



Successful Spa and Salon - Tennessee

Reference No. 10104

Revenues: \$1,000,000
Cash Flow: \$350,000
Asking price: \$600,000

Opportunity Summary

This very successful day spa and salon offers a full suite of health and beauty services, including massage (60% of revenue), hair styling, manicure, pedicure, facial, European body wrap and the use of a sauna. Rated as one of Tennessee's best, the 7,000 sq. ft. facility is the largest spa in the immediate area and is conveniently located on a busy commercial thoroughfare in a thriving Tennessee suburb. In 1999, the owner completed a \$500,000 build out to the facility which has 14 private massage treatment rooms and a 1,500 sq. ft. hair styling and treatment area. The spa is managed by a full-time director and employs 25 full-time and 4 part-time staff members. Many of the spa's clients are regular customers who visit on a weekly or monthly basis; however, 200-400 first time clients are also treated at the spa each month. The asking price is well justified by the company's high cash flow, steady clientele and excellent reputation. This is an excellent opportunity for a strategic buyer looking to expand their business or for an entrepreneur seeking to step into an extremely well-run operation.

Competition

While there are a number of spas in this metropolitan area, this is one of only a few (and the largest) in the immediate area.

Opportunities

This business has significant growth potential for a motivated buyer. The addition of more hairdressers would boost hair salon sales. Also, a targeted marketing campaign towards commercial accounts, such as doctors' offices, would lead to increased sales.

Facilities

The 7,000 sq. ft. facility is part of a mall complex located on a busy commercial thoroughfare. The posh facility has 14 private massage rooms and a 1,500 sq. ft. hair styling and treatment area. The sale includes all the valuable fixtures - modern furniture, facial equipment, hair stations, a sauna and a shower.

Seller Involvement



Seller is willing to help with the transition.

Seller Financing

Seller financing is available.

Contact

Marc D. Weiss, Skyline Equity Advisers, 212-380-1093.