BizEx
BUSINESS SALES & ACQUISITIONS

Background

General Location:	Santa Monica, CA
Category:	Consumer Services (B2C) Janitorial & Carpet Cleaning Services
Years in Business:	31
Under Present Owner:	31
Hours of Operation:	M-F 10:00am-6:00pm; Sat-Sun 12:00pm-5:00pm
Owner Hours:	M-F 10:00am-6:00pm; Sat-Sun 12:00pm-5:00pm
Training:	8 weeks @ 15 hours
Organization Type:	Sole proprietor
Lease Expiration:	
Lease Options:	
Building Size:	
Employees:	2
Reason for Sale:	Retirement

Financials

Asking Price:	$55,000
Down Payment:	Negotiable
Gross Sales:	Call
Discretionary Cash Flow:	Call
FF&E:	$0
Inventory Included?	No
Inventory:	$20,000
Min. Operating Capital:	$0
Real Estate Available?	No
Rent:	$0
Payroll:	$500
Financing:	Call

Year	2018	2017	2016
Gross Sales	$ 77,359	$ 118,008	$ 112,047
Gross Profit	$ 64,744	$ 88,008	$ 90,047
Disc. Earnings	$ 54,954	$ 78,542	$ 73,572

Broker Info

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Summary

- Little to no labor on the part of the owner.

- Business is located in a brick and mortar location, with no monthly rent liability.

- Owner does sales and marketing.

- Vendors do the fulfillment.

- Little to no overhead.

- Virtually no payroll expense.

- Customers are sophisticated professionals who pay extra for good service.

- New and old customers use this business because of its superior method of cleaning, repair, and restoration.

- The competitive advantage of the business is the owner's process, that has been honed and proven over decades.

- A competitive process will be transferred to the new owner.

- This business has above average margins and is price competitive, because it doesn't need a physical location or regular people on payroll.

- The owner has many long-term relationships with clients, that generate new and repeat business.

- Long-term relationships will be transferred to the new owner.

- 8 weeks of training is included.