

BUSINESS FOR SALE

PACKAGED OFFICE SPACE



BUSINESS OVERVIEW

This is an opportunity to acquire the majority shareholder equity of a high-quality packaged office and virtual office provider, located in a highly visible tower in Metro Vancouver. Catering to loyal and local clientele including accountants, lawyers, counsellors, non-profit organizations, small businesses, and trades, the business provides excellent value for money on full-time packaged office rentals, hourly meeting rooms, secretarial and administrative assistance, and technological business support.

Additional revenue streams include virtual office plans, which provide mail handling and a business address for start-up and small business practices, as well as telephone answering, and inside sales, along with access to preferred rates on the meeting rooms.

Any buyer would not need to be actively involved, as there is a strong team of staff already in place, and a General Manager / minority shareholder who wishes to stay with the business.

NORMALIZED FINANCIAL SUMMARY

	NORMALIZED REVENUES	EBITDA *	SDE **
PROJ. 2020	\$ 879,000	\$ 206,000	\$ 250,000
FYE 2019	\$ 878,000	\$ 200,000	\$ 243,000
FYE 2018	\$ 889,000	\$ 228,000	\$ 270,000

* EBITDA - Earnings Before Interest, Taxes, Depreciation, and Amortization

** SDE - Seller's Discretionary Earnings

SALE INFORMATION

Type of Sale: Share Sale

BUSINESS ASKING PRICE (100% EQUITY): \$808,000

Inclusions in Asking Price:

- Operational Balance Sheet Inclusive of:
 - Furniture, Fixtures, and Equipment / Goodwill / Normal Net Working Capital of \$103,000

For more information on this business, please contact:

IAN HOUGHTON | CBI, M&AM

Pacific M&A Business Brokers Ltd.
| direct | (778) 329-9570
| email | ihoughton@pmabb.com

COMPANY PROFILE

Listing ID:	VANCOBC002-N521
Location:	Metro Vancouver, BC
Type of Entity:	Corporation
NAICS 531312:	Non-Residential Property Managers

HIGHLIGHTS

- Long-established business
- High profile central location
- All season business
- Stable history of profitability
- Recurring revenue model
- Shareholder partner willing to stay
- Complete office upgrades performed recently

 **Pacific**
M&A and Business Brokers Ltd.

625 Howe Street, Suite 215
Vancouver, BC Canada V6C 2T6

3295 Lakeshore Road, Suite 201
Kelowna, BC Canada V1W 3S9

tel. (604) 696-6111 fax. (604) 696-6119