

FOR SALE: Kid Focused Mixed Martial Arts Gym: Profit \$284,000

Martial Arts Studio with 275 Weekly Students!

Financial Overview

List Price: **\$395,000**

Gross Sales

2023 Ann.	2022	2021
\$536,847	\$519,380	\$508,818

Cash Flow (Active):

Cash Flow (Absentee)

2023 Ann.	2022	2022
\$284,771	\$232,696	\$132,696

- **Avg. Profit Margin:** 23%

Valuation Method:

2022 Cash Flow x Multiple = Valuation

\$132,696 x 3 = \$398,088

Business Information

Services: Kids and adult martial arts and Tae Kwon Do training, such as self-defense and private group classes for special events. This business also offers private lessons, camps and after school programs.

Personnel: 8; 1 Program Director, 2 Sensei's, and 5 Teachers.

Studio Improvements & Equipment: \$108,000

Clients: Children to adults. Over 275 weekly students and counting.

Current Owners' Responsibilities: The owner reviews payroll and meets with the staff once a month to check in. The day-to-day responsibilities are handled by the program director.

Reason for Selling: Retirement Planning

Location: Omaha, Nebraska

Year Established: 2005

Seller Training Period: 6 months to 1 year

Growth Opportunities: Promote Self Defense classes as a female event night. Start doing competitions which will bring more attention to the studio.

Funding Example

Purchase Price: **\$395,000**

10% Buyer Down Payment	\$39,500
10% Seller Financing	\$39,500
80% Bank Loan	\$316,000

A 10% down payment of \$39,500 returns \$174,027 in the first year after debt payments!

Description

Located in Central Omaha, this mixed martial arts studio offers Karate, Tae Kwon Do, with the choice of group and private settings for all ages. The well-versed staff include a Program Director, a Marketing Director, 2 Sensei's and 5 teachers. For nearly 2 decades, this Dojo has made its mark on the community and has become a safe space for the 275+ weekly students who actively participate in the courses. The owner of this martial arts studio has structured the business to allow him to be a passive owner who reviews payroll twice a month and does 1 in-person visit a month. All day-to-day operations are performed by the well-trained staff. Each teacher holds a title in their respected martial art and goes above and beyond by encouraging their students to develop characteristics that they can use throughout their day-to-day life. While also fostering a safe space for them to be themselves. Included in the purchase is \$35,000 in Equipment and \$73,000 in studio improvements. A 10% down payment of \$39,500 returns \$174,027 in the first year after debt payments!

With a purchase price of **\$395,000**, this business is primed and ready for a new owner to step in and reap the benefits of an absentee opportunity. Seller has offered a transition period of 1 year and in order to mitigate the risk and to show vested interest in the continued success of the business, he has offered to carry 10% of the purchase price. The current marketing strategy consists of a social media presence and can be seen as an opportunity for growth. Another opportunity is to offer self-defense classes and promote it as a "girls' night out" event!

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