

# COLORADO SKI RENTAL SHOP WITH REAL ESTATE

Profile #1621

This well-known ski and snowboard rental shop has been in business since 1972. The shop has maintained a stable earnings base throughout its 48 seasons in operation, including during the global pandemic of 2020. The shop is open during the winter ski season which is generally from November to April each year. It beats out its competition by offering the best prices for the best quality with the best customer service. It's the largest retailer in the area and offers a wide variety of latest technology ski and snowboard equipment available for rent or purchase. The shop's master ski technicians provide full-service repair, waxing, and tuning inhouse using state-of-the-art machinery. The shop is located in a prime location with a prominent building that attracts customers traveling to a major ski area. The real estate is available for purchase with the business. Industry experience is not necessary but would be helpful in running the business. This business should make an appealing acquisition to a wide variety of buyers who are interested in the ski industry and like living a high-quality lifestyle.

## Business Highlights

- Long History
- Great Location
- Stable Earnings Base
- Strong Vendor Alliances
- Seasonal
- Newer Equipment

## Purchase Price and Terms

Business	\$550,000
Real Estate	\$410,000
*Down Payment (est. at 20%)	\$112,000
*Terms (est.): 10 years, 6%, \$4,900/month	
*Assumes buyer qualifies for SBA guaranteed financing.	

### Corporate | History

- Decades Old Business
- S Corp
- Retirement

### Location | Facilities

- Southern Colorado
- 3,000 sf (approximate)
- Real estate available for purchase

### Customers

- Skiers and Snowboarders
- Local Ski Resort Patrons
- Ski Aficionados

### Sales | Marketing

- Website
- Direct Marketing
- Word-of-Mouth

### Services and Products

- Ski and Snowboard Rental
- Retail Equipment, Clothing & Accessories
- Equipment Tuning and Repair

### Management | Staff

- (6) full-time- seasonal (includes owner)
- (1) part-time- seasonal

## FINANCIAL HIGHLIGHTS (Business and Real Estate)

	Gross Sales (\$)	SDE (\$)
2018	\$516,779	\$205,117
2019	\$561,385	\$242,085
2020*	\$398,417	\$163,901

\*2020 was negatively impacted due to the global pandemic.

## ASSETS INCLUDED (estimated)

Furniture, Fixtures & Equipment	\$44,000
Retail Inventory	\$55,000
Rental Inventory	\$277,000
<b>Total</b>	<b>\$376,000</b>
Real Estate	\$410,000

### Gross Sales



### Seller's Discretionary Earnings



All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.