

FOR SALE: Absentee owned: Salons Suites with 44 Spaces

Spa-centric suites with a multitude of services!

Financial Overview

List Price: **\$525,000**

Gross Sales

2022 Projected	2022 YTD	2021
\$658,188	\$585,369	\$543,140

Cash Flow

2022 TTM	2021
\$168,036	\$148,114

- **2022 Profit Margin:** 39%
- **Multiple:** 2.3

Valuation: Cash Flow x Multiple = Valuation
 \$168,036 x 3.1 = \$520,911

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.

Equipment: \$115,814

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.

Projections: When the 44 spaces are all occupied, Revenue equals out to \$658,188 with little to no extra expenses.

Funding Example

Purchase Price: **\$525,000**

10% Buyer Down Payment	\$52,500
10% Seller Financing	\$52,500
80% Bank Loan	\$420,000

A 10% down payment of \$52,500 returns \$146,492 in the first year after debt payments!

- **Bank Financing Approved**

Description

This absentee owned business offers small-scale 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. This salon suite franchise business has a loyal and established tenant base including multiple customers that have been with the business since its origins in 2015. At capacity, the owner can expect to generate \$658,188 in annual revenue. 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 their customers' branding. 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.

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 **\$525,000**, A 10% down payment of \$52,500 returns \$146,492 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, 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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