HAWAII BUSINESS FOR SALE OPPORTUNITY

Hawaii Retail Furniture Store - SBA Approved

EXECUTIVE SUMMARY

This long-tenured, well known and regarded, profitable Hawaii based retail furniture store is for sale due to the pending retirement of the owners.

In 2024 they had annual sales of $1.5 million which generated $366,140 of owner's profits ("SDE"). This performance was based on them being open only 5 days per week, closed most holidays, and closed when the owners took vacation. Their focus is on the mid-priced retail furniture market, and their customers include home and condo owners and short-term vacation rental owners. Future sales prospects are excellent due to market conditions. They have exclusive US based vendor relationships which provide them with a secure product supply at modest cost.

All assets including a very saleable and current Inventory of Goods to sell, excellent leases, all required furniture and fixtures, excellent training by the current owners, and a 5-year non-compete agreement are included in the sale.

INVESTMENT HIGHLIGHTS

- The U.S. retail furniture industry is a multi-billion-dollar sector, with estimates for 2023 putting its total market value around **$120–130 billion;** one of the US's largest markets.
- Their local market is vibrant, and future demand is expected to be robust.
- Rather than letting the logistics of shipping furniture to Hawaii become a challenge, they decided to turn it into an opportunity. People in Hawaii were unable to get furniture there by themselves at a reasonable price due to the shipping constraints and costs. So the Company made their brick and mortar store a place for easy and reasonably priced furniture accessibility with full container load freight rates.
- Excellent Vendor Relationships. One of the Company's major strengths is their long-tenured and strong domestically located vendor base.
- Strong Cash Position and No Accounts Receivable & Credit Risk. Because they collect a 50% customer deposit for orders that will need to be shipped from the mainland, and they are paid 100% primarily by credit card for products sold from stock, they are able to maintain a zero investment in accounts receivable and no credit risk.
- No Customer Concentration. They had over 500 customers in 2024, with an average sale of $1,941 per customer.
- SBA Financing. Gulf Coast Small Business Lending has offered a qualified buyer a pre-qualification Letter for an SBA 7(a) acquisition loan, with the following details:

- Loan Amount: up to $744,000, based on an Inventory amount at Closing of $250,000 (will vary with closing Inventory amount).
- Loan Term: 120 months (10 years), fully amortizing (a line of credit may also be available for additional working capital
- Interest Rate: A Floating rate adjusted quarterly. The rates will be quoted with qualified applicant's information.
- Payment: Initial monthly payments in the amount of approx. $9,627.18.

COMPANY

Listing ID: HI Furniture
Location: Island not disclosed
Type of Entity: S corp.
Years Established: Over 20+ years

FINANCIAL SUMMARY *(Data Source: 2024 Tax Return)*

Revenue: $1,519,745
SDE: $366,140
We estimate that if they had been open 7 days per week in 2024, they would have added 104 days of operations and generated about $600,000+ of increased sales and a total of about $537,686 of total SDE.

OFFERING SUMMARY

Asking Price: $500,000 Plus the cost-based value of Inventory at Closing. During the 2023 to September 2025 period Inventory of Goods for Sale ranged from a low of $238,707 to a high of $385,818.
Gross Depreciable Assets (F,F&E): $46,237 (source : 2024 tax return)
Non-Compete: 5 years on the Island.
Training: 2 weeks; 30 hrs./wk.
Sale Reason: Retirement

LOCATION DETAILS

Status: Leased
Monthly Rent: In 2024 total lease rent was $237,950 ($19,829/month); 15.7% of sales
Sq. Ft.: 13,307
Lease Expiration Date: 1/31/2026 and 1/31/2027
Renewal options: Yes
Lease Comments: As of November 2025 they have a 5,622 sq. ft. retail location, plus 3 storage units with a total of 7,685 sq. ft. of warehouse space. They are evaluating restructuring their space needs and these may change after 1/31/2026 with a commensurate change in rent expense.

PRODUCT MIX: Retail furniture and furnishings including sofas, sleepers, case goods, futons, artwork, lamps, etc.

CUSTOMERS: In 2024, they had over 500 customers, with an average sale of $1,941 per customer.

EMPLOYEES: 2 parttime delivery men, excluding owners

COMPETITION: Modest local competition

TRADING DAYS/HOURS: 5 days per week; Tuesday thru Friday: 10 am to 5 pm and Saturday: 10 am to 3 pm, closed holidays and when the owners take vacation. During 2024 they were open only 262 days; 104 days off.

EXPANSION OPPORTUNITIES:

1. Open for more days per week. Being open 7 days per week and not closed for owner vacation could have added $171,000 of SDE for 2024. This is shown in the P&L recast.
2. Add new products like modest priced outdoor furniture.
3. Expand to other Hawaii islands.

Jansson Enterprises, LLC, dba Hawaii Business Sales, has been retained as the exclusive business intermediary in connection with a possible sale of the company. To receive a detailed Confidential Business Profile, please contact:

Tom Caltrider | 808-283-2067 or 303-968-0613 | HawaiiBusinessSales@gmail.com

Hawai'i Business Sales

The Professional Way to Sell & Buy a Business

www.HawaiiBizForSale.com

All the information contained herein is provided by the Seller, or other sources identified by Seller, and is not verified, nor will it be verified, in any way by Jansson Enterprises, LLC, a Hawaii limited liability company, doing business as Hawaii Business Sales ("HBS"). HBS has no knowledge of the accuracy or completeness of any information provided by Seller and makes no representation, promise, or warranty, express or implied, as to the accuracy or completeness of any such information. Buyer should make an independent verification of said information prior to entering into an agreement to purchase business.