

BUSINESS FOR SALE

Wallaby's Liquor Warehouse
1550 S. PARKER ROAD
DENVER, CO 80231



List Price: \$4,600,000
+INVENTORY



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INVESTMENT HIGHLIGHTS

- **Largest Liquor Store in the Area**
- **9 Consecutive years of customer and sales growth**
- **Drive-thru window and abundant parking**
- **High-visibility location on commuter thoroughfare**
- **Easy access from Parker Road and Florida Avenue (traffic lights)**
- **Shadow-Anchored by Walmart Neighborhood Market**
- **4.25% Sales Tax attracts high-volume customers**
- **Stable employee base - - senior staff averages over 7 years at store**

BUSINESS OVERVIEW

Originally constructed in 2004 for a national pharmacy chain, this building features tremendous visibility and access from Parker Road. The drive-thru window is a convenient, yet under-utilized, feature of the property. Wallaby's has successfully operated in this location since October 2007, and has 60,000 members in its customer loyalty program. Their 2016 sales exceeded \$7,275,000, an increase of 17% from 2013.

Wallaby's presents a turn-key operation for a business investor, or a tremendous opportunity for an existing store looking to expand to a second location. The five senior employees (department managers) have an average tenure of seven years at the store. The store benefits from its location along a busy commuter thoroughfare that feeds the Cherry Creek and Downtown business districts. The store is in a densely-populated area of Denver and Aurora, with 203,000 residents within 3 miles of the store.

The store is 14,000 square feet in total size, and features over 10,000 square feet of retail space, a 100 foot walk-in beer cooler, receiving dock, 76 parking spaces and a drive-thru window. Wallaby's has over eleven years remaining on its twelve-year lease, with options for two additional five-year extensions. The base rent is \$24,767 per month, with 1.5% annual increases. The lease terms are absolute NNN, and must be assumed by the purchaser of the business.

