



Established, well known and
Profitable shop in a growing location

Central NM Mountain Auto/Tire Center

Business Asset Sale /Albuquerque/Central NM Mountains

LIST PRICE: \$ 450,000

2023 \$ 1,726,961

GROSS
RECEIPTS

2023 SDE \$ 139,626

FEATURES

- Loyal and returning customer base, providing 75% of business.
- Long standing business in a prime location.
- Property available for lease or purchase. Asking price: \$500,000
- One of the few local shops in the Central NM Mountains.
- Potential to continue to grow revenue through exclusive services.
- 5+ bays/Turn-key ready

BARBARA KLINE

(505) 720 6593

barbara@go-absolute.net

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barbara@go-absolute.net



131 Madison NE Albuquerque, NM 87108
505-346-6006 info@go-absolute.net

DESCRIPTION



*Photo by Andrea Piacquadio:
<https://www.pexels.com/search/Automotive%20Mechanic/>

This successful Automotive and Tire center has been in business since 1984 and managed by current owners since the '90s. It is one of the few established shops in the Central New Mexico Mountains and has made a name through extensive and special services offered.

Total revenues for 2023 topped \$1,725,000, with seller discretionary earnings of 8.09%. This business is an excellent candidate for a strategic expansion of an established auto repair company and would also be ideal for an owner/operator considering their first purchase. One possibility for future expansion could be increased emphasis on roadside assistance and service. As one of the few established shops in the area, the business has shown steady growth over the past few years, including growth in the 2020 and 2021 Covid years when many businesses struggled. It topped 6 % a year growth in both FY 2022 and 2023.

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Financial Information 2023

Total Revenues (TR)	\$1,726,961
Seller Discretionary Earnings	\$139,626
SDE as % of TR	8.09%

- The sale will include all workshop equipment and several vehicles. Inventory to be incremental to the sales price. Final Inventory can be accounted for and discussed prior to purchase.
- Owner is willing to discuss owner financing with appropriate down payment and terms.
- This is an asset sale. Seller wishes to retire.
- The business operates out of an owned space. Sale or Lease options are available.

More business and operations data is available under a Non-Disclosure Agreement. Contact broker for more information.



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Central NM Mountains

Central NM Mountain Demographics

Population (rough current estimate)	25,000+/-
Households (rough current estimate)	7,550+/-
Median Average Income (estimated)	\$75,000+/-



The Central NM Mountains is compiled of multiple areas of NM. This includes but is not limited to counties such as Bernalillo, Santa Fe, Torrence and Sandoval Counties. Since the year 2000, the population of the area has estimated to have a growth of over 60% and is still primed to grow into the foreseeable future. Central NM Mountains is just a short drive to Albuquerque, NM which is one of the highest populated areas of the State.

Central NM Mountains is known for its mountain landscape and breathtaking views. It is home to a diverse collection of shops, restaurants, hiking trails, horseback riding trails and the Museum of Archaeology and Material Culture.

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BUSINESS BROKER



BARBARA KLINE

Vice President

(505) 720 6593 / barbara@go-absolute.net

Barbara is a Certified Business Broker and commercial Realtor. Barbara has been founder or co-founder of seven businesses as well as business and marketing consultant to several hundred businesses on three continents ranging from startups to multi-million-dollar corporations. Barbara's experience allows her to provide business acquisition and disposition services second-to-none in the New Mexico market. Barbara has over 30 years of experience as a real estate investor and specializes in industrial and office real estate. She has been involved in community and business development in New Mexico for more than 15 years in both Bernalillo and Sandoval Counties. She was recognized as one of the top 25 business mentors in the United States in Alignable's Mainstreet Mentor search.





WHO WE ARE

We are an investment oriented commercial real estate brokerage firm focused on helping our clients meet their business and commercial real estate investment goals. Our clients range from small business owners, private local investors to a national and international audience. We have closed transactions throughout the United States and from around the world. No job is too small or too large for our dedicated team of professionals. We are experts on current market conditions and provide expert advice on the best pricing and buying or selling strategies. We have industry wide connections and make it a policy to work hand in hand with our peers, principals and institutions to get the deal done. We are second to none in our ability to identify, sell or lease investment quality real estate.

OUR MISSION

Absolute Investment Realty's mission is to help our clients achieve their business and commercial real estate goals.

HOW WE HELP OUR CLIENTS SUCCEED

Our firm excels because we execute with attention to detail, exceptional financial analysis capabilities, second to none market knowledge, and the highest level of customer service. We start by understanding our client's needs and working closely with them to develop a customized acquisition, disposition, leasing or development plan specifically designed to help our clients reach their goals as expeditiously as possible.

AWARDS AND ACCOLADES

Our firm and brokers have earned nine Costar Power Broker Awards, designed to recognize the top 5 brokerage firms in New Mexico.