

Offering Memorandum  
**Pro Lumber | 4385 HWY 101**  
Florence, OR





## Profitable and well-located Pro Lumber Business for sale: \$1,350,000

### *Description:*

Own your own lumber and building supply business at the coast! This family-owned business has been in business since 2000 when the current owners purchased a former lumber business. They maintain a solid clientele of contractors and the weekend handyman while increasing sales since they moved the business to the north end of Florence.

### *The Perfect Fit:*

This business is an ideal investment for an existing lumber company who wants to expand, a contractor with good business sense and fixer-uppers who love helping others find the tools for their DIY projects and want to own their own business.

### *Highlights:*

- 8 full-time and 3 part-time staff
- Owners will provide a training and transition period
- Annual sales are approximately \$3,500,000\*  
\*Financials available with signed NDA
- Comcash point of sale system
- Introductory lease rate of \$9,000/month, modified gross with first right of refusal for purchase
- Inventory included in asking price (wood products, building supplies, trucks and forklifts)
- Furniture, fixtures and equipment included in asking price

# Business Summary



## Competition

Pro Lumber provides other contractors and small businesses in the Florence area the items they need for construction or repair. Their friendly attitude, great prices and expertise in the industry keeps folks coming back.

## Growth and Expansion

There's room for growth as the city and surrounding areas expand and create a demand for building products. Florence has been on the Top 10 Best Places to Retire in Oregon list and in these times people are moving away from the large cities. Consequently, several large subdivisions are in the works and are current clients of Pro Lumber.

The owners are ready to retire and enjoy their grandchildren, but they would love to see the business continue for the benefit of their community.

## Property and Facilities

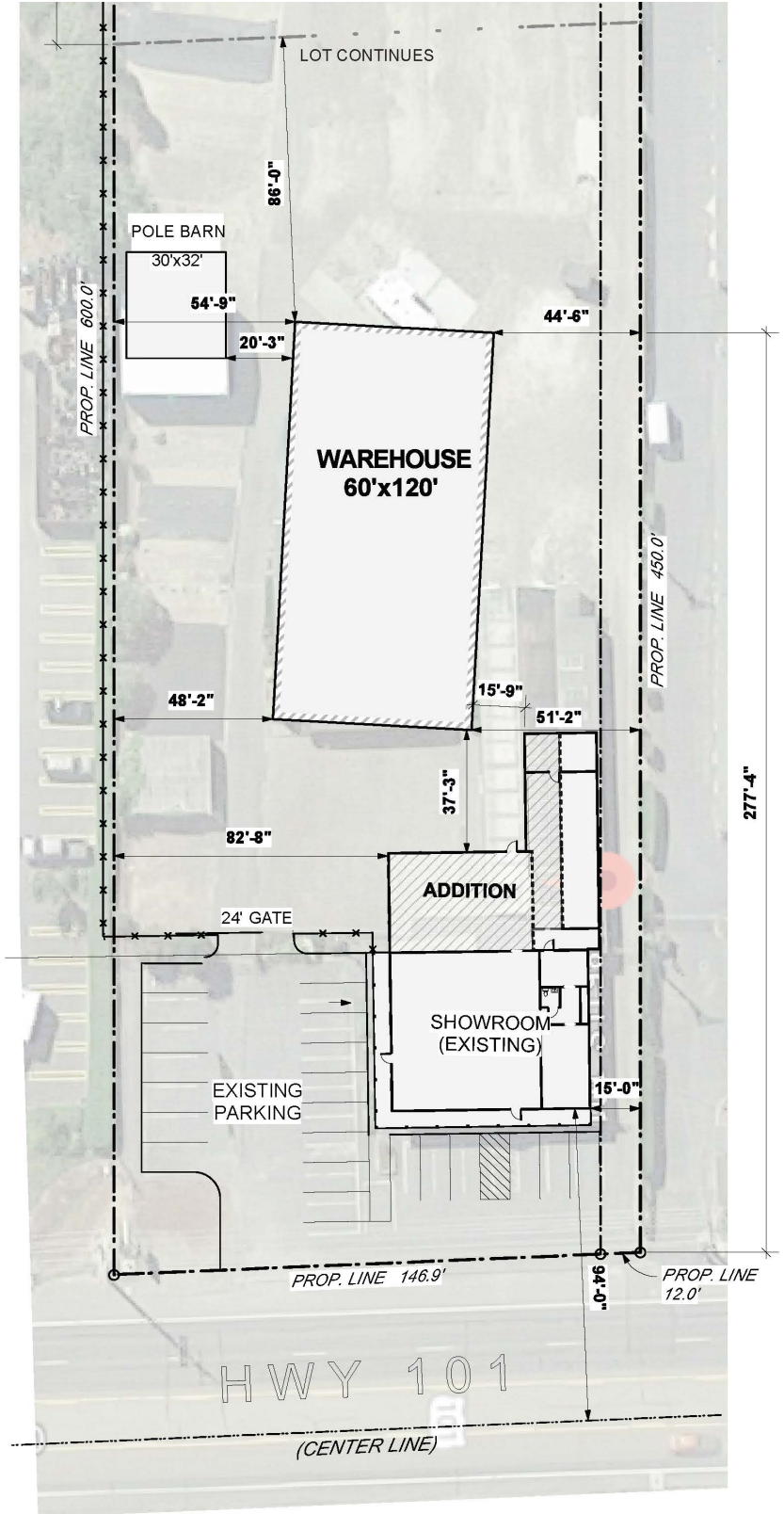
Real Estate is not included in the price. The current property owners prefer the option of leasing but will consider a property sale under the right terms and conditions.

