

Subway Oakland

\$429,000



Store	Trailing 12 Months Ending 12/31/2022	Owner Op Cash Flow
290 E. 18th Street	\$614,811	\$115,364
TOTAL	\$614,811	\$115,364



CONFIDENTIAL Executive Summary

SUB SANDWICH

Purchase Price:	\$429,000	Subway
Total Annual Sales*:	\$614,811	290 E. 18th Street
Inventory:	\$5,000	Oakland, CA 94606
Owner Op Cash Flow**:	\$115,364	

List price does not include inventory, franchise transfer fees, or lease security deposits.

* Trailing 12 Months Ending 12/31/2022

** Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

Franchise Information:

Subway is the world's #1 QSR chain with over 43,000 restaurants in 110 countries. Franchisor requires sufficient net worth and liquidity, and buyer must live in the area.

Franchise Agreement Expiration: 2035	Transfer Fee: \$7,500	Training Location: virtual
Royalty: 8.0%	Advertising: 4.5%	Training Period: 2 weeks
Remodel Requirements: remodel in progress, seller will complete		

Lease Information:

Monthly Base Rent: \$3,629	Options: one 5 yr	Security Deposit: \$3,000
Percentage Rent: none	CAM: \$325	Real Property Available: none
Expiration: 2/28/2027	Monthly Property Tax: \$391	Increases: 4% annually

Location Details:

Business Established: 2011	Building Type: corner	Building Size: 1357 sf
Owner Since: 2011	Seating: 16	Employees: 7 - 8
Hours of Operation: 8am-8pm	Licenses Needed: health, business	Equipment Value: \$50,000

Located at intersection of 3rd Ave and E. 18th St. Across the street from Lucky grocery & Walgreens. High visibility, pedestrian friendly. Lake Merritt is 3 blocks away. Many apt complexes in area. Other restaurants nearby include Woody's Cafe, L&S Fish & Chips, Casa Vallarta and Pho Anh Dao.

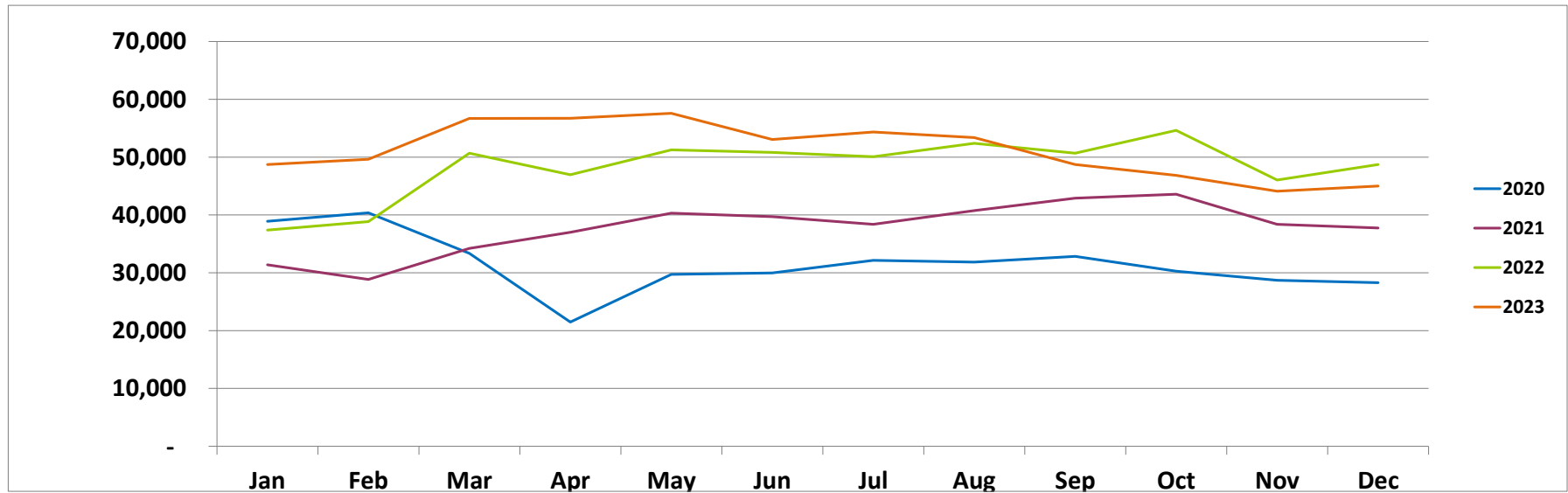
Remember you have agreed to keep all FranBizNetwork listings confidential.

