

# 170 & 190 Ossipee Trail West, Standish, ME

## OFFERING MEMORANDUM



SALE PRICE : \$1,400,000

GROSS REVENUES : \$4,750,000 (TRAILING 12 MONTHS)

SELLERS DISCRETIONARY EARNINGS : \$320,438



## Executive Summary

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### DISCLAIMER

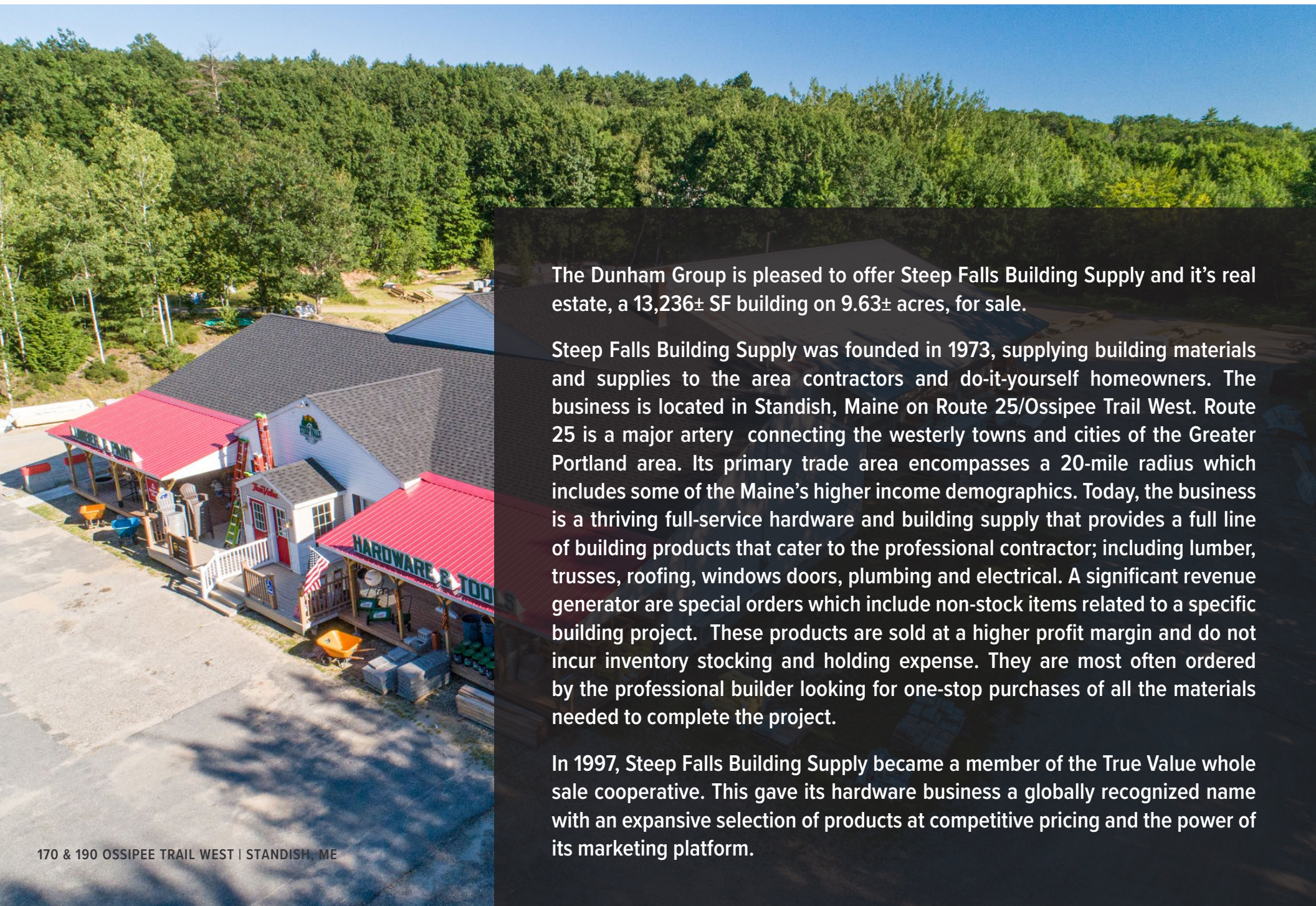
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# EXECUTIVE SUMMARY







The Dunham Group is pleased to offer Steep Falls Building Supply and its real estate, a 13,236± SF building on 9.63± acres, for sale.

