return \$68,616 in the first year after debt payments. A 343% return on investment!

Description

This design business focuses on window coverings and was founded in 1996, serving the community for nearly three 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. They also have some commercial work including Schools and Fire Houses, making up the remaining 20% of their projects. 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 is a part time business where the owner enjoys assisting clients. She measures windows, helps select their products, provides an estimate, and places the order for the client. 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.

You can buy this with \$20,000 down and make \$68,616 in the first year! 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.

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