



Collab-RT Realty
Investment Opportunity: B & C Service Center, LLC

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Prime Location: 211 Business IH35, New Braunfels, TX 78130

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Collab-RT Realty

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Business Overview

B & C Service Center is a well-established automotive repair and maintenance business with a history dating back to the mid-1970s. This turnkey operation offers a unique opportunity to acquire a profitable business along with valuable real estate in a prime location. The business has built a reputation for excellence, making it a trusted name in the community. Over the last 2.5 years, the business has been run by a single owner-operator mechanic. Due to the overwhelming demand, approximately 50% of customers have been referred out because they could not wait for service. This demonstrates significant untapped potential for growth with additional staff and minimal advertising investment.

Key Highlights

- Established Brand: Over 50 years of trusted service in New Braunfels
- Prime Location: High daily traffic count and excellent visibility
- Turnkey Operation: Includes client database, equipment, and real estate
- Family-Owned: Operated by a husband-and-wife team with a strong community presence
- Minimal Advertising: Demonstrated demand with very low advertising expenditure (\$367.20 in 2023, \$350.00 in 2022, and \$300.00 in 2021)
- Growth Potential: High potential for increased profitability by hiring additional mechanics and increasing advertising



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Financial Snapshot (3-Year Overview)

Revenue:
2023: \$431,143.37
2022: \$504,817.80
2021: \$518,211.65

Adjusted Income (before taxes, adding back depreciation, payroll, rent, and insurance):
2023: \$284,353.91
2022: \$323,981.09
2021: \$233,642.93

These adjusted figures illustrate the business's earning potential for a new owner who may structure expenses differently to enhance profitability.

Capitalization (Cap) Rate Analysis

The capitalization rate (cap rate) for B & C Service Center, based on the average adjusted income from 2021 to 2023 and the sales price of \$1,250,000.00, is approximately 22.45%. The cap rate provides a measure of the property's return on investment, offering insight into the potential profitability of this opportunity.

Comparable Real Estate Properties (Land Value Only)

The following comparable properties demonstrate the value of land in New Braunfels, TX. These properties provide a baseline for evaluating the value of B & C Service Center's 0.22-acre property. Additional value should be attributed to the building and business operations.

| Acreage | Building Size | Sales Price | Sales Date |
|---------|---------------|-------------|--------------|
| 0.41 | - | \$681,000 | Mar 22, 2024 |
| 0.42 | - | \$2,220,000 | Aug 21, 2023 |
| 0.42 | - | \$1,330,000 | Jul 31, 2023 |

Valuation Analysis

The average land value based on the selected comparable properties is approximately \$1,410,333.33. B & C Service Center's 0.22-acre lot is approximately 52.80% of the average lot size of the comparables, resulting in an adjusted land value of \$744,656.00. This reflects the land value alone; the building and business operations must be added to determine the total value of the property, underscoring its exceptional potential for a strong return on investment.



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Conclusion

B & C Service Center offers a rare opportunity to acquire a profitable, turnkey automotive repair business with prime real estate in New Braunfels, TX. With its established brand, strong financial performance, minimal advertising expenditure, and exceptional growth potential by hiring additional mechanics, this investment presents significant value and growth opportunities. Schedule a viewing and due diligence review today to explore this exceptional opportunity.