

OFFERING MEMORANDUM

Hair One Beauty Salon

Turnkey Salon Business + Commercial Real Estate

6933 Ludlow Street
Upper Darby, Pennsylvania 19082

ASKING PRICE

\$300,000

Real Estate + Business + FF&E Included

Presented by

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CONFIDENTIALITY & DISCLAIMER

This Offering Memorandum has been prepared by Michael Greene of The Kim Rock Group at Keller Williams Real Estate – Langhorne (the “Broker”) for the exclusive use of qualified prospective purchasers in evaluating the property located at 6933 Ludlow Street, Upper Darby, Pennsylvania 19082, together with the existing salon business operated thereon (collectively, the “Property”).

By accepting this Offering Memorandum, the recipient agrees that the information contained herein is of a confidential nature, and that the recipient will hold and treat it in the strictest of confidence and will not, directly or indirectly, disclose or permit anyone else to disclose its contents to any other party without prior written authorization from the Broker and the Owner.

The information contained herein has been obtained from sources believed reliable, including the Multiple Listing Service (MLS #PADE2111946), public tax records, and information provided by the Owner. While such information is believed to be accurate, the Broker and the Owner make no representations or warranties, express or implied, as to the accuracy or completeness of the information.

All financial projections, pro forma figures, market commentary, demographic statistics, and operating assumptions presented in this memorandum are illustrative estimates based on market research and industry benchmarks. They are provided for discussion purposes only and do not constitute a representation, warranty, or guarantee of future performance. Actual results will vary.

Prospective purchasers are urged to conduct their own independent due diligence and to consult their own legal, tax, financial, and real estate advisors before making any investment or purchase decision. All measurements, square footages, taxes, zoning designations, and physical characteristics should be independently verified.

This Offering Memorandum is not intended to be all-inclusive. The Owner reserves the right, at its sole discretion, to reject any or all proposals, to negotiate with one or more parties, and to withdraw the Property from the market at any time without notice.

EXECUTIVE SUMMARY

The Kim Rock Group is pleased to present a rare owner-operator opportunity to acquire both an established, cash-flowing salon business and the underlying commercial real estate at 6933 Ludlow Street in the heart of Upper Darby, Pennsylvania. Hair One Beauty Salon is a turnkey, fully equipped beauty and personal-care destination occupying an approximately 1,176 square foot ground-floor retail unit along one of Delaware County's most active commercial corridors.

Sold together for an aggregate price of \$300,000, this offering bundles the real estate (fee simple), the operating business with its loyal local clientele, and the existing furniture, fixtures, and equipment (FF&E) into a single, financeable package. For the right entrepreneur or beauty professional, the asset offers immediate income from day one, a stable physical location with controlled occupancy costs, and meaningful long-term upside through service expansion, rebranding, or eventual repositioning of the real estate itself.

The Opportunity at a Glance

Property Address	6933 Ludlow Street, Upper Darby, PA 19082
Asking Price	\$300,000
Building Size	±1,176 SF (single-tenant ground floor retail)
Price per SF	\$255.10 / SF
Year Built	1936
Property Type	Retail — Single-Tenant Storefront
Sub-Type / Business Use	Hair Salon and Spa
Ownership Interest	Fee Simple
Zoning	Commercial Store
Tax ID	16-03-01058-00
MLS #	PADE2111946
Inclusions	Real Estate, Operating Business, FF&E
Acceptable Financing	Cash, Conventional, SBA 7(a) eligible

INVESTMENT HIGHLIGHTS

This offering is uniquely positioned for an owner-operator buyer who wants to step directly into a working business while building equity in their own real estate. Key highlights include:

