



Broker Info



Steve Lukes
M&A Advisor
 (310) 882-2200 x 164
 LIC# 02092334

Background

General Location: Los Angeles, CA
Category: Consumer Services (B2C)
 Travel Agencies
Years in Business: 12
Under Present Owner: 12
Hours of Operation: flexible
Owner Hours:
Training: 12 weeks @ 3 hours
Organization Type: S-Corp
Lease Expiration:
Lease Options:
Building Size: n/a
Employees: 0
Reason for Sale: other career interests

Financials

Asking Price: \$350,000
Down Payment: Negotiable
Gross Sales: \$2,016,707
Discretionary Cash Flow: \$157,849
FF&E: no
Inventory Included? No
Inventory: n/a
Min. Operating Capital:
Real Estate Available? No
Rent:

Year	2020 YTD	2019	2018
Gross Sales	\$ 265,525	\$ 2,016,707	\$ 1,865,905
Gross Profit	\$	\$ 362,368	\$ 515,439
Disc. Earnings	\$	\$ 157,849	\$ 313,893

Summary

A lifestyle and concierge business with two brands. One brand offers premiere lifestyle, personal concierge, and luxury travel service to High-Net-Worth and Ultra High Net Worth individuals at a costs of thousands of dollars per year. While the other brand is a few hundred dollars per year membership offering luxury travel, perks and exclusive access to elite events and it caters to entrepreneurs, business professionals, and those searching for premier lifestyle services. The 2nd brand is newer to the market and is just starting to gain traction, while the other brand has been around for 12 years, but recently hit by the global pandemic.

- 2M in revenue in 2019 and 265k in 2020 revenue thru July (pandemic impact), **no EBITDA or SDE cash flow in 2020**

- Seller will consider all creative offers due to the 2020 shutdown, and the business remains shutdown thru 2021

- a well design app for one of the brands

- excellent brand recognition within the industry

- lengthy list of partnership in place

- current owner is the founder and is willing to train and advise new ownership

Please contact Steve Lukes, M&A Advisor, 310-871-2909 or slukes@bizex.net