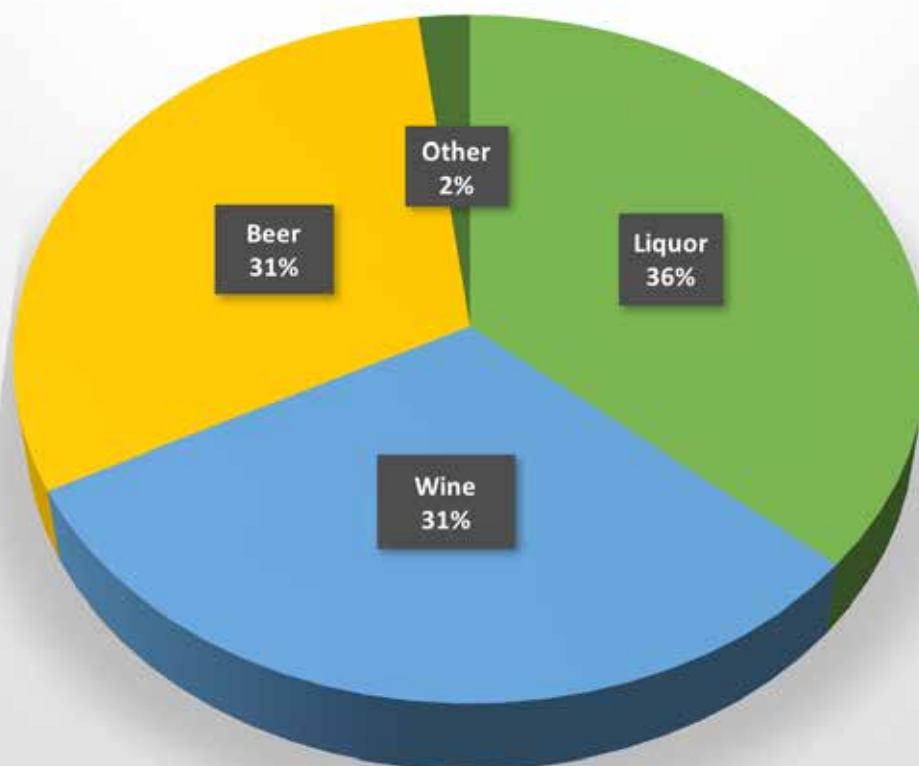
FINANCIAL HIGHLIGHTS

2016 Business P&L

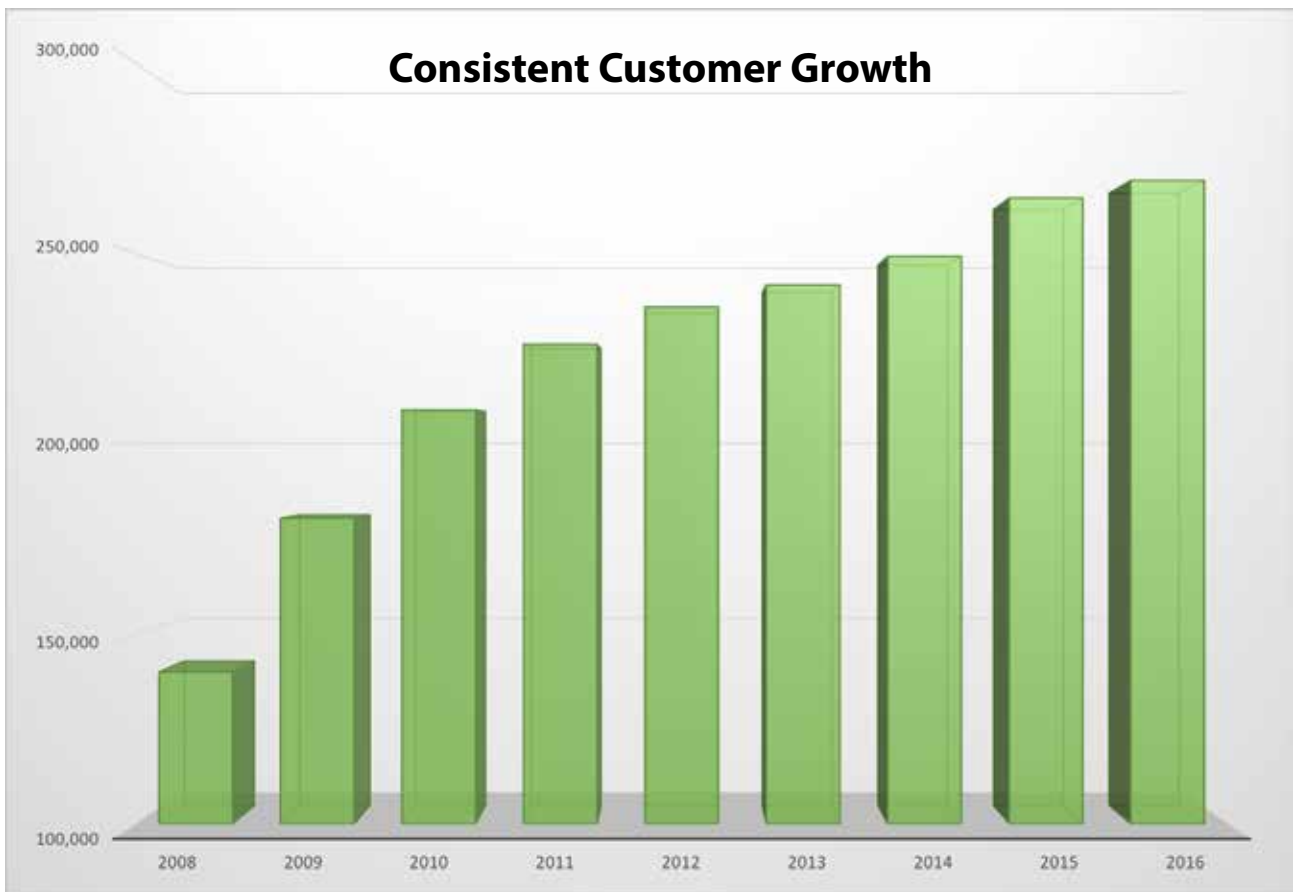
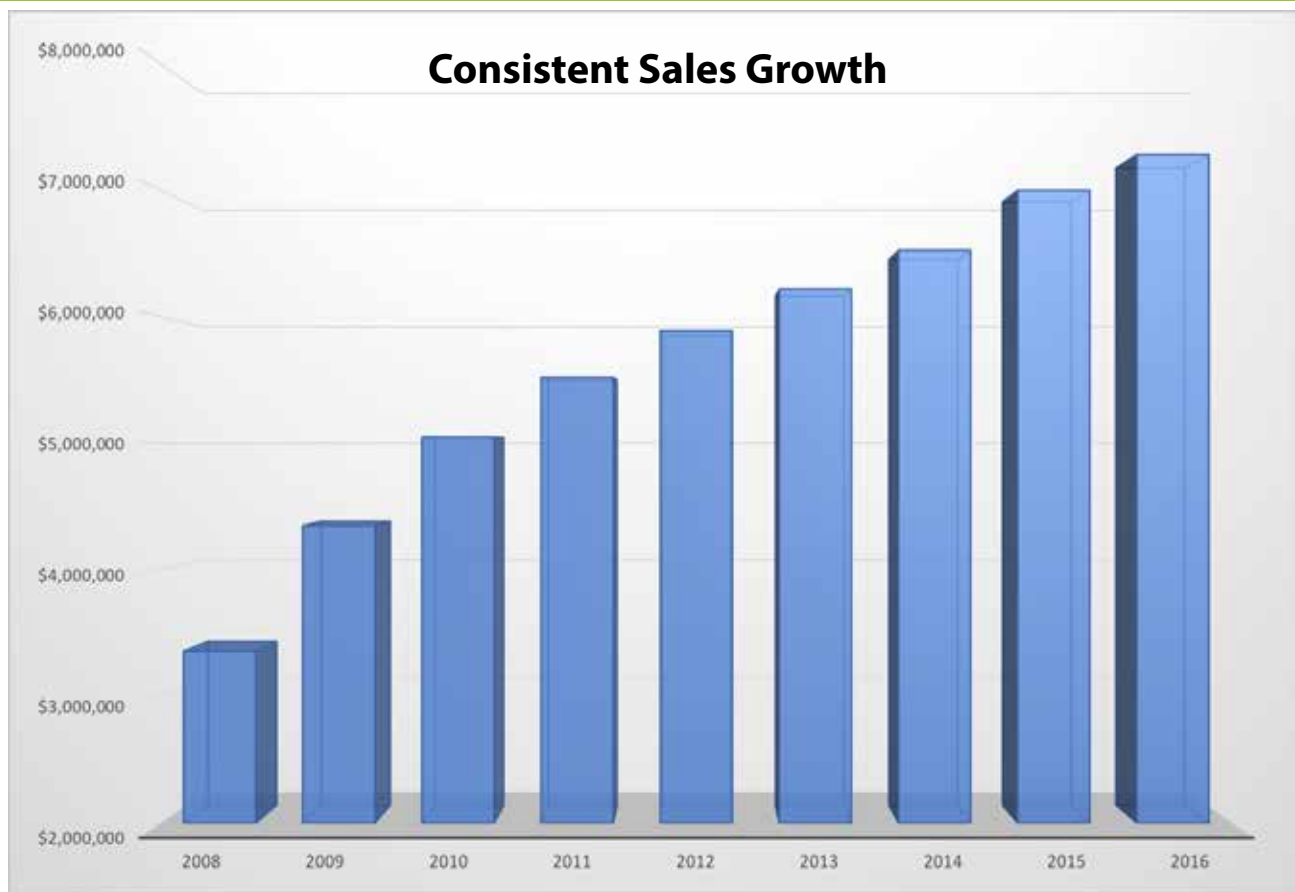
Total Sales	7,236,971
Cost of Goods Sold	5,781,985
Net Sales Income	1,454,986
Payroll Costs	460,324
Rent	297,204
Property Tax	95,329
Utilities	30,680
Other Building Expenses	12,436
Credit Card fees	110,206
<u>Marketing, Insurance & Misc.</u>	<u>55,342</u>
Total Operating Expense	1,061,521
Net Operating Income	393,465