- **Turnkey, Cash-Flowing Operation.** Hair One Beauty Salon is an established, income-producing salon with a built-in customer base. New ownership inherits a functioning business, not a buildout.
- **Real Estate + Business in One Transaction.** Eliminate landlord risk and build equity. Owning your location locks in occupancy costs, qualifies the buyer for SBA 7(a) financing on attractive terms, and creates a tangible second asset alongside the business.
- **FF&E Included.** All existing furniture, fixtures, and equipment convey with the sale, allowing for a seamless transition with minimal additional capital expenditure to reopen under new ownership.
- **Hard-Corner of an Iconic Retail Corridor.** Located steps from the 69th Street commercial district — the densest walkable retail hub west of Center City Philadelphia and the second-busiest SEPTA transfer point in the region, serving roughly 35,000 daily passengers.
- **Dense, Diverse, Service-Driven Demographics.** Upper Darby Township is home to approximately 87,000 residents with a median household income of roughly \$71,000 and a median age of 35.7 — a young, working population with consistent demand for personal-care services.
- **Flexible Use & Rebranding Optionality.** Continue operating as Hair One or rebrand to your own beauty, barber, lash, brow, nail, or aesthetics concept. The Commercial Store zoning supports a wide range of personal-care and retail uses.
- **Value-Add & Redevelopment Potential.** Service diversification, extended hours, retail product sales, and chair rentals are all immediate growth levers. Longer term, the irreplaceable corridor location supports redevelopment optionality.
- **Low Carrying Costs.** 2025 total annual real estate taxes of just \$4,041 keep fixed occupancy costs unusually low for a single-tenant Philadelphia-MSA storefront.
- **SBA 7(a) Financeable.** Because the buyer will own and occupy the building, the transaction is well-suited to SBA 7(a) financing — typically requiring as little as 10% equity injection (a portion of which may come from a seller note) with terms up to 25 years when the loan is real-estate weighted.

PROPERTY OVERVIEW

6933 Ludlow Street is a one-story, single-tenant retail storefront located in the heart of Upper Darby Township, Delaware County. The building was originally constructed in 1936 of concrete and masonry construction and has been continuously operated as a beauty salon. The unit's efficient ±1,176 SF layout includes the open salon floor with styling stations, dedicated wash/shampoo area, and supporting back-of-house space.

Building & Site Summary

Building Total SF	1,176 SF (estimated)
Available SF	1,176 SF
Stories	1
Year Built	1936
Construction	Concrete / Masonry
Potential Tenancy	Single Tenant
Loading Docks / Levelers / Drive-In Doors	0 / 0 / 0
Parking	On-street; 0 dedicated spaces
Block / Lot	803-000
Land Use Code	0 — Commercial

Utilities & Systems

Heating	Forced air
Heating Fuel	Natural gas
Cooling	None per MLS — buyer to verify / consider HVAC upgrade
Hot Water	Electric
Water	Public
Sewer	Public sewer
Accessibility Features	None per MLS — buyer to verify

Tax & Assessment Summary (2025 / 2026)

Total Annual Real Estate Tax (2025)	\$4,041
School Tax	\$2,373
County Tax	\$412 / annually
City / Township Tax	\$1,254 / annually
Tax Assessed Value (2026)	\$89,500
Improvement Assessed Value	\$62,430
Land Assessed Value	\$27,070
Zoning	Commercial Store
Clean & Green Assessment	No

Inclusions & Exclusions**Inclusions:**

- The fee simple real estate at 6933 Ludlow Street.
- The operating business known as Hair One Beauty Salon, including goodwill and customer base.
- All existing furniture, fixtures, and equipment (FF&E) used in the operation of the business.

Exclusions:

- Personal property of the Owner not used in the regular operation of the business.

THE BUSINESS: HAIR ONE BEAUTY SALON

Hair One Beauty Salon is an established, full-service hair salon and spa serving the Upper Darby community. The business has built a loyal recurring customer base through years of consistent service and a convenient, transit-accessible location. Operations are currently managed by the Owner, with showings limited to non-operating days (Sundays, Mondays, and Tuesdays) so as not to disrupt service to existing clients.

Business Snapshot

Trade Name	Hair One Beauty Salon
Business Type	Hair Salon and Spa
Possible Use Categories	Barber / Beauty / Personal Care
Customer Base	Loyal repeat clientele with strong community presence
Operating Days (per Owner)	Wednesday – Saturday (showings on closed days)
FF&E Conveys	Yes — included in purchase price

Why the Existing Business Matters

Acquiring an established salon — rather than opening a new concept in a vacant storefront — materially de-risks the investment in three meaningful ways:

- **Day-One Cash Flow.** The new owner walks into a business that is already generating revenue, with returning customers booking appointments before, during, and after closing.
- **Reduced Buildout & Capital Risk.** FF&E is in place. There is no need to negotiate landlord work letters, finance a tenant buildout, or carry months of pre-opening rent.
- **Brand & Goodwill Optionality.** The buyer can choose to continue the Hair One brand to retain customer continuity, gradually rebrand, or relaunch under a new concept while keeping the same physical location.

