

RESIDENTIAL AND COMMERCIAL CLEANING CO.

Serving the Treasure Valley, Idaho

THE COMPANY

This is a well established cleaning company with an excellent Google rating. Very little money is spent on advertising, yet the owner has demonstrated again and again the business can easily grow with directed efforts (networking, word of mouth and Google). This is a very stable business with a lot of recurring work. There are several distinct revenue streams that add to the upside and stability of this company. Current owner manages the company part time and has a manager in place who performs low to mid-level management. The business can continue "as is" indefinitely, but it's ready for a new owner who wants to take it to the next level!

THE LOCATION AND FACILITIES

Within minutes of I-84, the business is situated in a very comfortable leased office space with rent of \$1,200/month including utilities. The price includes all tools, supplies, outfitted lunch room, laundry facilities, meeting/training room and recently updated website. Also included are several company cars - enough for all cleaning teams to drive each day. The owner has created all onboarding/training processes that are documented and ready to be implemented by the new owner. The company uses a scheduling software subscription that is renewed yearly.

THE STRENGTHS

The company has an 18 year track record and outstanding reputation. Most of the company's new clients currently come organically from Google - they have been page 1 organically for years. The only real competition is other established cleaning companies. However, there is a huge influx of new residents who are seeking house cleaning. The company does not view new start ups as competition because they do not view potential clients who are looking for "cheap" as clients they want - they do not pursue those types of clients. The company's best clients are retirees who know the value of hiring professionals.

THE REASON FOR SELLING

Health. It's time for the owners to look inward and care for their themselves as they age.

THE IDEAL BUYER

A buyer does not need to be a cleaning expert, but it is preferred that the buyer has excellent customer service skills and human resource acumen. Another cleaning business looking to expand and grow would be a great fit.

THE POSSIBILITIES

The valley is growing; there are a lot of retirees (best client) moving here. There are other market segments (higher profitability than house cleaning proper) that the business currently services that have lots of growth potential. The current owners have conducted limited advertising and promotion, so there is opportunity to do more promotion to increase revenue.

ASKING PRICE

\$450,000

TERMS:

Cash

ASSETS

Furniture, Fixtures & Equipment	\$106,659
Goodwill	<u>343,341</u>
Total Assets	\$450,000

All values provided by Seller

INCOME STATEMENT SUMMARY*

Gross Sales	\$496,408
Cash Flow	\$138,178

**Financial information provided by Seller as of January 1 to December 31, 2024*

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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