

TRUE VALUE HARDWARE STORE

Soda Springs, Idaho

THE COMPANY

One of the community's oldest and strongest retailers supplies a complete line of home improvement products for the core community of Soda Springs and several ranching communities in the Valley. The company has continually updated and expanded their product offering; a new, self-contained lumber storage was completed in 2006; rental products were introduced in 2007 and are featured in a new building complex; the property's electrical service was upgraded with new triple phase service and boxes in 2006. The business is aggressively operated to promote the best product and most professional service within an efficient and fully stocked store. The True Value Co-op adds buying power and stabilized gross profit for the company. The building's top floor has four apartments with a waiting list that generate solid annual income at very little cost.



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THE LOCATION

The True Value store has been located at the same location for approximately 40 years but the owners have continued to purchase available property. The store's 16,316 square foot facility is located at 50 East 2nd South, with Main Street Frontage on 1.6 acres with room to expand. The business is open six days per week and is the destination site for hardware-fencing-lumber-rental equipment-electrical and so much more. Soda Springs is a small community that counts industrial mining and recreation as the two key market contributors. Caribou County's Elk Herd is number one in the Intermountain Northwest. Soda Springs is the connector from Utah to Jackson Hole and West Yellowstone Park.

THE STRENGTHS

The owner manages the business to be the #1 lumber yard and hardware store for homeowners. The store carries the basics to keep satisfied and loyal customers. True Value offers quality product at competitive prices and excellent employees. The store has had consistent sales of \$750,000 annually and the dollars per square foot are leading indicators of strength for industry comparisons.

THE REASON FOR SELLING

The owner had previous experience with True Value in Colorado and jumped on the opportunity to buy this store and property 12 years ago when it came available and has enjoyed his time in the Valley. In fact, he does not plan on leaving after selling. The owner has reached Social Security status and is motivated to sell and will look at all offers. Dependent on the offer and buyer, the Seller may consider owner financing. The local banks have pre-approved the business and say "they have money available".

THE IDEAL BUYER

The Soda Springs True Value is a working owner-managers opportunity. The community is stable and not boasting a strong growth curve. The store generates a strong margin and steady operating profit but this is based on having an involved and participating owner. This opportunity may not provide the Return on Investment for a passive owner but realize a solid income for an owner-manager. The owner is motivated to sell but time is precious and will require interested buyers to provide a personal financial balance sheet to support their ability to purchase the business.

ASKING PRICE

~~\$1,100,000~~

Price Reduced to

\$925,000

Motivated Seller!

All Offers Considered

Price Includes Real Estate:

Retail-Paint-Rental Store	5,200 SF
New Storage Area	2,760 SF
Existing Storage Area	4,106 SF
2nd Floor Apartments	4,250 SF
Total	16,316 SF

TERMS:

Cash

ASSETS

Real Property & Building	\$600,000
Business Assets	200,000
Inventory & A/R	167,500

Total Assets \$967,500

All values provided by Seller

INCOME STATEMENT SUMMARY

Net Operating Profit w/Rentals \$150,000

Financial information provided by Seller

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