



Wireless Services Dealer – Multiple Locations

Reference No. 111812

Revenues: \$ 2,450,000
Cash Flow: \$ 450,000
Asking price: \$ 1,250,000

Opportunity Summary

This company has been a leader in wireless products since its founding in 1989. They operate 3 retail locations in heavily populated areas of New Jersey. The company sells mobile telephones, service and accessories, satellite TV systems and messaging equipment. As a branded agent of a major wireless carrier, they enjoy a very stable relationship with the carrier as well as access to the latest equipment and services. This company is also a branded agent of both DirecTV and DISH Network for whom they provide installation and service to residential and commercial customers across the state of New Jersey. The company has significant growth potential through new locations, new products and services, and further penetration of the commercial market. The company also owns the real estate in two of its locations which is available separately; the business is available for purchase with or without the real estate. The valuation is well justified by its long history, strong financial performance, market presence, industry relationships and potential for growth. This is an excellent opportunity for a strategic acquirer to expand into this geography or an aggressive entrepreneur to build on its success.

Competition

This company is a well-regarded leader in its industry as a result of its status and long standing relationships with the service providers; therefore, the direct competition in these areas is limited. Of course, there are many other wireless service dealers representing the various carriers; however, this company occupies key locations and offers a level of service and professionalism to both residential and commercial customers which very few other companies can match. Additionally, they have a competitive edge in that this company is one of a few to offer commercial satellite in New Jersey.

Opportunities

This business has significant potential for the right acquirer. Growth potential through store expansion and further penetration of the commercial satellite market is substantial.



Facilities

The company operates 3 attractive retail locations in Central New Jersey. All are located along heavily-traveled roads in highly populated areas. All have easy access and ample parking. Two of the locations are free standing with the real estate also available for sale. The third store is located in a busy strip mall with a long lease and attractive terms. All locations are approximately 2,000 s.f.

Seller Involvement

Sellers will help with the transition and are available to remain with company for an extended transition if so desired.

Seller Financing

Some seller financing is available to the right buyer.

Contact

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