Introductory lease rate of \$9,000/month, modified gross with first right of refusal for purchase.

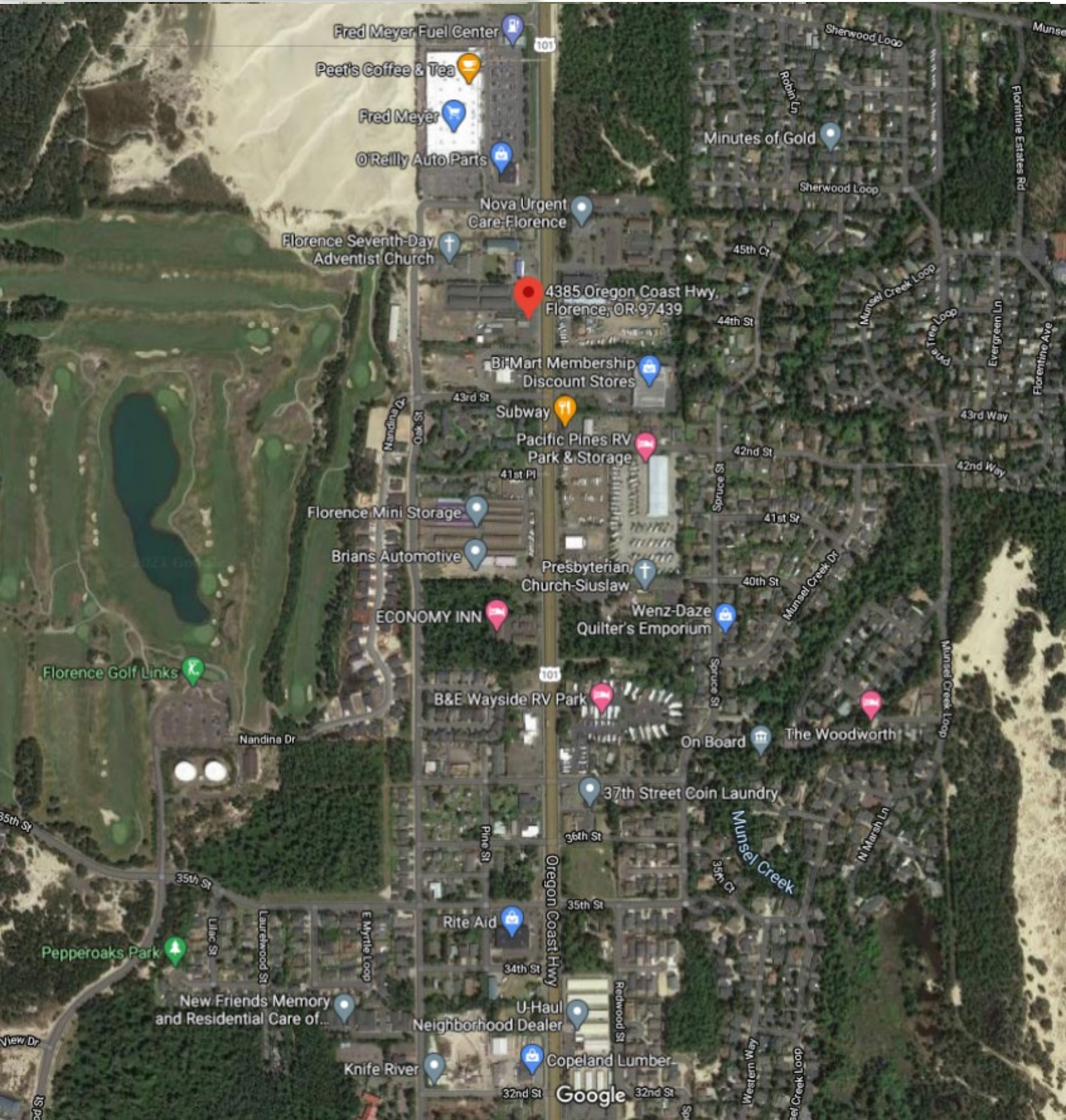
The current Pro Lumber owners worked with the property owner to create a newly remodeled and developed property specifically for Pro Lumber. The property is situated at the north end of Florence, OR where city growth is occurring.

