

Category	: Business Services	SIC	: 7349
Detail	: Cleaning/Janitorial	Price	: 249,000
County	: Orange	Down	: 27,600
State/Prov	: Florida	Disc Earn	: 95,275
Country	: USA	Sales	: 242,296

The sellers of this 20 year old home based cleaning service are ready to retire and transfer this profitable and successful business to a motivated buyer. The company has a loyal customer base and very clean financials. SDE is straight from the tax returns with the only adjustment being \$30K to replace the second owner. The sale includes a new 2023 custom fitted Mercedes Sprinter van that can carry the entire cleaning crew, equipment and supplies. Customers are primarily residential. Stable cleaning crew consists of four 1099 workers that have been with the business for up to six years.

Reason for Sale : Retirement
General Location : East Orlando
Organization Type : Corp 'Sub S' **Hours Owner Works:** 40
Years Established: 20 **Years Owned:** 20 **Emp FT:** 0 **Emp PT:** 0 **Mgrs:** 0
Non Compete : **Miles:** 25 **Years:** 3 **Weeks Training:** 2 **Cost:** 0
Operating dys/hrs : M-F 8-6
Skills/Licenses : Attention to detail
Business is : **Relocatable:** Y **Home Based:** Y **Franchise:** N **Lender P/Q:** Y

Data Source	Tax Return	Tax Return	Tax Return
Year (Cash Flow)	2023 (N)	2022 (N)	2021 (N)
Gross Revenue	242,296	274,640	244,333
Cost of Goods	70,510	92,475	84,336
Gross Profit	171,786	182,165	159,997
Expenses	176,511	181,279	150,237
Net	-4,725	886	9,760
Owner Salary	130,000	130,000	112,500
Benefits	0	0	0
Interest Expense	0	0	0
Depreciation	0	0	0
Other	-30,000	-30,000	-30,000
Discretionary Earnings	95,275	100,886	92,260

Accounts Rec	0	N*	Real Estate	0	N*
Inventory	0	Y*	2023 Mercedes Sprinter	65,000	Y*
F F & E	30,000	Y*	Total Assets	95,000	Y*
Leasehold	0	N*			*Included?

Lease/Month: **Square Footage:** **Building Type:**
Terms and Options: **Expiration Date:**

Lender Pre-Qualified Project Summary

Acquisition Costs:

Purchase Price	249,000
Working Capital	15,000
Loan Fees	0
Closing Costs	<u>12,000</u>
Total	276,000

Down Payment and Financing:

Down Payment	27,600
Loan/Assumable	0
Loan/Seller	0
Loan/Other	<u>248,400</u>
Total	276,000

Loan/Assumable	- Amt:	0	Mos:	0	Rate:	0.00	Mo Pmt:	0.00
Loan/Seller	- Amt:	0	Mos:	0	Rate:	0.00	Mo Pmt:	0.00
Loan/Other	- Amt:	248,400	Mos:	120	Rate:	11.50	Mo Pmt:	3,492.39

**PAUL IHRIG, CBI
ASSOCIATE
TRANSWORLD BUSINESS BROKERS OF CENTRAL FLORIDA LLC,
ORLANDO
3751 MAGUIRE BLVD
ORLANDO , FLORIDA 32803
USA**

Office: (407) 226-7171
Agent Direct: (407) 745-0474
Fax: (407) 226-6869
Cell: (407) 718-6178
Email: pihrig@tworld.com
Home Page: www.tworld.com/orlando

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