

## **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](mailto:Confidential@TheFirmB2B.com).