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**ID#: MED022-D**

***FOR SALE:*****Non-Medical Home Health Business**

**With 46% Profit Margin in 2021**

*No licenses needed and clientele ranging from ages 5-99!*

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| **Financial Overview**  **List Price:** **$725,000**  **Gross Sales**   |  |  | | --- | --- | | 2021 | 2020 | | $493,322 | $450,985 |   **Cash Flow**   |  | | --- | | 2021 | | $228,938 |  * **2021 Profit Margin**: 46% * **Multiple**: 3.17   **Valuation**: Cash Flow x Multiple = Valuation  $228,938 x 3.17 = $725,733 |  | **Funding Example**  **Purchase Price**: **$725,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $72,500 | | **10% Seller Financing or Equity** | $72,500 | | **80% Bank Loan** | $580,000 |   *A 10% down payment of $72,500 returns $121,254 in the first year after debt payments!*  **Description**    This home health opportunity requires no medical certifications or experience for purchase or management and had a 46% profit margin in 2021! The Nebraska-based clientele range from age 5-99 and, as you can see in the income from 2020 and 2021, is economy and pandemic proof. The current staff of 43 care givers and 5 office personnel are able to offer 24-hour care, care coordination, and both long- and short-term care. The current owner has offered 3-6 months of training and their responsibilities include general oversight and hiring new staff. The company itself offers the stability of a franchise office and this location is the most successful one.  This home health care agency services 5 counties around the Omaha and Metropolitan area in a field that will never be deemed unnecessary, healthcare. With an established marketing plan via a third-party source, few additional resources need to be focused towards ongoing growth. However, a few opportunities for growth that have not yet been explored by the current owner include partnering with insurance companies to expand services, hiring a sales representative to further expand the client flow, and advancing current marketing tactics.  This agency goes the extra mile to ensure that their clients are receiving the best services in the comfort of their own home. They personally pair caregivers with clients based on personality and skillset and this attention to detail has afforded them an excellent reputation for care.  Priced at $725,000, 10% down payment of $72,500 returns $121,254 on the first year! This reputable company continues to grow due to their willingness to go the extra mile for their clients and consistent referrals. |
| ***Assets Included in Purchase:* $60,000**  **FF&E**: $39,000 – including computers, printers, marketing supplies, cameras/web cams  **Vehicle**: $21,000 for 2019 Chevy Equinox  **Intangible Assets**: Confidential client list, full website, well established franchise for 30 years  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: The franchise has been operating for 30 years, but the current owner has owned this location since 2018  **Location**: Omaha, NE  **Service Area**: Douglas, Sarpy, Cass, Saunders, and Pottawatomi Counties  **Services**: Grooming and hygiene, transferring and positioning, conversation and companionship, light housekeeping, toileting and incontinence care, transportation, medication reminders, nutrition and meal prep, and grocery shopping and other errands. Services available to long and short-term clients.  **Clients**: Local clientele of all age ranges  **Lease**: $3,210/month for 5 offices. Rent includes a cleaning company  **Reason for Selling**: Owner’s husband lives in Mexico City, so she is planning to relocate.  **Personnel**: 43 caregivers employed who are specialized in all areas of caregiving, as well as 5 office personnel  **Seller Training Period**: 3-6 months  **Growth Opportunities**: Partnering with insurance companies to provide further services to additional clients  **Current Owners’ Responsibilities**: General oversight, hiring new staff |  |
| ***- CONFIDENTIAL -*** Last Revised MK 4.1.2022 | | |
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