As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business.

MONTHLY SALES

Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2020	\$38,918	\$40,372	\$33,369	\$21,484	\$29,716	\$29,983	\$32,160	\$31,837	\$32,833	\$30,283	\$28,714	\$28,299	\$377,968
2021	\$31,381	\$28,852	\$34,224	\$37,011	\$40,313	\$39,699	\$38,374	\$40,756	\$42,909	\$43,590	\$38,391	\$37,740	\$453,240
\$ +/-	(\$7,537)	(\$11,520)	\$855	\$15,527	\$10,597	\$9,716	\$6,214	\$8,919	\$10,076	\$13,307	\$9,677	\$9,441	\$75,272
% +/-	-19%	-29%	3%	72%	36%	32%	19%	28%	31%	44%	34%	33%	20%
2021	\$31,381	\$28,852	\$34,224	\$37,011	\$40,313	\$39,699	\$38,374	\$40,756	\$42,909	\$43,590	\$38,391	\$37,740	\$453,240
2022	\$37,384	\$38,851	\$50,680	\$46,958	\$51,269	\$50,811	\$50,087	\$52,398	\$50,682	\$54,635	\$46,041	\$48,732	\$578,528
\$ +/-	\$6,003	\$9,999	\$16,456	\$9,947	\$10,956	\$11,112	\$11,713	\$11,642	\$7,773	\$11,045	\$7,650	\$10,992	\$125,288
% +/-	19%	35%	48%	27%	27%	28%	31%	29%	18%	25%	20%	29%	28%
2022	\$37,384	\$38,851	\$50,680	\$46,958	\$51,269	\$50,811	\$50,087	\$52,398	\$50,682	\$54,635	\$46,041	\$48,732	\$578,528
2023	\$48,715	\$49,631	\$56,703	\$56,721	\$57,580	\$53,057	\$54,360	\$53,386	\$48,711	\$46,845	\$44,108	\$44,994	\$614,811
\$ +/-	\$11,331	\$10,780	\$6,023	\$9,763	\$6,311	\$2,246	\$4,273	\$988	(\$1,971)	(\$7,790)	(\$1,933)	(\$3,738)	\$36,283
% +/-	30%	28%	12%	21%	12%	4%	9%	2%	-4%	-14%	-4%	-8%	6%





SUB SANDWICH

**Subway
PROFORMA**

Trailing 12 Months Ending 12/31/2022		
SALES	\$ 614,811	
COGS:	\$ 160,958	26.2%
Crew Labor:	\$ 144,481	23.5%
GM:	\$ -	0.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,719	1.2%
Payroll Taxes*:	\$ 12,844	8.9%
R&M:	\$ 6,456	1.1%
Non-Ingredient:	\$ 369	0.1%
Utilities:	\$ 30,650	5.0%
Rent:	\$ 43,548	7.1%
CAM:	\$ 3,900	0.6%
Property Tax:	\$ 4,692	0.8%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 27,666	4.5%
Royalty:	\$ 49,185	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,455	0.4%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 7,931	1.3%
Professional Services:	\$ 450	0.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 517	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 3,030	0.5%
Cash Over/Short:	\$ 246	0.0%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 501,697	81.6%
Other Income:	\$ 2,250	0.4%
Owner Op Cash Flow:	\$ 115,364	18.8%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.