

# Zoellner, Garten & Co.

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## **Business for Sale – Client 4154**

### **Real Estate Appraisal Services**

Business Description. The Southwestern Ohio Business appraises residential, commercial, and industrial Real Estate. The principals and their staff have decades of combined real estate appraisal experience; they include an MAI and SRA professionally designated members of the Appraisal Institute. They are fully licensed in the State of Ohio.

Niche. The firm is known for reports that meet the highest standards in the industry. Proof of this is that MOST of their assignments are referrals from prior clients – attorneys, bankers, accountants, and real estate professionals.

Opportunity. The firm has done limited marketing of their appraisal service over the last few years for two reasons. First, they have been keeping busy with their current clients and referrals and second, the owners have not sought to grow.

Financial Information. Commercial Appraisals comprise approximately 75%- 80% of Revenues; the rest are Residential. 2016 Revenues were just over \$750,000. Revenues in prior years were just under \$900,000. The Company reported a Profit in each of the past three years. Adjusted Earnings Before Interest, Taxes, and Depreciation (EBITDA) in 2016 were just over \$144,000.

Reason for Selling. The Owners are ready to retire after a reasonable transition period.

What's for Sale. The Name, Customer List, Phone Numbers, Office Furniture and Computers including their appraisal processes.

Asking Price. The Asking Price is \$280,000; this is two times 2016 EBITDA.

**If interested, please contact us for more information.**

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