



Premier Health Club – NYC

Reference No.. 188514

Revenues: \$ 1,235,000
Cash Flow: \$ 538,000
Asking price: \$ 1,300,000

Opportunity Summary

This beautiful 14,000 sq. ft. facility was rated in the top 10 of all health clubs in the NYC area for being the most upscale and clean. The state-of-the-art facility offers 2 levels of training area and equipment all in a year-round climate controlled environment. It is by far the premier health club in the area. Approximately \$1.6MM was invested in this facility which was designed by a renowned health club architect and opened in 2002. The beautiful facility, which is decorated with tile and Venetian plaster walls, contains the latest in cardio and strength training equipment, a professional boxing ring, tanning booths, massage area, and a full service pro-shop and juice bar. Now in its 4th year, the gym boasts 2300 members but still has excess capacity and continues to grow. The facility is located in a densely populated area of New York City, has easy access to major highways and ample parking. As a licensee of a major international chain, this health club enjoys independence coupled with the recognition and stability which comes with the brand name. The valuation is well justified by its strong financial performance, valuable buildout and inventory of equipment and potential for growth. This is an excellent opportunity for a strategic acquirer to add a great location or for an aggressive entrepreneur to build on the success of this facility.

Competition

This is the premier health club in the heavily populated immediate area. Since the health club business is a local one, that means there is very little competition as there are only 2 small gyms nearby. The nearest facilities of equivalent caliber are located at least 15 minutes away by car in different communities; therefore, they pose little to no threat. Given the investment in this facility, it would be expensive and difficult for another gym to enter this market and compete successfully.

Opportunities

This business has significant potential for the right acquirer. Although the club currently has a very large membership of approx. 2300, there is excess capacity (even at peak times) and room to grow. Increased marketing efforts, esp. toward groups such as seniors can significantly boost membership which has been growing at ~ 20% per year.



Facilities

This beautiful 14,000 sq. ft. facility was rated in the top 10 of all health clubs in the NYC area for being the most upscale and clean. The state-of-the-art facility offers 2 levels of training area and equipment all in a year-round climate controlled environment.

Approximately \$1.6MM (\$1.2MM buildout plus \$400,000 equipment) was invested in this facility which was designed by a renowned health club architect and opened in 2002. The beautiful facility, which is decorated with tile and Venetian plaster walls, contains the latest in cardio and strength training equipment, a professional boxing ring, tanning booths, massage area, and a full service pro-shop and juice bar. The facility is located in a densely populated area of New York City, has easy access to major highways and ample parking (25 spaces). There are over 16 years left on a very favorable lease.

Seller Involvement

Sellers will help with the transition and are available to remain with company for up to 90 days if so desired.

Seller Financing

50% financing is available to the right buyer.

Contact

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