Steep Falls Building Supply was founded in 1973, supplying building materials and supplies to the area contractors and do-it-yourself homeowners. The business is located in Standish, Maine on Route 25/Ossipee Trail West. Route 25 is a major artery connecting the westerly towns and cities of the Greater Portland area. Its primary trade area encompasses a 20-mile radius which includes some of the Maine's higher income demographics. Today, the business is a thriving full-service hardware and building supply that provides a full line of building products that cater to the professional contractor; including lumber, trusses, roofing, windows doors, plumbing and electrical. A significant revenue generator are special orders which include non-stock items related to a specific building project. These products are sold at a higher profit margin and do not incur inventory stocking and holding expense. They are most often ordered by the professional builder looking for one-stop purchases of all the materials needed to complete the project.

In 1997, Steep Falls Building Supply became a member of the True Value whole sale cooperative. This gave its hardware business a globally recognized name with an expansive selection of products at competitive pricing and the power of its marketing platform.



The current owner purchased the business in September of 2020 with a projected revenue of \$2,750,000. In less than two years the annual revenue has grown to \$4,750,000 a year by implementing the following improvements and changes.

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- New Signage
  - Road Sign with new LED marquis
  - Vehicle Graphics
  - Building Signs, on top of the red deck roofs
- New Covered Front Decks
  - Over 700 SF of covered outdoor retail space
  - Composite Decking in different colors
  - Finished ceilings to display products
  - Bright red metal roofing to attract customers
  - New interior flooring
- Added over 3000 new SKUs of relevant products both for retail and commercial customer needs.
  - Added three window suppliers
  - Added two new door suppliers
- Added [www.steepfallsbuildingsupply.com](http://www.steepfallsbuildingsupply.com) e-commerce website which has driven up sales both through orders on the site and also by allowing customers to source the products they need driving them to the store to purchase.
- Added the UPS shipping counter which pays for itself and more importantly brings customers into the store where they purchase other retail items.
- Added Benjamin Moore Paint which dramatically increased paint sales.
  - Added new computerized tinting machine
  - Added a new multi-gallon paint shaker
  - Updated the color-matching spectrometer to match paint to any color sample.
- Added the Kenworth delivery truck equipped with Moffett forklift attachment
- Built a new covered Propane dispensing center which increased propane sales.



# STEEP FALLS BUILDING SUPPLY

Established in 1973, Steep Falls Building Supply in Standish, Maine is your locally owned, family run, building supply, lumber and hardware store. We are proud to be a member of the True Value family, we're here to serve our community. Whether you're a pro or taking on a DIY home improvement project for the first time, we're right here with the expert advice, tools, equipment and the products you need to get the job done. Steep Falls Building Supply in Southern Maine, we're here to help. Come on in and see us today, browse our website or give us a call. At Steep Falls Building Supply, the customer always comes first.

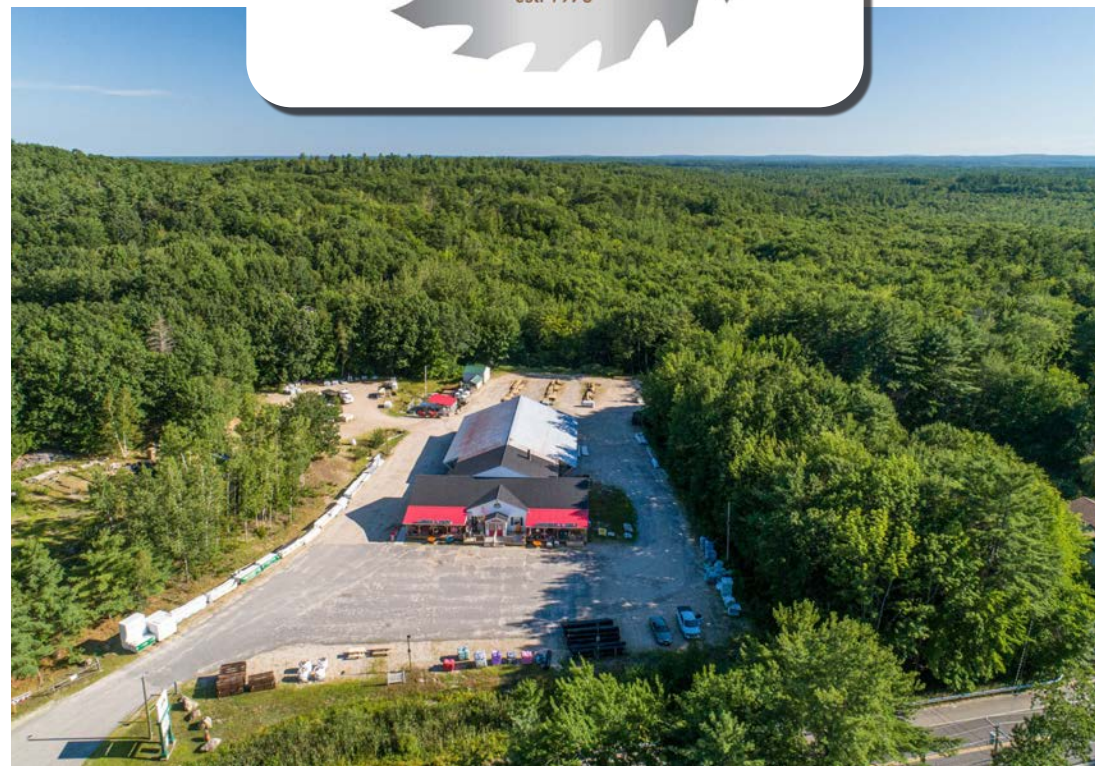
📍 190 Ossipee Trail West, Standish, ME, 04084-6127

