



Shreveport, LA Franchise Resale: Fast-Growing Multi-Unit Buyer Expands in the Brand Again

Shreveport, LA	Franchise Resale	Sam Hopkins
LOCATION	SALE TYPE	WSR FL DAYTONA

The Opportunity

Shreveport is the largest city in northwest Louisiana and a regional hub for shopping, dining, healthcare, and entertainment. Its steady local population and strong highway access make it a solid market for established franchise brands, and an attractive one for multi-unit operators looking to add stores.

This franchise location came to market as part of a larger portfolio decision by an experienced operator. Sam Hopkins, WSR FL Daytona, represented the sale and connected the location with a buyer who was already building a sizable presence in the brand.

Why the Owner Sold

The seller is a multi-brand operator with more than 50 stores. This was not a sale driven by trouble at the location. It was a strategic portfolio move.

The operator is consolidating the geography of its portfolio. By selling stores outside its core markets, the seller is creating a tighter, more focused group of locations that will be more attractive as a full package when it comes time to sell in the future.

For buyers, a sale like this is a strong opportunity. Large operators often run their stores with proven systems, and when they sell for strategic reasons, buyers can step into a location that has been managed by experienced hands.

The Sale

Sam Hopkins, WSR FL Daytona, matched this location with a buyer who knew exactly what he wanted. The buyer is new to the restaurant world, but he has been expanding fast. He made his first restaurant acquisition in early 2025 and now owns more than 40 stores across four different brands.

He wanted to grow larger in this specific brand, and We Sell Restaurants has been his partner in doing it. Since April, We Sell Restaurants has sold him 12 stores in this brand, and this Shreveport location is part of that growing group.

Both sides came back to We Sell Restaurants because the process has worked for them. The seller has listed more stores with We Sell Restaurants, and the buyer is already working on more acquisitions with We Sell Restaurants as his brokers of choice.

Why the Buyer Said Yes

The buyer's decision was part of a clear, fast-moving growth plan.

- **Brand focus**, the buyer wanted to deepen his position in this brand, and each new location builds on the stores he already owns.
- **Proven partner**, with 12 stores in this brand bought through We Sell Restaurants since April, he trusted the team to bring him the right opportunities.
- **Experienced seller**, buying from a 50+ store operator meant taking over a location run with established systems.
- **Scale advantages**, each new store in the same brand helps a multi-unit owner spread costs, share management, and grow more efficiently.

Key Takeaways

- **Portfolio strategy drives smart sales**, large operators often sell stores to tighten their footprint and make their full portfolio more valuable later.
- **Newcomers can grow fast**, a buyer with no restaurant background went from his first acquisition in early 2025 to more than 40 stores in about a year and a half.
- **Brand-focused growth works**, concentrating acquisitions in one brand helps buyers build scale and operating know-how quickly.
- **Repeat clients say the most**, when both the buyer and the seller come back to the same broker, it shows the process is working.
- **The right broker builds long-term relationships**, We Sell Restaurants helps operators on both sides of the table plan their next move, not just close one deal.

Frequently Asked Questions

Why would a large multi-unit operator sell a single store?

In this sale, the seller owned more than 50 stores and was consolidating the geography of its portfolio. Selling stores outside its core area makes the remaining group more attractive to sell as a full package in the future.

Can someone new to restaurants become a multi-unit owner?

Yes. This buyer was new to the restaurant world, made his first acquisition in early 2025, and now owns more than 40 stores across four brands.

How does We Sell Restaurants help multi-unit buyers grow?

We Sell Restaurants has sold this buyer 12 stores in this brand since April. Sam Hopkins of We Sell Restaurants WSR FL Daytona connected him with this Shreveport location as part of that growth.

Do sellers and buyers come back to We Sell Restaurants?

Often, yes. In this sale, the seller has listed more stores with We Sell Restaurants and the buyer is already working on more acquisitions with We Sell Restaurants as his brokers of choice.