



**LANDSCAPING COMPANY IN NW HOUSTON-SBA
FINANCEABLE- PROPERTY FOR SALE OR LEASE**

**Listing ID #: 8118
Listing Agent: Rose Stabler**

General Information

Year Established: 1988
Year Acquired: 1988
General Location: Houston - NW
Employees: FT: 18 PT: 1 Contract: 1 Owners: 2
Operating Hours: 5 days, Mon - Fri 7:30am - 4PM
Office; 7:45am - 5pm Crews
Reason for Sale: Retirement

Facilities

Type: Free-Standing Building
Size: Remodeled Office Trailer
Rent/Mo: \$4,083
Land Area: 2.25 acres with 3 storage outbuildings

Business Summary: Established for over 30 years, this commercial and residential landscape/irrigation company services customers in Houston and surrounding counties. The company has maintained an A+ rating from the Better Business Bureau and is endorsed on a top radio program in Houston. The company provides design, installation, and maintenance of custom landscapes, irrigation systems, outdoor lighting and drainage systems. Revenues come from Landscaping-69%, Irrigation-20%, and Lawn Maintenance-11%. Approx. 20% of total revenue is recurring. New customers come from Advertising-47%, Referrals-33%, Website-10%, Social Media-10%. Marketing sources are radio, internet, Angie's list and logos on company vehicles. Radio and word-of-mouth generate the most revenue. The company has 18 FT employees with tenure from 2 years to 30 years, 4 Landscape Foreman, 2 Maintenance Foreman, 10 crew members, one Office Manager, one Landscape Designer & a PT cleaning person. One of the current owners overseas design & bidding. The other owner does the payroll, accounts payable/receivables and works about 20hrs/week. The property is on a semi-rural 2.25 acres accessible by private street. It has a remodeled trailer used as an office and 3 outbuildings to store equipment and material. The buyer can either lease the property or purchase it for an additional \$490,000. Solid base to grow the business by adding services. This is a complete package you have been waiting to find!

Assets Included All assets of the business except exclusions. See list of equipment in file.

Assets Excluded Cash, Accounts Receivable, Deposits and Personal Items.

Assets Leased None

Growth Potential 1. Houston Metro Area's amazing growth is an opportunity to easily obtain new clients with low-cost targeted marketing. 2. Add hardscapes such as flagstone, pavenstone patios and walls. 3. Add arbors and outdoor kitchens. 4. Add commercial maintenance and landscaping, chemical lawn care and even pool installation and maintenance.

Financial Summary

Business Price:	\$900,000	Gross Revenue:	\$1,729,246 (Pro Forma)
Real Estate Price: (Optional)	\$490,000	Discretionary Earnings:	\$380,691 (Pro Forma)
Net Liquid Assets:	\$0	FF&E:	\$40,000
Total Investment:	\$900,000	Inventory at Cost:	\$7,000
Down Payment:	\$95,600	Auto & Truck:	\$135,473

Financing Terms

Amount	Note Holder	# of Mos.	Rate %	Pmt./Mo.	Secured By
\$860,000	New SBA Loan	120	7.25%	\$10,154	Business Assets & Personal Guaranty

The above terms are based on Buyer qualifying for a new SBA loan.

The above information has been obtained from the Seller. Certified Business Brokers has not verified this information, nor does it make any representations, express or implied, that this information is accurate. All prospective Buyers should verify information to their satisfaction. Numbers designated as "Proforma" are estimates by the Seller that are not supported by Financial Statements or Tax Returns.