



Falkner's Auto Service and Real Estate

West Seneca, NY



Property Name: Falkner's Auto Service + Real Estate
Location: West Seneca, NY
Asking Price: \$1,100,000
Lot Size(s): 2671=2.70, 2673=1.3, V/L = 2.7
 8.5 +/- - Combined Acres
Property Type(s): C-2 Commercial & R50 Residential
Zoning: Commercial, NR

Description

Falkner's Auto Service is a full-service automotive repair and maintenance operation serving the Buffalo-area market, including West Seneca and surrounding communities.

The shop positions itself around certified technicians, transparent advice, and a strong customer-service culture, with a broad scope of mechanical repair and preventative maintenance offerings.

Highlights:

- Established auto service operation with documented FY 2025 performance and robust gross margins.
- Consistent workflow supported by inspection volume and repeat-service customer base.
- Documented productivity: 2,808.77 billed hours in 2025 at an effective labor rate of \$146.03/hr.
- Known occupancy cost: \$3,500/month rent (lease terms to be confirmed).
- Operational infrastructure: clean facility, radiant heat, onsite shower/breakroom amenities.
- Vendor relationships in place (NAPA TRACS and multiple suppliers) and AAA vendor affiliation.
- Value-add opportunities: digital marketing optimization, service mix expansion, and capacity utilization (staffing/bay count dependent).
- Parcel Development Opportunities to the left of the building.



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Key Performance Indicators (FY 2025)

Period: January 1, 2025 - December 31, 2025

Total Net Sales: \$853,658.65

Total Gross Profit: \$620,970.77

Overall Gross Margin: 72.74%

Invoice Count (ROs): 1,242

Billed Hours: 2,808.77

Effective Labor Rate: \$146.03 / billed hour

Average Revenue per RO (ARO): \$687.33

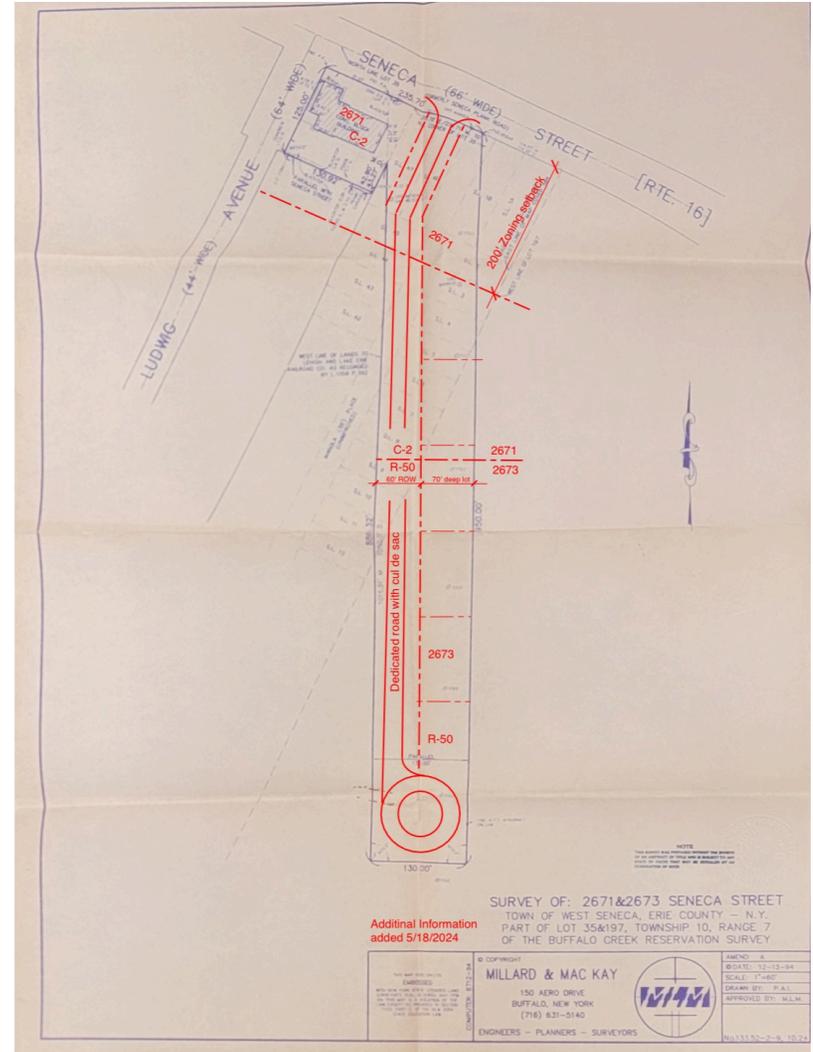
Average Gross Profit per RO: \$499.98

Billed Hours per RO: 2.26

Revenue per Billed Hour: \$303.93

Gross Profit per Billed Hour: \$221.08

Rent (Business): \$3,500/month (\$42,000/year)



Notes:

Derived metrics are calculated from the 2025 sales report totals.
Rent is per seller disclosure; lease terms and pass-throughs to be confirmed.



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Shop Management / Workflow:

- Estimating, scheduling, invoicing: NAPA TRACS
- Payment methods: cash/credit/financing options
- Warranty policy: 24 months / 24,000 miles
- Comebacks/quality control: Documented within NAPA TRACS
- SOPs: check-in, inspection sheet, estimate approval, parts ordering, repair verification, delivery

Parts & Vendor Relationships:

- Primary suppliers: [NAPA / API / etc.] including AutoZone and Worldpac
- Buyer benefit: established accounts, delivery cadence, ordering familiarity, and consistent availability

Marketing & Customer Acquisition:

- Local discovery: Google profile (placeholder: rating, review count)
- Social: Facebook
- Reviews: Yelp
- Referral engines: repeat customers + [AAA / fleets / local partners]

Service categories marketed publicly include:

- Preventative maintenance & fluid services
- Brake systems
- Cooling/heating & A/C
- Exhaust systems
- Electrical/drivability diagnostics
- Fuel systems
- Suspension/steering/alignment
- Tires (multi-brand offering)

Operations

- Customer database (oil change segment):
6,145 total business customers;
1,182 oil changes in 2025
- Total Inspections:
7,677 (overall reported)

"Business is positioned as an AAA Approved Auto Repair Shop and a NAPA Auto Care center, with stated guarantees on estimates and repairs (up to 2 years/24,000 miles) and recognition for customer satisfaction (AAA Top Shop Award – 2007)."

"Customer acquisition and repeat visitation are supported by inspection volume and AAA-oriented service programs, including a free 30-point vehicle check, free battery testing, and free check-engine light reading (published), alongside NYS inspection and a full range of maintenance and repair services."



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What's Included in the Sale

Business Assets (Included)

FF&E / shop equipment / tools (per equipment list to be provided)
Customer files and service history (subject to privacy and transferability)
Phone number, website/domain, and branding assets (transferable items)
Vendor relationships and accounts (as transferable)
Operating systems/processes and training/handoff plan

Real Estate (Included)

Land and building improvements
Signage/fixtures attached to property
SBL = 133.520-2-10.200 (1.3), 133.600-1-24.200 (2.7), 133.520-2-9.100 (2.7)
Total Acreage = 8.5 acres

Typical Exclusions are as follows:

Owner personal tools/items
Cash on hand, A/R (unless explicitly included)
Vehicles not required for operations (unless explicitly included)



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