

FOR SALE: Dance Studio with 120+ Students & Excellent Teachers

6,000-sq. ft. facility with extremely low rent!

Financial Overview

List Price:	\$66,000
Gross Sales	
2015: \$81,318	
2014: \$54,837	
Owner Profit/Cash Flow	
2015: \$30,252	
2014: \$24,572	
Profit Margin: 37%	
Growth Trend: 48% increase in gross sales in a 2-year period	
Multiple: 2.3	
Valuation: 2015 Cash Flow x Multiple = Price	
\$30,252 x 2.3 =	\$69,579

Assets Included in Purchase: \$5,000

Intangible Assets: Website, active social media accounts that are monitored for SEO traffic; talented roster of teacher/students; name recognition

Inventory: \$5,000 in apparel

**amounts may vary*

Business Information

Year Established: 2011

Location and Service Area: Northwest of Omaha, NE

Classes: Ballet, tap, gymnastics, dance team

Enrollment: 120+ enrolled for classes, 300+ monthly visits

Lease: 6,000 sq. ft. leased for \$1,295/month

Reason for Selling: Family health issues

Employees: 3 Coaches/Teachers in addition to seller

Hours: Monday – Thursday 4pm-9pm for classes

Seller Training Period: Seller is willing to stay on as an instructor

Growth Opportunities: Partner with schools; more adult classes convert some classrooms for fitness

Current Owner's Responsibilities: Owner teaches classes and develops routines

Funding Example

Purchase Price:	\$66,000
30% Buyer Down Payment:	\$19,800
15% Seller Financing:	\$9,900
55% Bank Loan:	\$36,300

A 30% down payment of \$19,800 would profit \$21,829 after debts, representing a 110% return on investment during the first year.

Description

Located a short drive north of Omaha, this growing dance studio has flourished from just a handful of students to over 120 in the past 6 years. Housed in a spacious, open 6,000-sq. ft. facility, children are instructed in ballet, tap, and gymnastics, and may also participate on dance teams. With the seller, there are 3 other coaches and teachers working Monday through Thursday in the evenings.

Looking to sell because of family health issues, the owner is willing to stay on as an instructor, and a buyer would be hard-pressed to find a better choreographer. With many credits to her name, she has recently created routines that have qualified her dancers for a world competition.

This studio is in-demand and waiting for a new owner to keep it growing for years to come. Growth exists in partnering with schools for instruction and studio use, as well as adding more adult classes. A buyer could also consider devoting some space for fitness.

At a purchase price of \$66,000, a buyer paying 30% down could profit \$21,829 after debts. This represents a 110% return on investment during the first year.

Next Steps

For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage's professionals at 402.998.5288 or email Confidential@TheFirmB2B.com.