

## Upscale/Premium Retail Operation

RC Advisory Services has been retained to sell a very profitable upscale furniture and lifestyle company with multiple locations in the Northwest. This well established business has been operating successfully for over thirty years. The owner has had a long, successful and rewarding career and now wishes to sell to enjoy other pursuits in life.



The ideal buyer understands retail and the high-end market, has competence and experience in operations and retail floor sales, has excellent planning skills, and sees the opportunity of owning a business with favorable demographics of higher income customers in its market area.

The owner is motivated to sell and will consider solid offers that meet his expectations. The business is steady year over year with both revenues and cash flow. In 2020 the company weathered a 2½ month spring closure during its prime selling months due to the COVID pandemic and rebounded strongly through the end of the year. 2021 has proven to be a banner year, with expectations for a strong 2022. The company has excellent relationships and preferred status with manufacturers, with geographic exclusivity to specific brands and products. The typical customer appreciates quality lifestyle products.

STATEMENT OF INCOME	2017	2018	2019	2020	2021 Proj.	2022 Proj.
SALES	6,737,294	6,846,971	6,905,997	6,321,898	8,200,000	7,000,000
COST OF GOODS SOLD	3,652,327	3,702,950	3,697,327	3,406,352	4,182,000	3,570,000
GROSS PROFIT	3,084,967	3,144,021	3,208,670	2,915,545	4,018,000	3,430,000
GENERAL AND ADMINISTRATIVE EXPENSES	2,517,593	2,675,299	2,778,135	2,543,391	2,952,000	2,660,000
INCOME FROM OPERATIONS	567,374	468,722	430,535	3,721,555	1,066,000	770,000
TOTAL OTHER INCOME	126,699	150,578	175,692	347,278	150,000	150,000
NET INCOME	694,073	619,300	606,227	719,433	1,216,000	920,000
TOTAL ADJUSTMENTS TO INCOME	291,844	274,193	245,988	178,398	210,000	175,000
EARNINGS	985,917	893,493	852,215	897,831	1,426,000	1,095,000

For additional information please contact us.

Pete McDowell: [pmcdowell@rcadvisorysvcs.com](mailto:pmcdowell@rcadvisorysvcs.com) 425-577-3503

Bob Champoux: [rchampoux@rcadvisorysvcs.com](mailto:rchampoux@rcadvisorysvcs.com) 425-890-3857

**RC Advisory Services - Sell Side M&A Advisory for Privately Held Companies**