



BUSINESS NAME
REDACTED



ADDRESS
REDACTED
Las Vegas, NV



WEBSITE
REDACTED



HOURS
9a-5p M-F, 9a-1p Sa
Mon-Sat



LEASE SIZE FT
1728



RENT
\$2,300



ANNUAL REVENUE
\$638,874.00



S.D.E.
\$321,371



REASON FOR SALE
Retirement



ASKING PRICE
\$1,499,000.00

Listed Price: \$ 1,499,000
Gross Sales: \$ 648,874
Total Income: \$ 321,371
Year Established: 1987
Location: Las Vegas, NV

Terms Offered

Inventory: \$ 1,000
Equipment & Fixtures: \$ 137,680
Leasehold Improvements: \$ 13,413

Training Period: Ten Business Days
Reasons for Selling: Retirement
Number of Employees: FT 3
PT 0
Contract 0
Hours & Days Open: 9a-5p M-F
9a-1p Sa
Mon-Sat

Rent: \$ 2,300
Square Footage: 1728
Lease Expiration Date: 12/31/2023

Business Overview

SBA PRE-APPROVED! Established over thirty years ago, this NON-FRANCHISE, profitable, and successful mailbox store in Las Vegas is available for sale. The business offers far more than just mailbox rentals! Services include mailbox rentals (in person and virtual), mail forwarding, registered agent services, notarial services, shipping, and printing. Currently over 90% in person boxes rented and 3000 + virtual boxes rented. Great online reviews. Seller says pandemic resistant - and the 2020 financials reflect that! If you are looking to make a great buy, don't wait. Seller has prepared their business for sale with a CPA, and is ready to provide financial info going back to 2014 showing consistent, strong income. Potential for an E2 visa purchase. Must sign an NDA and provide proof of funds for additional information.





\$1,499,000

The asking price typically includes, but is not limited to:

- Furniture, fixtures & equipment
- All customer / client lists
- Leasehold improvements
- Goodwill
- Business trade name
- Business phone number(s)
- Business email address(es)
- Non-compete agreement
- Transfer of lease
- Website & social media accounts
- All intellectual property
- Operational Systems/Processes
- Training: ten business days

TRANSACTION STRUCTURE

Transaction Structure: Typically, business transactions are structured as an Asset Sale with the Seller retaining all cash and accounts receivables and delivering the business debt-free to the Buyer. However, these items may be negotiable in certain business offerings, consult the listing broker.

TRAINING AND TRANSITION

Training and Transition: The Seller's intent is a smooth and successful transition of the business to new ownership. The Seller will offer a training and transition period to ensure that the business operates without disruption during the transition period.

MARKET PRICE ANALYSIS

Profit & Loss Statements

2019 - 2021

Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4010 · Mailbox Service	421,245.39
4020 · Copies	614.05
4040 · Stamp Sales	7,573.10
4050 · UPS Ground/Air	12,947.21
4090 · Fax	2,011.29
4120 · Rapid Air	45,857.57
4150 · Office Supplies	130.25
4170 · Greeting Cards	181.76
4240 · Forwarding	51,514.13
4260 · Notary	4,190.00
4280 · Packaging Materials	1,705.40
4320 · Metered Mail	91,008.29
Total Income	638,978.44
Cost of Goods Sold	
5040 · Stamp Costs	3,702.00
5050 · UPS	12,200.51
5060 · Shipping Supplies	1,130.90
5120 · Rapid-Air	30,793.87
5150 · Office-Supplies	662.05
5320 · Meter Mail Costs	76,615.00
Total COGS	125,104.33
Gross Profit	513,874.11
Expense	
6050 · Advertising	24,382.88
6250 · Bad Debt Expense	242.00
6350 · Cash (Over) Short	-3,381.69
6560 · Payroll Expenses	73,364.10
6750 · Credit Card Disc	21,775.82
6999 · Uncategorized Expenses	86.23
7000 · Dues & Subscriptions	469.00
7050 · Equipment Rental	1,033.26
7100 · Gifts	200.00
7250 · Interest	135.02
7300 · Insurance	2,489.03
7510 · Legal & Accounting	10,463.28
7550 · Licenses	1,694.00
7650 · Meals	188.00
7750 · Office Expense	3,431.27
8150 · Rent	27,600.00
8200 · Repairs & Maintenance	2,721.15
8330 · Salaries-Other	67,757.23
8550 · Telephone	7,631.56
8600 · Theft	58.72
8750 · Utilities	2,581.32
Total Expense	244,922.18
Net Ordinary Income	268,951.93
Net Income	268,951.93

