



WILLOW
eBIKES

SALES • SERVICE • HIRE • 07446 938374

www.willowebikes.com



Willow eBikes

2 Station Gate, Melrose, The Borders, TD6 9PS

Ref. 2689

This is a rare opportunity to acquire a profitable electric bicycle retailer with agencies for many of the high quality European manufacturers.

This is a growing sector with global sales up 23% in 2020 and the market expected to grow 200% in next 5 years.

Willow eBikes is an approved dealer for Batribike, Gepida, Corratec, Raleigh, Haibike, Victoria, MBM, LaPierre and Bianchi ebikes. All brands synonymous with top quality, design and value.

Shop and online sales on target for £200,000 in 2021/22.

Business, leasehold interest, fixtures & fittings for sale at offers over £100,000 plus stock at valuation.

VIEWING IS HIGHLY RECOMMENDED

However is strictly by appointment through The Business Sales Agency. No approach may be made directly to the property nor should enquiries be made of any staff at the premises.

0333 6000 888

www.businesssalesagency.com

The Business Sales Agency, 38 Queen Street, Glasgow, G1 3DX

THE
BUSINESS SALES
AGENCY

Willow eBikes

2 Station Gate, Melrose, The Borders, TD6 9PS
Ref. 2689

Type of business:

This profitable e-bike retailer is in the enviable position of having agencies for many of Europe's leading manufacturers.

With average sales values per bike of £1,500 - £2,000 the business is on target to sell well over 100 e-bikes this year.

With global demand growing rapidly this is a market where there is no need to discount and good margins are made on every bike sold.

The business operates from highly visible premises in the centre of Melrose close to the station.

Melrose is also a popular tourist destination and a significant proportion of sales are to visitors who have time to browse while on holiday.

Financial information:

This is a growing market sector where only authorized dealers can get significant stock from the manufacturers.

This is an easily managed profitable business with low overheads.

Net sales expected to be £200,000 in 2021/22.
Stock at cost varies but can be £50,000 - £70,000.

Staff:

It is run by a husband and wife.

Opening hours:

10am - 5pm Monday to Friday and
10am - 4pm Saturday.

Premises:

The shop extends to 90m² (957sqft) over two floors with the ground floor being retail and office space and the upper floor being used for storage of bike stock. There are toilets on both floors.

The shop has a useful outdoor space for owner's parking and the display of bikes.

Tenure:

Leasehold. Rent £600 per month. Current lease runs until 2023 but can be extended.

Rateable value only £7,900 so no rates payable.

Agents Notes: These particulars are for the general guidance of interested purchasers and lessees and do not form part of any offer or contract. All descriptions and any other details are given without responsibility on the part of The Business Sales Agency or their vendor client and any intending purchasers should not rely on them as statements or representations of fact. All intending purchasers or tenants should satisfy themselves to the correctness of all/any statements contained herein prior to making an offer by inspection or otherwise. Neither The Business Sales Agency nor their employees make or give any warranty whatsoever in relation to the business and/or property described herein.