LOCATION & MARKET OVERVIEW

Upper Darby Township is one of the most densely populated and ethnically diverse communities in suburban Philadelphia. Bordering West Philadelphia and just minutes from Center City via SEPTA’s Market-Frankford Line, the township blends urban-style walkability and transit access with the cost structure of a Delaware County municipality. The 6933 Ludlow Street property sits one block south of Market Street and roughly two blocks east of the 69th Street Transportation Center — placing it inside one of the most concentrated retail and commuter corridors in the entire Philadelphia MSA.

Upper Darby Demographics

Township Population	≈87,000 residents
Median Household Income	≈\$71,481
Average Household Income (2023)	≈\$75,029
Per Capita Income	≈\$49,633
Median Age	35.7 years
Foreign-Born Population	≈24%
Owner-Occupied Housing	≈48%
Renter-Occupied Housing	≈52%
School District	Upper Darby School District

The combination of a young median age, dense renter population, and large foreign-born community supports stable, recurring demand for affordable personal-care services — a segment that is structurally less exposed to e-commerce disruption than much of the surrounding retail base.

The 69th Street Corridor

The 69th Street commercial district is widely regarded as the densest walkable retail hub west of Center City Philadelphia. The 69th Street Transportation Center — SEPTA’s second-busiest transfer point after 15th Street/City Hall — serves approximately 35,000 weekday passengers, feeding continuous daily foot traffic to the surrounding storefronts. Upper Darby Township has actively partnered with the Urban Land Institute to advance long-term revitalization of the corridor, including pedestrian, streetscape, and transit-oriented improvements.

- Two blocks east of the 69th Street Transportation Center (Market-Frankford Line, Norristown High Speed Line, multiple SEPTA bus routes).

- Adjacent to the historic Tower Theater and a deep tenant mix of independent retail, food and beverage, and personal-care operators.
- High visibility along Ludlow Street, with continuous daytime and early-evening pedestrian traffic generated by transit commuters and surrounding residential density.
- Strong cluster of complementary tenants — barbers, nail salons, beauty supply, apparel, mobile / electronics — that drive cross-shopping and reinforce demand for hair and beauty services.

Retail Market Context

Asking rents for ground-floor retail space in Upper Darby average roughly \$20 per square foot, with prime 69th Street corridor space typically commanding a premium to that average. Limited new retail supply across Delaware County and continued tenant demand for transit-connected, neighborhood-serving locations have kept this submarket landlord-favorable. For an owner-occupant, this dynamic underscores the value of locking in occupancy costs through ownership rather than absorbing future market rent increases.

Directions

From Market Street heading west, turn left onto Copley Road, then left onto Ludlow Street to 6933 Ludlow Street on the right.

ILLUSTRATIVE OWNER-OPERATOR PRO FORMA

The pro forma below is illustrative only. It is built from public industry benchmarks for small, neighborhood-serving full-service hair salons and is presented to help a prospective owner-operator frame the economics of acquiring both the business and the underlying real estate. Actual revenue, expenses, and debt service will vary based on operator skill, staffing model, services offered, hours of operation, financing terms, and post-acquisition capital improvements. Buyers are urged to request and independently verify the Seller's books and records before submitting an offer.

Key Assumptions

- **Industry Benchmarks.** Average independent U.S. hair salon gross revenue is approximately \$317,000/year. Net profit margins for well-run independent salons typically run 8–15%, with gross margins of 50–65%. Labor (including owner draw) is typically 20–45% of revenue and occupancy is typically 15–20% of revenue for tenants — materially lower for owner-occupants.
- **Revenue Ramp.** Year 1 modeled at \$200,000 (a conservative entry point reflecting transition risk for a small, neighborhood-serving location), growing modestly as the new owner stabilizes the book and adds services.
- **Owner-Operator Labor Model.** Owner takes a working salary plus retains residual cash flow. Modeled labor includes the owner-operator and one part-time service provider; chair-rental upside is not modeled.
- **Occupancy.** Owner occupies the real estate; the only fixed property carrying costs are real estate taxes (\$4,041), insurance, utilities, and routine maintenance. No external rent.
- **Financing.** Illustrative SBA 7(a) loan at \$270,000 (90% LTV), 10.5% annual interest, 25-year amortization, monthly debt service of approximately \$2,547 (≈\$30,562/year).