Profit & Loss

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
4010 · Mailbox Service	428,906.48
4020 · Copies	659.56
4040 · Stamp Sales	7,726.85
4050 · UPS Ground/Air	12,995.66
4090 · Fax	2,045.15
4120 · Rapid Air	46,301.44
4150 · Office Supplies	526.35
4170 · Greeting Cards	174.30
4240 · Forwarding	53,840.70
4260 · Notary	4,183.00
4280 · Packaging Materials	2,418.82
4320 · Metered Mail	89,762.99
Total Income	649,541.30
Cost of Goods Sold	
5040 · Stamp Costs	4,635.15
5050 · UPS	9,747.18
5060 · Shipping Supplies	625.34
5120 · Rapid-Air	33,053.08
5150 · Office-Supplies	970.76
5320 · Meter Mail Costs	82,800.00
Total COGS	131,831.51
Gross Profit	517,709.79
Expense	
6050 · Advertising	19,975.31
6200 · Auto Expense	249.24
6230 · Bank Charges	13.90
6250 · Bad Debt Expense	214.99
6350 · Cash (Over) Short	-3,747.25
6560 · Payroll Expenses	62,605.23
6750 · Credit Card Disc	20,776.05
7000 · Dues & Subscriptions	299.00
7050 · Equipment Rental	2,989.89
7100 · Gifts	140.00
7300 · Insurance	5,261.77
7510 · Legal & Accounting	2,948.01
7550 · Licenses	1,656.50
7600 · Miscellaneous	120.00
7650 · Meals	796.50
7750 · Office Expense	3,670.87
8150 · Rent	21,648.50
8200 · Repairs & Maintenance	9,204.88
8330 · Salaries-Other	56,481.83
8470 · Taxes-Property	34.26
8550 · Telephone	7,609.89
8750 · Utilities	2,690.34
Total Expense	215,639.71
Net Ordinary Income	302,070.08
Net Income	302,070.08

Profit & Loss

January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
4010 · Mailbox Service	483,294.63
4020 · Copies	623.72
4040 · Stamp Sales	6,632.15
4050 · UPS Ground/Air	9,973.05
4090 · Fax	3,483.59
4120 · Rapid Air	39,271.82
4150 · Office Supplies	31.16
4170 · Greeting Cards	216.07
4240 · Forwarding	64,715.57
4260 · Notary	4,287.00
4280 · Packaging Materials	1,059.34
4320 · Metered Mail	91,585.97
	705,174.07
Total Income	705,174.07
Cost of Goods Sold	
5020 · Resales Items	211.00
5040 · Stamp Costs	3,925.00
5050 · UPS	6,880.88
5060 · Shipping Supplies	762.67
5120 · Rapid-Air	36,443.22
5140 · Rubber Stamp/Name Plates	61.36
5150 · Office-Supplies	1,173.38
5320 · Meter Mail Costs	86,382.55
	135,840.06
Total COGS	135,840.06
Gross Profit	569,334.01
Expense	
6050 · Advertising	29,658.25
6230 · Bank Charges	832.24
6250 · Bad Debt Expense	122.00
6350 · Cash (Over) Short	-2,945.41
6560 · Payroll Expenses	74,825.73
6750 · Credit Card Disc	25,814.14
7000 · Dues & Subscriptions	4,649.54
7050 · Equipment Rental	1,036.89
7100 · Gifts	220.00
7150 · Empl Benefit Plan	448.00
7300 · Insurance	3,835.48
7510 · Legal & Accounting	4,018.11
7550 · Licenses	944.00
7650 · Meals	74.50
7750 · Office Expense	3,257.48
8150 · Rent	27,600.00
8200 · Repairs & Maintenance	3,929.50
8330 · Salaries-Other	67,758.31
8470 · Taxes-Property	67.32
8550 · Telephone	6,973.63
8750 · Utilities	3,095.30
	256,215.01
Total Expense	256,215.01
Net Ordinary Income	313,119.00
Net Income	313,119.00