Property includes:

- 2.61 acres with good vehicular circulation around the site for deliveries of all sizes; allows for more expansion.
- A remodeled retail/office building expanded to 5,566 SF with a new metal roof and new siding (completed 2020)
- A brand new 7,200 SF Nucor metal warehouse building (completed 2020)
- A 960 SF pole barn.



# Retail Map





## **Florence, Oregon**

Florence is located on the Oregon's Central Coast in the heart of recreation paradise with limitless opportunities for hiking, fishing and more. It is a business-friendly and charming community surrounded by the Pacific Ocean, the Suislaw River, and dozens of beautiful lakes which draw visitors from around the world.

In addition to the quaint Historic Old Town District on the Suislaw River waterfront, Florence boasts a 500-seat event center, local theater groups, state of the art movie theater and excellent restaurants. Florence is also home to a well-planned industrial park, diverse economy and a well-educated, versatile workforce.

## **Florence's Economy & Employment**

Florence is an economic location for businesses with power that is generated regionally from abundant natural resource and high-quality infrastructure such as fiber optic internet.

Tourism is Florence's biggest employment sector. Combined tourism-related industries make up 26% of employment. The top four employers are the Three Rivers Casino Resort, Peace Harbor Medical Center, Driftwood Shores Resort and Fred Meyer.

Florence has a large post-retirement "returnment" community that is highly educated and extremely experienced. Locational advantages and unique resources attract skilled talent whose salaries go far on a low cost of living, social amenities and easy outdoor access.

## **Florence's Housing**

Real Estate in Florence has something for everyone: gated developments on the river, custom built beach homes, lakefront properties and more.

<https://www.florenceoregon.realestate/>  
<https://www.florencebusiness.org/>



“

Karen took the time and interest to understand the attributes of our property then found a buyer that perfectly matched our needs. She worked hard to make it a win-win for all parties.

She was knowledgeable about the entire process and helped guide us through to a successful closing. -Scott Robbins

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## Specialties

Leasing, Investment Property, Consulting, Office, Retail & Industrial

## Scope of Service + Experience

Karen began her career as an architect for commercial, industrial, office and hi-tech facilities. With over 20 years of experience as an event architect developing major sport venues for Olympic and Paralympic venues, Super Bowls, Pro Bowls and more—Karen has a highly developed project management expertise that proves invaluable in complex and deadline-driven commercial transactions.

In her previous career, Karen created initial cost estimates and budgets for 32 Olympic and Paralympic venues in Vancouver and maintained overall budget responsibility of \$40 million through a volatile economy. These projects illustrate Karen’s abilities as a highly organized project manager with creative problem solving skills and the ability to cultivate good working relationships under immense pressure.

Karen thrives in every phase of a project from strategic planning, budget development and management, to design, build-out, signage, site management and operations. She has worked with representatives from global government agencies, large scale property owners & developers, engineers, architects and stakeholders at all levels. As a consultant, she has seen the vast changes in technology and how it can be applied across industries. This refined expertise sets her apart and provides a high-level skill set that is unique among commercial brokers.

A natural born problem solver, Karen was drawn to commercial real estate in her quest to broaden her scope of expertise in a category she is passionate about. Karen possesses an intimate understanding of how commercial investing and development shapes a community and takes pride in her contribution as an expert in the field.