3-Year Illustrative P&L

Line Item	Year 1	Year 2	Year 3
Service Revenue	\$200,000	\$220,000	\$240,000
Cost of Goods (products & supplies)	(\$22,000)	(\$24,200)	(\$26,400)
Gross Profit	\$178,000	\$195,800	\$213,600
Operating Expenses			
Labor (owner draw + 1 PT)	(\$70,000)	(\$76,000)	(\$82,000)
Real Estate Taxes	(\$4,041)	(\$4,162)	(\$4,287)

Line Item	Year 1	Year 2	Year 3
Insurance (property + liability)	(\$3,000)	(\$3,090)	(\$3,183)
Utilities (gas, electric, water)	(\$6,000)	(\$6,180)	(\$6,365)
Repairs & Maintenance	(\$2,500)	(\$2,575)	(\$2,652)
Marketing & Online Booking	(\$4,000)	(\$4,000)	(\$4,000)
Professional Services / Licenses	(\$2,500)	(\$2,500)	(\$2,500)
Other (POS, supplies, misc.)	(\$3,000)	(\$3,090)	(\$3,183)
Total Operating Expenses	(\$95,041)	(\$101,597)	(\$108,170)
Net Operating Income (Owner Cash Flow Pre-Debt)	\$82,959	\$94,203	\$105,430
Annual Debt Service (illustrative SBA 7(a))	(\$30,562)	(\$30,562)	(\$30,562)
Net Cash Flow After Debt Service	\$52,397	\$63,641	\$74,868

Net cash flow shown is pre-tax, after debt service, and represents what would be available to the owner-operator on top of the modeled owner salary. In practice, sophisticated buyers will evaluate the deal both on Seller's Discretionary Earnings (SDE) and on the unlevered NOI of the real estate.

Real Estate Value vs. Comparable Lease Cost

A useful framing for the owner-operator is the cost of leasing comparable space versus owning it:

Annual Cost Comparison	Lease at Market	Owner-Occupant
Base rent (1,176 SF × ~\$20/SF NNN)	\$23,520	—
Real estate taxes (passed through to tenant under NNN, paid directly by owner)	\$4,041	\$4,041
Insurance & CAM (illustrative)	\$3,500	\$3,000
Annual debt service (illustrative SBA 7(a))	—	\$30,562
Total Annual Cash Outlay	\$31,061	\$37,603
Less: Principal paydown component (equity build, Year 1)	—	(\$3,200)

Annual Cost Comparison	Lease at Market	Owner-Occupant
Net Effective Annual Carrying Cost	\$31,061	\$34,403

On these illustrative assumptions, ownership saves the operator roughly \$20,000–\$25,000 per year versus leasing at market while simultaneously building equity in the real estate — the core financial argument for an owner-operator acquisition.

FINANCING & ACQUISITION STRUCTURE

Because this transaction bundles the owner-occupied real estate, the operating business, and FF&E into a single package, it is well-suited to the SBA 7(a) loan program — the most commonly used vehicle for this type of small-business + real estate acquisition. Other common structures include cash, conventional commercial financing, or a hybrid with a seller-held promissory note. The Seller has indicated cash and conventional financing are acceptable; SBA 7(a) is widely used in transactions of this size and type.

Illustrative SBA 7(a) Structure

Total Acquisition Price	\$300,000
Buyer Equity Injection (illustrative)	10% — \$30,000 (a portion of which may be a seller-held note, subject to lender approval)
SBA 7(a) Loan Amount	\$270,000
Illustrative Interest Rate	≈10.5% (variable, indexed to Prime; current as of date of preparation)
Amortization	Up to 25 years when the loan is real-estate weighted (>50% of use of proceeds for real estate)
Indicative Monthly Payment	≈\$2,547
Indicative Annual Debt Service	≈\$30,562

Buyers should consult an SBA-preferred lender for current rates, eligibility, and underwriting requirements. The figures shown above are illustrative and do not constitute a loan commitment.