Value Add Methods

1. Rebrand. Dated graphics, website hasn't been updated since 2002. New Colors. Store front paint Job.
2. Eliminate retail trinkets and gift cards. Less services, more concentration on core business
3. More Physical mailboxes (750 current + 24 more cabinets at 2730= +1440 physical boxes
4. Raise prices from 10\$ to 15\$. Current USPS pricing is 12\$
5. Charge late fees/storage fees for packages
6. Introduce Virtual offices which competitors sell for 40\$/mo starting out, phone number+ bundle voicemail + Call forwarding+ mail handling and forwarding
7. Cut deals with other virtual mailbox companies to do the actual mail forwarding(currently has agreements with similar companies and competitors
8. Contact all local Amazon/Ebay Resellers and local manufacturers and explore 3PL pack and ship options
9. Deal Desk Campaign with CPAs nationwide that are filing corporations in Nevada for tax purposes and need a resident agent and street address
10. Contract with legal zoom and "secret partner" that is like legal zoom who has "tens of referrals daily" for mail forwarding and scanning services.
11. Buy other independent, non franchised, similar businesses in Nevada and focus on growth through acquisitions

12. Audit financials and categorize the business, splitting retail brick and mortar and online virtual software business.

Growth projections

Strategy # 1. Price increase and projected growth of new clients

CURRENT: 2700 boxes @10= **27,000/mo**

NEW PROPOSED price increase : per month @15= **40,500**

Year 1 growth- 3500 boxes @ 15= **52,500/mo**

Year 2 growth- 4500 boxes @ 15= **67,500/mo**

Year 3 growth- 5500 boxes @ 15= **82,500/mo**

Strategy # 2- **Selling more services to current clients**

If we assume we can sell our current client base a virtual office and move them up the value ladder from 10\$/mo to 40\$/mo

5% of client base = 137 customers @ extra premium of 30/mo x 12 months = **360\$ x 137= extra \$49,320** annually with no extra costs besides upsell acquisition costs (email)

10% of client base = 275 customers @ extra premium of 30\$/mo x 12 months = **360\$ x 275= \$99,000** with no extra costs besides upsell acquisition costs (email)

Strategy #3- **Repositioning the company and arbitraging the multiple**

Pack and ship stores sell for 2-3x net earnings, historically.

If the pack, ship, and retail brick and mortar is responsible for 325k in revenue @ 30% margins, that business is worth about 250k-350k.

Because the monthly mail box business is more of a software company than it is a pack and ship/ mail box company, those multiples will be significantly different.

Buyers are buying based on the financials and the reoccurring revenue of the software. The ease of use, the replacement costs, the data of the clientle and a host of other things.

Typically valued at 5-8x of the gross, MRR. Monthly reoccurring revenue.

Currently 27k per month x 12= 325k

@5x = 1.625M for this business as is.

@6x=1.95M

@7x=2.275M

We could flip for profit now, just by reclassifying this business and reselling it. I have received offers.

If we look at the growth strategy:

We only can convert 5% of current clients to virtual office purchase. For an extra 50k annually.

Year 1 growth- 3500 boxes @ 15= **52,500/mo or 630k/year + 50k upsells= 680k**

Year 2 growth- 4500 boxes @ 15= **67,500/mo or 810k/year + 50k upsells = 860k**

Year 3 growth- 5500 boxes @ 15= **82,500/mo or 990k/year + 50k upsells = 1.040M**

New pricing on the exit

680k x 5= 3.4M + the 350k retail store
680k x 6= 4.080M+ the 350k retail store
680k x 7= 4.76M+ the 350k retail store

860k x 5= 4.3M+ the 350k retail store
860k x 6= 5.16M+ the 350k retail store
860k x 7=6.02M+ the 350k retail store

1.040 x 5= 5.2M+ the 350k retail store
1.040 x 6= 6.24M+ the 350k retail store
1.040 x 7=7.28M+ the 350k retail store

Investment Summary

\$1,200,000 Purchase Price
10% Annual Current Income (Paid Monthly)
36 Month Hold Period

Return Assumptions

\$120,000 Per Year Paid Monthly (Est. 3 Years)

PLUS!

Assumed Exit Price Summaries (30% to Investors):

\$2,500,000 - \$1,200,000 (Purchase Price) = \$1,300,000 Profit (20.8% IRR)
\$3,500,000 - \$1,200,000 (Purchase Price) = \$2,300,000 Profit (29.17% IRR)
\$4,500,000 - \$1,200,000 (Purchase Price) = \$3,300,000 Profit (37.5% IRR)
\$5,500,000 - \$1,200,000 (Purchase Price) = \$4,300,000 Profit (45.8% IRR)