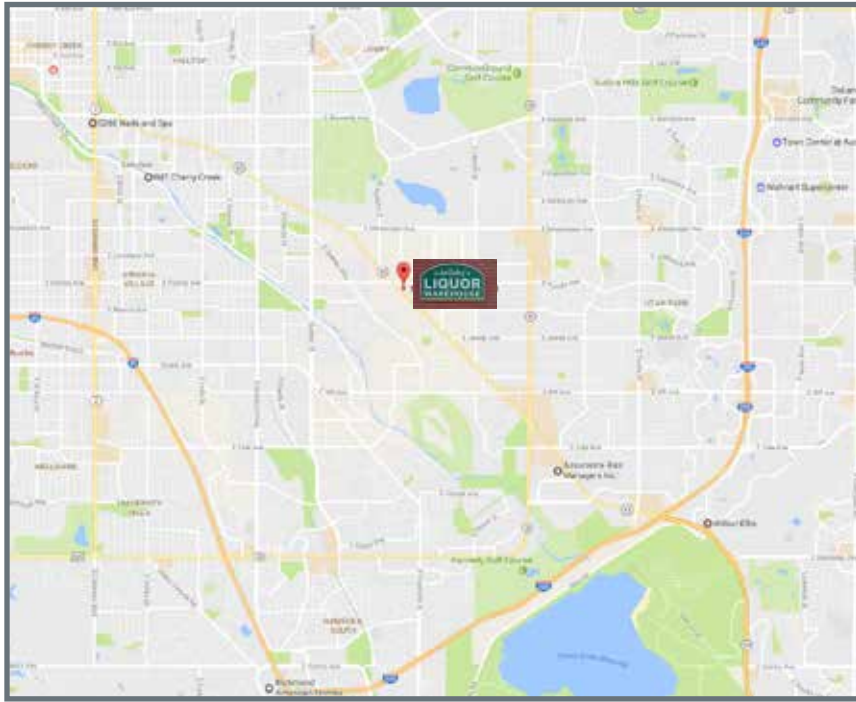
2016 Sales by Product Category



SALES GROWTH



LOCATION HIGHLIGHTS



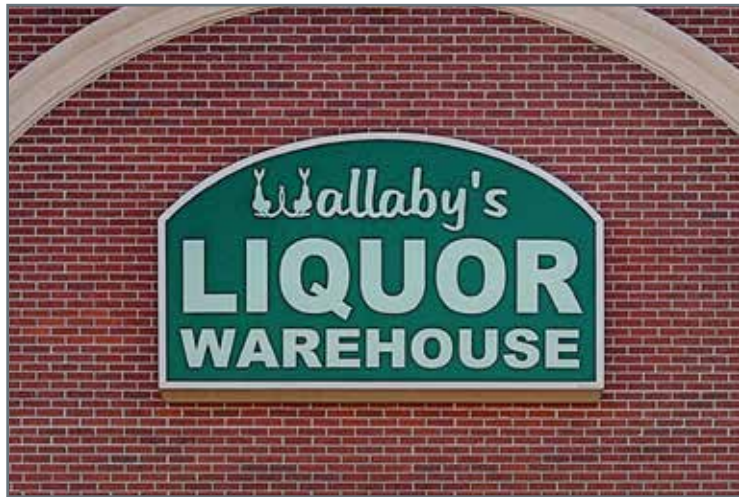
- **Dominant Store in the Area**
- **4.25% Sales Tax attracts high-volume customers**
- **Draws customers from Cherry Creek, SE Denver, Aurora and Centennial**

- **Easy access from Parker Road and Florida Ave. (traffic lights)**
- **Shadow-Anchored by Walmart Neighborhood Market**
- **High-visibility location with 40,000 daily traffic count**



<u>Population</u>	<u>1 Mile</u>	<u>3 Miles</u>	<u>5 Miles</u>
Total Population	29,571	203,057	480,080
Average Age	35.30	37.90	37.50
Total Households	14,879	94,596	213,326
Average HH Income	\$48,551	\$48,591	\$54,379
Average House Value	\$221,126	\$241,416	\$274,068

STORE PHOTOS



WALLABY'S LIQUOR WAREHOUSE

JOHNSON & MALNATI