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**ID#: MED015-B**

***FOR SALE:* Audiology Clinic Serving a 100 Mile Radius!**

*200% Return on Investment in the First Year!*

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| **Financial Overview**  **List Price:** **$407,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | **2021 Annualized** | **2020** | **2019** | | $231,682 | $191,097 | $232,285 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | **2021 Annualized** | **2020** | **2019** | | $142,936 | $107,562 | $150,572 |  * **2021 Profit Margin**: 62% * **Multiple**: 3.04   **Valuation**: 2019-2021 Avg Cash Flow x Multiple = Valuation  $133,690 x 3.044 = $407,000 |  | **Funding Example**  **Purchase Price**: **$407,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $40,700 | | **10% Seller Financing** | $40,700 | | **80% Bank Loan** | $325,600 |   *A 10% down payment of $40,700 returns $81,207 in the first year after debt payments!*  **Description**  This audiology clinic is based out of two locations in Nebraska one of which is located at an owned building in West Point. This business is built on strong relationships with over 200 clients, as well as existing contracts with nursing homes and veteran facilities. The clinic serves a huge 100 mile radius centered at West Point! At the purchase price of $407,000, a 10% down payment of $40,700 returns $81,207 in the first year after debt payments, which is a nearly 200% return on investment!  This company provides audiology and hearing aid services for all ages including comprehensive hearing evaluations, hearing aid consultations and fittings, and special diagnostic tests. The current owner is the audiologist, providing all patient services. Alongside the owner is one full-time employee, the office manager, who handles all communication with patients, dedicates reports, troubleshoots, and recommends hearing items for patients, and works with insurance companies for claim submissions.  The West Point location is a 1,000 square feet stand-alone building specifically built for a medical clinic and is owned by the current owner. The office is open Monday through Friday from 9:00am-5:00pm by appointment and walk-in. The Fremont location is a single 10x12 foot office in a shared office building with the current lease is being $300/month and is by appointment only.  This audiology clinic is not tied to a physician or private practitioner, which gives the company freedom to be its own private practice and see clients as they wish. Some areas for growth include moving away from paper charting and expand on marketing as well as telehealth, nursing home, and pediatric services. | |
| ***Assets Included in Purchase:* $47,217**  **Inventory**: $4,358—Hearing aids, batteries, and accessories  **FF&E:** $42,859 — Office equipment, furniture, macro view video otoscope, etc.  **Intangible Assets***:* Strong client relationships and word of mouth & constant and strong contracts/relationship with nursing homes and veterans  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 1993  **Location**: West Point and Fremont, Nebraska  **Service Area**: 100-mile radius of West Point  **Services**: Audiological—hearing evaluations, hearing aid consultations and fittings, special diagnostic tests  **Clients**: 200+ individuals of all ages, existing contracts with nursing homes and veterans  **Office Hours**: Monday-Friday: 9am-5pm by appointment and walk-in  **Buildings**: West Point (Owned): 1,000 sq. ft.; Freemont (Leased for $300/month): single 10x12 ft. office  **Reason for Selling**: Retirement Planning  **Personnel**: Owner + 1 FT Office Manager  **Seller Training Period**: Negotiable  **Growth Opportunities**: Electronic charting, marketing, expansion on telehealth, nursing home, and pediatric services  **Current Owners’ Responsibilities**: Full-Time Audiologist: all patient evaluations and fittings, reports, and follow-ups |  |
| ***- CONFIDENTIAL -*** Last Revised MK 1.26.2022 | | |
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