

FOR SALE: Non-Medical Home Health: 25% Seller Financing

Selling for \$170,000 less than Fair Market Value due to owner moving!

Financial Overview

List Price: \$750,000

Gross Sales

2021	2020
\$493,322	\$450,985

Cash Flow

TTM	2021	2020
\$308,057	\$228,938	\$58,642

- **2021 Profit Margin:** 44%
- **Multiple:** 3.5
- **\$170,000 Discount because the owner needs to move**

Fair Market Valuation: 21 & 22 avg. Cash Flow x Multiple = Valuation
 $\$262,590 \times 3.5 = \$919,066$

Selling Price: 21 & 22 avg. Cash Flow x Multiple = Valuation
 $\$262,590 \times 2.85 = \$748,381$

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 Established: 2018

Location: Omaha, NE

Service Area: 5 counties surrounding the Omaha Metropolitan area

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, 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, only 1 direct report employee, 20 hours a week

Funding Example

Purchase Price: \$750,000

25% Buyer Down Payment	\$187,500
25% Seller Financing	\$187,500
50% Home Equity + Line of credit	\$375,000

A 25% down payment of \$187,500 returns \$161,507 in the first year after debt payments!

Description

This home health company based in Nebraska had a 44% profit margin in 2021 and has 43 caregivers on staff. Selling for \$170,000 less than Fair Market value, the current owner is looking to sell this business so they can move. The current owner has offered 3-6 months of training and their responsibilities include general oversight and hiring new staff which averages to 20 hours week. The company itself offers the stability of a franchise office and this location is the most successful one. Services offered by the 43 caregivers on staff include 24-hour care, care coordination, and both long and short-term care. This home health care agency services 5 counties around Omaha, these counties include Douglas, Sarpy, Cass, and Saunders County. This company is a franchise that has been operating for 30 years, but this specific location has been under its current ownership since 2018. This business has gained a great reputation due to the company's excellent service!

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. Growth opportunities include developing an established marketing plan, partnering with insurance companies to expand services, hiring a sales representative to further expand the client flow, and advancing current marketing tactics. Priced at **\$750,000**, a 25% down payment of \$187,500 returns \$161,507 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.