

REVENUE / EBITDA

\$1.43M **\$207K**

2019 Revenue 2019 EBITDA

\$1.45M **\$302K**

2021 Annualized Revenue 2021 SDE

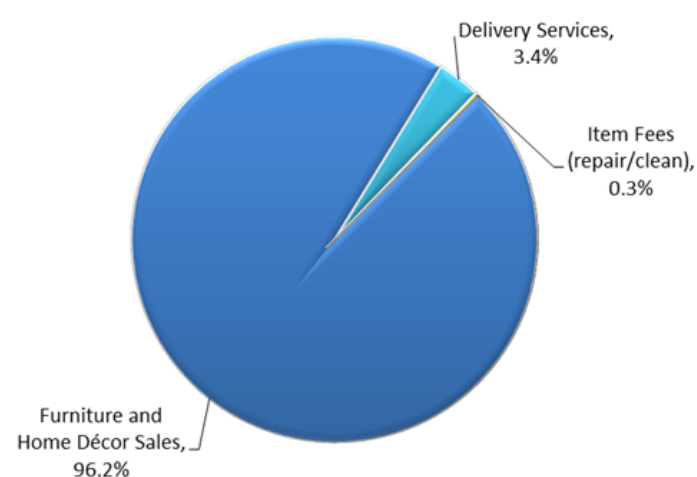
BUSINESS HIGHLIGHTS

Founded in 2006, this furniture consignment and home décor retail store is located in Hillsborough County, Florida. The Company's inventory consists primarily of consignment items, but also includes many pieces from model homes and retail furniture store close-outs. Furniture and décor is priced up to 90% off retail and offers a tremendous value to customers, whatever their budget. All consignment items are sold on a 50/50 split, with an average of three weeks to sell. In 2017, revenue was derived from furniture and home décor sales (96.3%), delivery services (3.4%), and repair/clean fees (0.3%).

The Company has no direct consignment competitor within 30 miles, and the nearest competitor retail furniture stores are 20 miles away. The Company's success is attributed to numerous factors. For consignors, the Company offers free pick-up service, no consignment fee, hassle-free consignment contract, and monthly automatic payment. The Company has built a strong reputation with consignors and customers for fairness and honesty, and superior service, boasting a 4.5 Google Star Rating out of 139 reviews posted.



2019 Revenue Mix
(percentage of sales)



REVENUE CAGR

2017 - 2019: 2.7%

EBITDA MARGIN

2017:	14.1%
2018:	12.0%
2019:	14.5%
2020:	14.1%

EMPLOYEES

Furniture Movers:	6
Sales:	6
Management:	2

INVESTMENT APPEAL

Superior Name and Reputation: In business since 2006, the Company has an excellent reputation with many repeat and referral consignors and customers.

Diversified Customer Base: No single customer accounted for more than 1% of revenue during the historical period. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.

Outstanding Growth Opportunities: The Company's pick up service for furniture is booked 8-16 weeks in advance. The single retail location is not large enough to keep up with consignor demand, and the average sale time for consigned items is three weeks, indicating strong demand from customers too. Due to the high demand of furniture resale, the Company would benefit from multiple locations and additional trucks and drivers.

Historical Sales and Earnings Growth: Revenue grew at a 2.7% CAGR and EBITDA grew at a 3.9% CAGR between 2017 and 2019.

Profit Percentage is Above Industry Benchmarks: The Company's 14.0% pre-tax profit margin in 2019 greatly outperformed the 2.3% industry benchmark. The Company's EBITDA margins averaged 12.6% between 2017 and 2019.

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