

# SPECIALTY CHAIR AND MATTRESS STORE

## Boise, Idaho

### THE COMPANY

Established in 2010, this specialty chair and mattress store has become a mainstay in the Durable Medical Equipment (lift chairs) industry. They carry over 25 lift chairs featuring several brands with a small showroom that is appealing to the clientele shopping for these products. In addition to lift chairs, the store carries massage chairs, recliners, several mattress brands, and accessories. They provide exceptional value with a wide variety of brands and models to meet customer needs. The business has experienced continual growth since opening with strong profit margins. Despite the Pandemic, sales have reached record levels for the first half of 2021.

### THE LOCATION

The store is situated in a central location enabling customers to shop from all over the Treasure Valley. The store's approximate 4,000 square foot space is ideal for consumer shopping for these types of products with easy access in and out of the store.

### THE STRENGTHS

This establishment has built a loyal clientele by providing excellent customer service, fast delivery times and a unique setting to easily shop for specialty chairs, mattresses and accessories. The steady growth will provide a new owner the opportunity to capitalize on this continually growing market. The owner has done an excellent job with marketing the store and will help a new owner understand his strategies.

### THE REASON FOR SELLING

The owner has been in this business for over 40 years and is ready to retire. He is willing to provide an agreed upon transition period to help the new owner.

### THE IDEAL BUYER

A new owner would have experience in the furniture business and/or retail business. They should have the ability to engage with customers to understand their needs and provide the best service possible.

### THE POSSIBILITIES

There is tremendous opportunity for growth as Baby Boomers continue to age and require Durable Medical Equipment. A new owner could also add other products that compliment existing chair brands and mattresses. An expanded showroom would also help increase sales and provide the ability to add new product lines.

### ASKING PRICE

**\$210,000**

### TERMS:

Cash

### ASSETS

Inventory	\$35,000
<b>Total Assets</b>	<b>\$35,000</b>

*All values provided by Seller*

### INCOME STATEMENT SUMMARY (2019)

Gross Sales	\$424,633
Net Income	\$53,616

*Financial information provided by Seller*

### REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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