

# FOR SALE: Non-Medical In-Home Senior Services: Passive Owner

*Director of operations runs day-to-day operations with 2 locations!*

## Financial Overview

**List Price:** **\$2,800,000**

### Gross Sales

2024	2023	2022
\$2,873,702	\$2,354,258	\$2,184,992

### Cash Flow

2024	2023
\$759,963	\$558,110

- **Profit Margin:** 26%
- **5 years of consistent growth!**

**Valuation:** Cash Flow x Multiple = Valuation  
 \$759,963 x 3.7 = \$2,811,863

## Business Information

**Services:** Non-Medical In-Home Care which includes bathing, grooming, hygiene, cleaning, transferring, incontinence care, errands, dementia care, nutrition, hospice care

**Location:** 2 locations strategically placed in Omaha and Lincoln, NE, serving eastern Nebraska

**Clients:** Seniors who require non-medical assistance with everyday tasks

**Personnel:** 47 on staff which are all W2. Including Director of Operations, Client Lead, Scheduling Coordinator, 26 FT Caregivers and 18 PT Caregivers

**Year Established:** 2016

**Owner Role:** Owner has no direct role other than general oversight with only 1 direct report, which is less than 5-10 hours per week

**Reason for Selling:** Multiple business ventures

**Seller Training Period:** 6 months depending on the buyer's preference

**Growth Opportunities:** Expand the current services to include skilled care and expand geographically into more rural areas with need

## Funding Example

**Purchase Price:** **\$2,800,000**

<b>10% Buyer Down Payment</b>	\$280,000
<b>10% Seller Financing</b>	\$280,000
<b>80% Bank Loan</b>	\$2,240,000

A 10% down payment of \$280,000 returns \$341,334 in the first year after debt payments!

## Description

Established in 2016, this prominent provider of non-medical in-home care services has two strategically placed locations—one in Omaha and a satellite office in Lincoln. Specializing in a comprehensive range of non-medical care services tailored primarily for seniors who require assistance with daily activities. These services include: Bathing and Grooming, Hygiene Assistance, Cleaning Services, Transferring Assistance, Incontinence Care, Errands, Dementia Care, Nutrition Assistance, and Hospice Care Support. This business employs a total of 47 staff members who are all W2. The workforce includes a General Manager who oversees all day-to-day operations, along with a leadership team. The company boasts 5 years of consistent growth, and have kept a 27% profit margin! The owner has a very limited role of less than 5-10 hours per week. To ensure a smooth transition for new ownership, the seller is willing to provide training for a period ranging six months based on the buyer's preference and is offering to carry a 10% promissory note.

Priced at **\$2,800,000** a 10% down payment of \$280,000 can return \$341,334 in the first year after debt payments. There are significant growth opportunities available for new ownership; these opportunities include the expansion of service offerings to include skilled care and geographical expansion. Introducing skilled care services could attract more clients requiring medical assistance alongside personal care. Targeting rural areas within Nebraska could tap into underserved markets where demand for non-medical personal care is rising.

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