☎ (207) 642-2211

🕒 MON - FRI 7:00am - 5:00pm  
SAT 8:00am - 3:00pm / SUN Closed



Scan to visit website





# SUMMARY OF BUSINESS ASSETS





Building Size	13,236± SF	
Space Breakdown	Retail Sales Area & Back Office	5,176± SF
	Attached Warehouse	4,540± SF
	Mezzanine	3,520± SF
Lot Size	9.63± acres	
Lot Breakdown	170 Ossipee Trail - 2.7± acres 190 Ossipee Trail - 6.93± acres	
Assessor's Reference	170 Ossipee Trail - Map 6, Lot 32D 190 Ossipee Trail - Map 6, Lot 32	
Zoning	SCD	
Real Estate Taxes	170 Ossipee Trail - \$405.00 190 Ossipee Trail - \$6,004.50	
Building Age	1970	
Building Construction	Woodframed	
Roof	Metal and shingle	
Floors	Laminate	
Loading Doors	One (1) drive-in door	
Electrical	200 amp breakers	
Utilities	Private water and sewer	
HVAC	Oil, forced hot air. Plus 3 new heat pumps	
Road Frontage	839.41'	
Parking	Ample on-site parking and laydown area	

## OTHER FEATURES

- Two (2), 10x84 storage canopies
- Two (2), 14x17 attached storage sheds
- Two (2), 12x30 attached product display porches
- 8x14 gasoline containment shed
- 16x18 lumber shed
- 6x50 shingle storage
- 6x36 shingle storage

There are plans for a 6,880 SF storage building with integrated material storage racks.



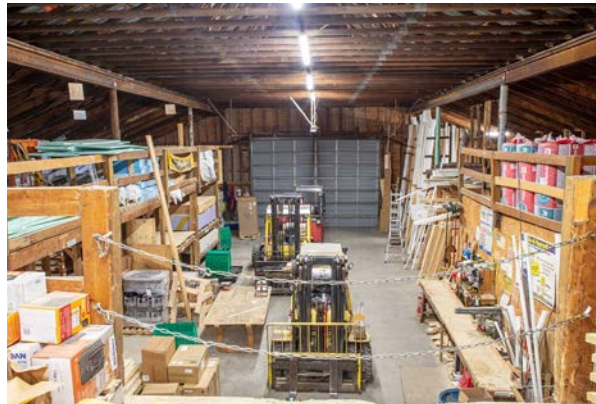
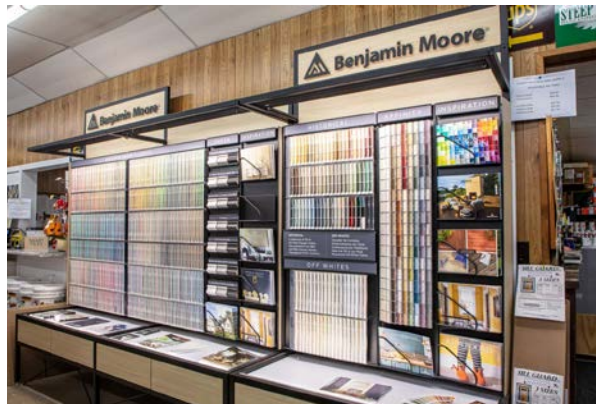














The following is a list of significant assets. A complete list will be provided for Buyers due diligence.

- Rocksolid POS System, new 2019 (recommended by True Value)
- New computerized paint tinting machine
- New multi-gallon paint shaker
- Updated color-matching spectrometer
- New propane dispensing center

### Rolling Stock

- Kenworth delivery truck with a 5000lb Moffett forklift attachment with a 10 ft mast and crab walk
- Kubota R30 Loader
- Two (2), 8000lb Hyster forklifts
- One (1), Truck with dump body
- One (1), Truck with rack bed
- GMC pick up truck with snow plow





# MARKET OVERVIEW







Standish is a town in Cumberland County, Maine. The population was 10,244 at the 2020 census. It includes the villages of Standish Corner, Sebago Lake Village and Steep Falls, and the localities known as Richville, Elmwood, Standish Neck and Two Trails. Standish is part of the Portland-South Portland-Biddeford, Maine metropolitan statistical area.

