



# ASSOCIATION MANAGEMENT COMPANY

Southwest Idaho

## THE COMPANY

Founded over 15 years ago, this association management company has built a lasting legacy with their personal attention and knowledge to support various condominium, townhome and subdivision associations in Southwest Idaho. In addition to fully managing several associations, the business provides only bookkeeping services to several others. On a daily to quarterly basis the business supports associations' needs by paying invoices, collecting receivables, compiling financial statements, managing needed repairs and contractors, providing day-to-day customer service, and coordinating capital improvements.

## THE STRENGTHS

Focusing on client satisfaction and service has allowed the business to maintain a portfolio of great clients. The company's revenue comes from continuing to provide value to its established clients on a reoccurring basis. This consistent revenue stream can be maintained and/or grown by following the detailed procedures outlined by the Seller and continuing the business's personal touches.

## THE REASON FOR SELLING

The Seller is nearing retirement age and desires more time to travel for extended periods than the current part-time, four (4) day work week at the business provides.

## THE IDEAL BUYER

The ideal buyer would have personable demeanor, some experience with QuickBooks and be comfortable in talking to association boards and contractors. The business is ideal for a person who needs flexible hours and is willing to attend evening meetings one to two times a month. Basic working knowledge of construction, landscaping and general maintenance would be a plus.

## THE POSSIBILITIES

The current owner works approximately 30 hours a week at the business and has regularly turned away additional clients to maintain their current work lifestyle. Taking on additional clients and working the business full time can greatly expand the potential cash flow for any new owner.

## ASKING PRICE

**\$85,000**

## TERMS:

Cash

## ASSETS

Furniture, Fixtures & Equipment	<u>\$10,000</u>
<b>Total Assets</b>	<b>\$10,000</b>

*All values provided by Seller*

## INCOME STATEMENT SUMMARY

	<u>2015</u>	<u>2016</u>	<u>2017</u>
Gross Sales	98,678	101,138	94,171
Total Expenses	74,290	78,022	77,544
Net Income	25,152	23,145	16,608
Plus Owner Comp	26,411	27,335	25,118
Plus Interest	612	418	332
Plus Non-Essential Expenses**	<u>18,420</u>	<u>19,401</u>	<u>19,303</u>
<b>EBITDA</b>	<b>70,595</b>	<b>70,299</b>	<b>61,361</b>

*Financial information provided by Seller*

## Request Additional Information:

TO RECEIVE FURTHER INFORMATION, sign and return the [Confidentiality Agreement](#) found on our web site. If you prefer, this agreement can also be requested by contacting the agent listed below.

**David Berry**

Call 208-871-1502

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