

BUSINESS FOR SALE

Ref: 8543

B Grade Domestics Limited

Unit C3 Brunel Court, Waterwells Business Park, Gloucester,
Gloucestershire, GL2 2AL



Passionate about selling your business.

Business: £140,000

Business & Property: £380,000

EPC rating: Not Required / Business rates: SBRR

Annual Turnover: £354,252

Gross Profit: £74,818

Latest available accounts

30th Jun 2024

Kitchen Appliance Outlet - Gloucester

Blacks Brokers are pleased to bring to the market this kitchen appliance outlet located in Gloucestershire.

- ✓ Prominent Trading Position & Website Sales
- ✓ Accounts Available To 30th June 2024
- ✓ Annual Turnover £354,252 / Adjusted Net Profit £57,610
- ✓ Established 1986 - Large Customer Base
- ✓ Over 200 Google Reviews - Average 4.9 Stars
- ✓ Free Customer Parking
- ✓ Ran Solely By 2 Owners
- ✓ Huge Potential For Weekend Opening



About

B Grade Domestic Limited was established by our clients in this well linked area of Gloucester in 1986. Originally specialising in 'B Grade' (cosmetically imperfect) appliances at discount prices - hence the B Grade Domestic name, the business carved a niche position within the marketplace. Now specialising in retailing a range of box perfect home appliances such as fridges, washing machines, ovens, dishwashers and more, any potential buyers are able to reintroduce B Grade stock for the business should they feel this would be beneficial within the trading platform. Our clients have chosen to keep the name due to the incredible trading history and local brand awareness. Working with names such as Hotpoint, Smeg, Bosch, Siemens, Candy plus many more well known brands, the business has become very well known in this area and has a hugely strong base of regular customers in place. Additional trade is generated by word of mouth recommendations and website traffic - there has been minimal advertising undertaken for around twenty years due to the strength of this company's outstanding reputation. Our clients have ensured the business has an unrivalled reputation and superb reviews are noted on Google with an impressive rating of 4.9 out of 5 stars and 5 out of 5 stars on Facebook. B Grade Domestic Limited has a comprehensive website in place. The business' unique selling point is their ability to offer same day or next day delivery (excluding weekends) to their customers, which the larger companies are unable to compete with, with deliveries handled by one of the owners, thus ensuring a high level of care over the items. For this reason, they often have multiple generations of the same families returning to them for the excellent service.

The business is ideally suited to a hands-on owner-operator but due to our client's retirement plans, the business is offered for sale. This presents an excellent opportunity for a new owner-operator or team to take the business to the next level.

Location

B Grade Domestic Limited occupies a prominent trading position on Brunel Court within Waterwells Business Park – this is a well linked industrial area of Quedgeley. Waterwells is a well-established centre and has attracted a number of businesses including a 106 bed Holiday Inn, the Beehive Public House, a Park and Ride scheme, Gloucestershire Constabulary and Prima Dental. The area is also well populated residentially and there are a number of amenities nearby including schools and a sports centre. The area is well linked by the M5 and A38 with very strong public transport links and parking is available immediately outside. Local competition is very minimal, with no

other business offering both immediate delivery and collection services as well as outlet pricing.

Premises Details

B Grade Domestics Limited operates from a single storey industrial property with parking immediately outside. The business has large branding and signage on display above the main entrance. Inside, the welcoming reception area is fitted with customer service counter. Our clients have perfected a unique shopping experience for customers, with products mirrored from the business website to a large screen behind the counter - this allows customers to view appliance choices in real time, whilst receiving bespoke advice from staff - without our clients needing to unbox all items in store. There is a well presented showroom area and ample storage room plus staff toilet and kitchen facilities. All areas are fully equipped and presented well.

The business currently benefits from Small Business Rates Relief. Purchasers should enquire with relevant local authorities to confirm the rates payable.



Financial Information

B Grade Domestics Limited has traded solidly since opening and our client has established a strong repeat customer base. Accounts for year ending 30th June 2024 show annual turnover of £354,252 and adjusted net profit of £57,610 . It should be noted that our 2 clients are currently managing the business over five days a week from 10am to 4pm , which is a personal choice as our clients prepare for retirement. There are no additional staff members, with the 2 owners handling all sales and deliveries. There is huge scope to boost takings significantly with weekend opening and some late night shopping events.

The business is available either freehold or leasehold, with lease terms to be negotiated, but the rental figure is expected to be circa £20,000 per annum.

Fixtures & Fittings

All fixtures and fittings are included.

Opening Hours

MON - FRI :10:00 - 16:00

SAT/SUN : CLOSED

Summary

This long established business occupies an enviable trading position in a sought after area of Gloucester. Our client has secured a strong customer base and exceptional reputation. With the business currently managed at a pace to suit, there is plenty of scope to develop the business further with the introduction of weekend opening, longer opening hours and further marketing – the business has a superb ecommerce platform already in place from which visibility can be increased with the use of SEO and Google AdWords. A new owner may also look to introduce social media marketing to reach a new customer base. This proposition would ideally suit an owner operating team who could push the business forward and build upon the solid and impressive trading foundations. Early viewings are strongly advised.







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