

FOR SALE: Colorado Based Spa Franchise

Excellent reputation and extremely well-traveled location!

Financial Overview

List Price: **\$575,000**

Gross Sales

2021 Gross Sales	2021 Cash Flow
\$1,159,326	\$117,627

Funding Example

Purchase Price: **\$575,000**

10% Buyer Down Payment	\$57,500
10% Seller Financing or Equity	\$57,500
80% Bank Loan	\$460,000

Business Information

- **Year Established:** 2016
- **Location:** Longmont, Colorado
- **Services:** Massages make up 60% of their services with the other 40% consisting of skincare including facials, body treatments, spray tans, waxing, and more.
- **Clients:** Due to the recent increase in self-care, their clients consist of men and women of all ages as well as children in their area.
- **Lease:** 3,000 square ft. location with 10 treatment rooms for \$13,000/month
- **Reason for Selling:** Health Concerns/Retirement
- **Personnel:** 28 team members including 3 team leads
- **Seller Training Period:** 3-6 months
- **Growth Opportunities:** Expanding geographic service area, increasing the price of products and services.
- **Current Owners' Responsibilities:** The current owner has posited that many of her responsibilities could be delegated to her team leads to offer a buyer the opportunity for part-time ownership. She currently works full time handling general oversight of the team as well as finalizing all financial and payroll documents.

Description

Located in Bolder County, Colorado, this franchise spa location is right in the middle of a very accessible and busy area! This business operates out of a 3,000 square feet location with 10 treatment rooms that is not at maximum capacity. With a team of 28 team members including 3 team leads, this business has an established chain of command and, with some minor adjustments, could offer a buyer the opportunity for part-time ownership. The current owner handles oversight of the team, but the team leads primarily interact with the employees on an everyday leadership base. She also handles putting the final seal on financial decisions including payroll, closing the books, and finalizing orders from vendors. She has confidently posited that many of her responsibilities could be transitioned and delegated to her employees during the offered 3–6-month training period after sale.

This is a fully non-medical spa, meaning that their services do not require medical licensing and they do not offer aesthetic medical treatments like Botox or liposuction. Their service primarily consists of massages and skincare treatment with massages making up 60% of their scheduled services and skincare making a combined 40% including facials, body treatments, spray tans, waxing, and more. The current owners of this establishment have been dealing with some medical concerns and are looking to retire.

Priced at **\$575,000** this franchise establishment offers a buyer the opportunity to purchase a well-known location in a prime location with support from both the current owner and from the national franchise base making it the perfect opportunity for a first-time business owner. Not only does this business expect to see an increase in profit margin with an upcoming increase in pricing to take effect in November, but they have room to expand their services by diversifying their service area.

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