*Saint Joseph's College* is located on the banks of Sebago Lake in the White's Bridge area of Standish.

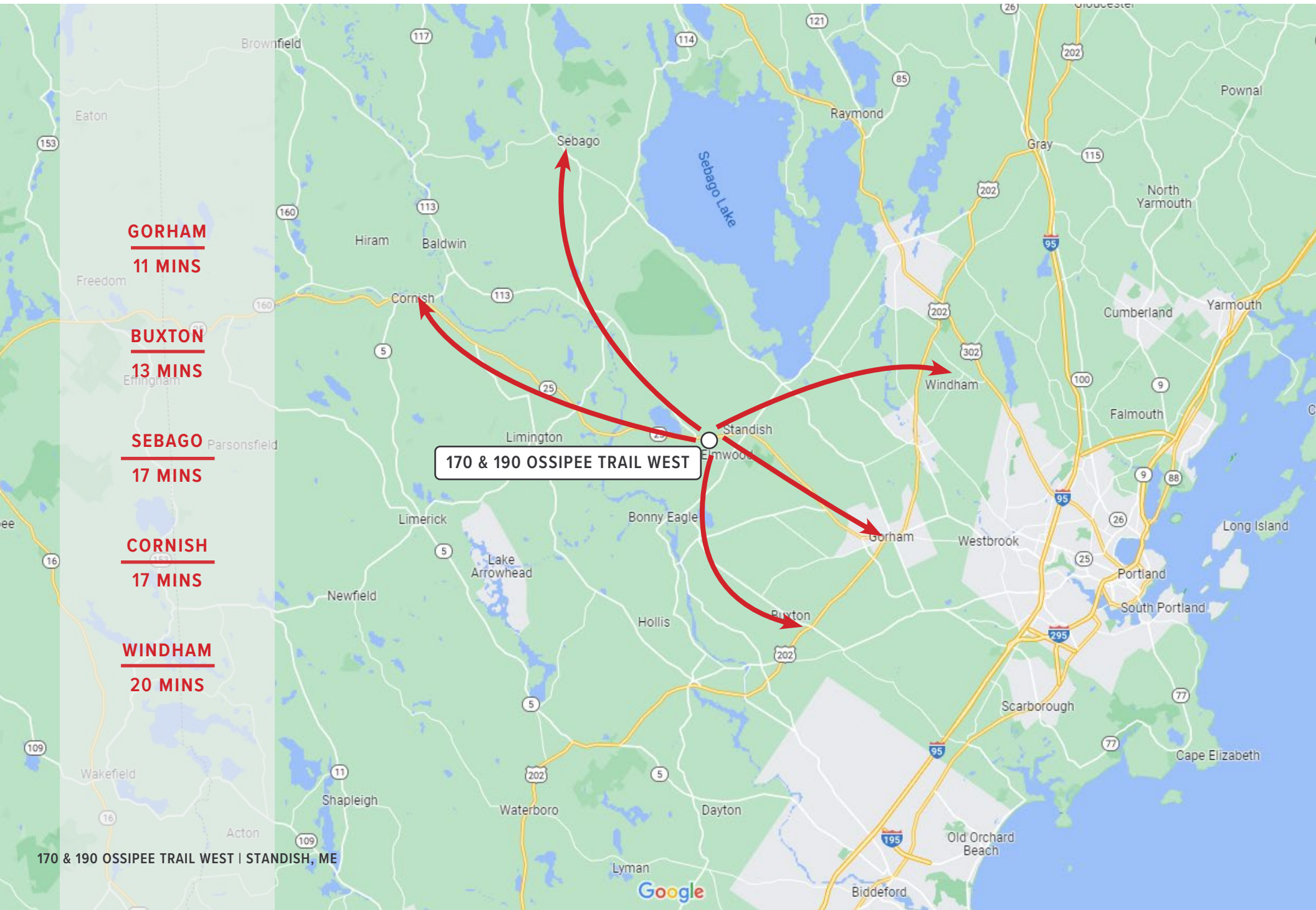
It is a private Catholic, liberal arts college with both on-campus and online students.

*Sebago Lake* is the deepest and second-largest lake in Maine and is bordered by the towns of Standish, Casco, Naples, Raymond, Sebago and Windham. Sebago Lake is one of the State's most popular recreational lakes for locals and tourists alike; offering fishing, boating, campgrounds, trails & beaches.

Quick Demographics	1 mile	3 mile	5 mile
Population	1,344	6,530	19,750
Median Age	35.9	39.64	40.14
Households	516	2,470	6,746
Average Household Income	\$63,474	\$70,384	\$64,222











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