



BUSINESS REPORT

Date: **22nd July 2026**

Business Reference: **38325**

About the Business:

Well established Paint and hardware store on busy JHB street!!

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Sector: **Retail**

Asking Price:

R 500,000

Monthly Profit:

R 60,670

Asset Value:

R 700,000

Stock Value:

R 1,000,000

Yearly Net Profit :

R 728,044



Business Report

Fully describe the business's activities?

Jack's Paint & Hardware Blackheath—a specialist paint and hardware retailer/wholesaler operating from a freestanding premises in Blackheath, Johannesburg for over 30 years. The business is offered for sale as a going-concern asset sale comprising inventory, plant & equipment, and goodwill.

Operational Highlights

Tinting & Mixing:

Multi-brand automatic dispensers: Decro/Earthcote, Medal/Panache. In-store colour matching for all major brands.

Systems:

Ultisales POS (stock, debtors, departmental reporting), Sage Pastel accounting & payroll.

Premises:

Freestanding retail premises, Blackheath. Fixed lease ~R87k–R99k/month incl. utilities. Property optionally available at R5.0m–R6.0m.

Delivery:

Delivery revenue ~R95k p.a. Own delivery vehicles included in PPE

Supplier Relationships

Decro / Earthcote:

Primary decorative & specialty coating supplier; tinting system support

Medal / Medal Panache:

Competitive decorative range; early settlement discounts received

Central Coatings:

Specialty & industrial coatings; interest charges ceased Sept 2025

Hardware & accessories:

Established accounts for brushes, rollers, hardware and sundry lines

Franchise and Brand

Jack's Paint & Hardware franchise fees were ceased in September 2025 as the business transitioned to its own brand identity under 'Real Paint' / 'Paintsmiths'. No ongoing franchise obligations remain. The local brand in Blackheath has 30+ years of community recognition independent of the franchise.

How does the business operate on a daily basis?

The business has two managers who run the business with the owner actively involved on a daily basis. The managers open and close the business daily. The business is very well known for its diverse paint options with the business fully equipped to mix in-store.

Annual Sales Mix:

- Paint and Solvents revenue R14.84m
- Hardware revenue R1.38m
- Brushes and Rollers revenue R311k
- Art and Mosaics revenue R75k
- Wallpaper and other revenue R28k

How could the profitability of the business be improved?

Greater stock controls with stock takes conducted on a regular basis to reduce shrinkage.

Do any have management potential?

The business currently has two managers employed.

How involved is the Owner in running the business?

The owner is involved in the business on a daily basis; however, she has handed over daily operational responsibilities to the staff and management.

When does the current lease end?

The business owner owns the property as well, a buyer has the option to buy the property - property price R6million with existing leases in place.

What are the main assets of the business?

Plant & Mixers
383,256
Motor Vehicles
288,533
Leasehold Improvements
1,092,183
Computer Equip.
355,296
Furniture & Fitt.
606,404
Office Equipment
24,808

Strengths?

Part of the established Jack's Paint & Hardware franchise network, which has dozens of stores across South Africa — giving it brand recognition, supplier relationships, and buying power that an independent shop wouldn't have.

Over 30 years of experience providing technical advice and colour consultation, suggesting a long-standing presence and accumulated expertise in the Blackheath area.

A solid local social media following (over 2,000 Facebook likes and hundreds of check-ins), indicating decent community engagement and local visibility. Facebook

Convenient trading hours, including weekend and public holiday hours, which suits DIY customers who often shop outside the standard work week

Broad product range beyond just paint — decorative, industrial, contractors' and wood-care paint, waterproofing, glues and sealants, plus hardware categories like power tools, plumbing, electrical, and building materials — meaning it can serve as a one-stop DIY/hardware shop, not just a paint retailer

Weaknesses?

Reliance on a single physical location in Blackheath limits reach compared to bigger box competitors with broader footprints.

Opportunities?

Growing DIY and home-renovation trends (especially post-pandemic) could increase footfall for paint and hardware retailers.

Potential to deepen colour-consultation and contractor-focused services as a differentiator against big-box hardware chains.

Expanding online ordering, click-and-collect, or delivery could capture customers who prefer convenience.

Partnerships with local contractors, painters, and property developers in the Blackheath/Gauteng area for bulk or repeat business.

Threats?

Competition from large hardware chains (e.g., Builders Warehouse, Cashbuild) and other paint specialists that may offer more aggressive pricing or wider stock.

What is the reason for the sale?

The owners has reached retirement age.