



Broker Info



Eric Mellem
Business Broker/ M&A Advisor
(310) 882-2200 x 146
LIC# 1220802

Background

General Location: San Jose/Bay Area, CA
Category: Consumer Services (B2C)
Construction
Years in Business: 5
Under Present Owner: 5
Hours of Operation: 8:00am - 5:00pm
Owner Hours: Varies
Training: 4 weeks @ 40 hours
Organization Type: C-Corp
Lease Expiration:
Lease Options: Seller owns the property
Building Size:
Employees: 4
Reason for Sale: Personal

Summary

Landscaping and Design Company with High-end Residential Clients and Commercial Clients starting in Summer of 2024 in the San Jose and Bay Area. Many Projects are \$1,000,000+ Seller is looking to sell a 25% Partnership for \$700,000

The company was founded in 2018 and has been owner operated since. They focus on the high-income residential areas and have built an excellent reputation among their clients, Landscape Architects and Designers. They do no advertising or marketing - all clients come from word-of-mouth referrals.

Financials

Asking Price: \$700,000
Down Payment: Negotiable
Gross Sales: \$3,900,000
Discretionary Cash Flow: \$650,000
FF&E: \$500,000
Inventory Included? Yes
Inventory: \$100,000
Min. Operating Capital:
Real Estate Available? No
Rent: \$1,648
Payroll: \$30,000

- 100+ Clients
- 5 Star Review Company
- \$600,000 of Equipment and Inventory (estimated)
- 3d Design Rendering
- Excellent Growth Opportunity available in the Commercial sector.

The seller is open to selling a portion of the company to a partner for working capital to venture bigger into the commercial market. This is a cash only deal, no SBA financing. Proof of Funds required.

Year	2023	2022	2021
Gross Sales	\$ 4,000,000	\$ 3,600,000	\$ 3,800,000
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 650,000	\$ 400,000	\$ 400,000