Why This Deal Works for an Owner-Operator Buyer

- Lower equity check than a typical commercial real estate purchase, because SBA 7(a) eligibility is preserved through owner-occupancy.
- A single closing covers business + real estate + FF&E, reducing legal and diligence friction.
- Real estate ownership creates an enterprise-value backstop independent of business performance.
- Long amortization (up to 25 years) keeps monthly debt service low relative to expected business cash flow, supporting strong DSCR underwriting.

SALE PROCESS & SHOWING INFORMATION

All inquiries, showing requests, and offers should be directed exclusively to the listing team identified below. To minimize disruption to the operating business and its existing customer base, the Seller has imposed specific showing protocols, which all prospective buyers and cooperating brokers must follow.

Showing Protocol

- **Showings by appointment only** — minimum 48 hours' notice.
- **Days available:** Sundays, Mondays, and Tuesdays only (the salon's closed days).
- **In-person only.** There is no lockbox; the Owner must be present for all showings.
- **Do not contact staff or visit the salon during business hours.**
- **Showing provider:** ShowingTime, scheduled through the listing agent.

Offer Submission

All offers must be submitted in writing through the listing agent and accompanied by:

- Proof of funds for cash buyers, or
- A current pre-approval / proof-of-financing letter from a qualified lender (SBA-preferred lender preferred) for financed buyers.
- Buyer's acknowledgement of the Seller's Property Disclosure and the Presentation of Offers form (available with the listing).

The property is being offered "as-is" as to physical condition, with all negotiations conducted through the listing agent. The Seller reserves the right to accept, reject, or counter any offer.

Listing Team Contact

Listing Agent	Michael Greene Lic# RS355101
Direct	(267) 980-4217
Email	mtgreene@kw.com
Co-Listing Agent	Kim Rock Lic# RS308814
Co-Listing Phone	(215) 650-7007
Co-Listing Email	kim@thekimrockgroup.com
Team	The Kim Rock Group
Brokerage	Keller Williams Real Estate – Langhorne (Lic# RB065551)

Brokerage Address	584 Middletown Blvd, Suite A50, Langhorne, PA 19047
Brokerage Phone	(215) 757-6100
Broker of Record	Debi Breen (3141530)

Listing Terms

Sale Type	Standard
Listing Agreement Type	Exclusive Right
Listing Service Type	Full Service
Dual Agency	Permitted
Possession	Negotiable
Acceptable Financing	Cash, Conventional (SBA 7(a) eligible)
Documents Available	Seller's Property Disclosure
Listing Term Begins	April 15, 2026
Listing Expiration	July 12, 2026

SOURCES & FINAL DISCLAIMER

Information in this Offering Memorandum has been compiled from the following sources:

- Bright MLS Listing #PADE2111946 (Agent Full report dated April 24, 2026).
- Delaware County, PA public tax assessment records (Tax ID 16-03-01058-00).
- U.S. Census Bureau, Census Reporter, and Pennsylvania Demographics for Upper Darby Township population, income, and age data.
- SEPTA published ridership data for the 69th Street Transportation Center.
- Industry research on independent hair salon revenue, gross margin, labor cost, and net profit benchmarks (Vagaro, Boulevard, Sharpshoots, The Salon Business).
- Loopnet and CommercialCafe published asking rents for retail space in Upper Darby, PA.
- U.S. Small Business Administration program materials regarding SBA 7(a) loan terms and eligibility.

Final Disclaimer

This Offering Memorandum is intended solely for the purpose of providing prospective purchasers with preliminary information regarding the Property. No representation or warranty, express or implied, is made by the Owner, the Broker, or any of their respective affiliates as to the accuracy or completeness of the information contained herein. Specifically, no representation or warranty is made as to current or future performance of the business, the suitability of the Property for the Buyer's intended use, future market rents, future operating expenses, future tax assessments, or the availability or terms of any financing.

Each prospective purchaser is responsible for conducting its own independent investigation, including (without limitation) review of the Seller's books and records, physical inspection of the Property, environmental review, zoning verification, title review, and consultation with the Buyer's own legal, tax, accounting, and lending advisors. The Owner reserves the right, at its sole discretion, to withdraw the Property from the market, modify the offering terms, or accept, reject, or counter any offer at any time and without notice.

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