

FOR SALE: Passively Owned Salon Suites

10,000 Square Feet Facility with 44 Suites Available!

Financial Overview

List Price: **\$518,000**

Gross Sales

2022 Ann.	2021
\$568,450	\$543,140

Cash Flow

2022 Ann.	2021
\$224,470	\$148,114

- **2022 Profit Margin:** 39%
- **Multiple:** 3.5

Valuation: Cash Flow x Multiple = Valuation
 \$148,114 x 3.5 = \$518,399

Business Information

Year Established: 2015

Location: West Hartford, CT

Services: Offers spa-based businesses an opportunity to run their business out of a well trafficked location with amenities including: well-maintained space, business partnership opportunities, educational workshops through the franchise, and a complimentary concierge service.

Clients: Local self-care business owners including hairstylists, barbers, nail technicians, makeup artists, estheticians, microblade specialists, and massage therapists.

Lease: 10,000 sq. ft. facility with 44 suites available. 9,000 ft. is currently suites, remaining 1,000 ft. could be renovated into additional suites.

Reason for Selling: Recent Cancer Diagnosis

Personnel: 2 1099 Concierge Managers who handle the day-to-day operations of the business including general upkeep, collecting rent, and taking customers to their clients' suites.

Seller Training Period: 3-6 months

Growth Opportunities: Expanding into the remaining 1,000 sq. ft. of the current location or growing into an additional location.

Current Owners' Responsibilities: The current owner is passive in the business, he checks in with his tenants often, but he works an average of 4 hours per week out of preference and buys his tenants lunch once a month.

Funding Example

Purchase Price: **\$518,000**

10% Buyer Down Payment	\$51,800
10% Seller Financing	\$51,800
80% Bank Loan	\$414,400

A 10% down payment of \$51,800 returns \$71,176 in the first year after debt payments!

Description

This salon suite franchise business has a loyal and established client base including multiple customers that have been with the business since it's origins in 2015. This business is fiercely focused on client services because they know that as the host of a multitude of businesses, their name is intertwined with all of their customers' branding. This business offers spa-based business owners the opportunity to run their business out of a well trafficked location with amenities including: well-maintained space, business partnership opportunities, educational workshops through the franchise, and a complimentary concierge service. The location for this business is a 10,000 square feet facility in West Hartford, CT with 44 suites for different clients to utilize. The current owner is looking to sell due to recent health issues coming to light. He has a passive role in the business which includes checking in with tenants as preferred and he likes to purchase everyone lunch once a month. New ownership would not need to hire a replacement and could easily step into this role with the 3-6 month offered transition period.

This business is unique in its ability to not only provide business owners an opportunity to live their dream without worrying about the details of running a business, but also the sense of comradery it evokes in customers. This establishment has created a major networking opportunity for businesses and a community of like-minded individuals working to build their dreams. New ownership could expand this community in a few ways. The current location has 1,000 sq. ft. that has not been converted into suites, but could be. A buyer could also utilize the excellent reputation and long-standing clients to expand into an additional location.

Priced at **\$518,000**, a 10% down payment of \$51,800 returns \$71,176 in the first year after debt payments! This unique business has little local competition and is the prime choice for new and returning clients alike. Often times, customers that have left their location to work in a separate boutique have returned for the lowered overhead costs and responsibilities as well as the individuality and community offered.

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