

Havelock-Adams

BUSINESS PROFILE



Focus On Cart Service Not Retail Sales

CONFIDENTIAL

**Started At The Turn Of The Century
And Still Going Strong**

LISTED PRICE: \$ 135,000

2018 SALES: \$253,271

DISCRETIONARY

CASHFLOW: \$ 67,227

HARD ASSETS: \$ 22,000

2009 Silverado & Trailer

Included In the sale price

HISTORY: Think about it, this golf cart servicing business was established at the turn of the century . . . that was already 19 years ago. It is in the center of the Phoenix metro west valley's "street legal" retirement communities. When it was sold the first time in 2003 it was averaging \$147,000 in sales. When it was sold again in 2006 sales had increased to \$268,000 in 2004 and a high of \$401,364 in 2005. Now after 14 years of strong economic ups and downs and strong competition the business is continuing to experience sales in the range of \$253,000 with a 22% Seller's Discretionary Income.

CURRENT BUSINESS: Currently the business thrives on the annual influx of "snow birds" in the communities of Sun City, Sun City West and to some extent Sun City Grand. The business focuses on servicing all makes with a limited amount of used cart sales. The seller has even created a golf course friendly golf car tow cart. Summer revenue is maintained by servicing 18 commercial accounts.

GROWTH OPPORTUNITIES: The Sun Cities are divided up into "neighborhoods". A competitor in an adjoining neighborhood has recently gone out of business for personal reasons leaving that market segment available for the taking. The unique cart tow cart presents an opportunity to develop a new level of relationship with area golf course management crews thus securing additional referrals and new customers.



Carts are stored over the summer and prepped prior to the customer's return for the winter season.



Exclusive golf car tow cart demonstrates seller's targeting of the service segment of the west valley golf cart market.

Email: Info@Havelock-Adams.com / Ph: 602.881.6703