



Target Details					Source Data	
Transaction ID 60588-1		Name		Target Type Private	Contributor Company Washington Business Brokers	
Business Description Water Damage and Restoration Services					Contributor Name Hemmert, Ryan	
Location Fairport Harbor, OH, United States			Target Region East North Central		Contact Broker	
Age 14	Structure S Corporation		Employee Count 7			
SIC		NAICS				
1799 - Special Trade Contractors, NEC		562910 - Remediation Services				
Transaction Data						
Sale Initiation 07/06/2023		Sale Date 11/06/2023		Days To Sell 123		
Percentage Acquired 100.0%		Asking Price \$585,000		Transaction Type Asset		
MVIC Price \$600,000		Debt Assumed \$0		Amount Down \$600,000		
Income		Balance Sheet		Purchase Price Allocation		
Income Statement Type	Latest Full Year Income	Date 12/31/2022		Date 11/06/2023		
Tax Return/P&L	No					
Restated Income	Date					
Yes	12/31/2022					
Net Sales \$919,604		Cash and Equivalents \$168,291		Cash and Equivalents \$0		
COGS \$93,869		Accounts Receivable \$0		Accounts Receivable \$0		
Gross Profit \$825,735		Inventory \$0		Inventory \$10,000		
Rent \$54,000		Other Current Assets \$0		Other Current Assets \$0		
Owner's Compensation \$126,687		Total Current Assets \$168,291		Total Current Assets \$10,000		
Other Operating Expenses \$527,566		Fixed Assets \$11,448		Fixed Assets \$230,000		
Depreciation and Amortization \$0		Real Estate \$0		Real Estate \$625,000		
Total Operating Expenses \$708,253		Total Intangibles \$0		Identifiable Intangibles		
Operating Profit \$117,482		Other Noncurrent Assets \$0		- Customer Related \$0		
Interest Expense		Total Assets \$179,739		- Backlog \$0		
Interest Income		Current Liabilities \$0		- Developed Technology \$0		
Other Expenses		Long-Term Liabilities \$43,460		- In-Process R&D \$0		
Other Income		Total Liabilities \$43,460		- Trade Names/Marks \$0		
Earnings Before Taxes		Stockholder's Equity \$136,279		- Non-Compete \$10,000		
Tax Expense				- Other Intangibles \$0		
Tax Benefit				Total Ident Intangibles \$10,000		
Net Income				Goodwill \$350,000		
				Total Intangibles \$360,000		
				Other Noncurrent Assets \$0		
				Total Assets \$1,225,000		
				Interest-Bearing Liabilities \$0		
				Total Liabilities \$0		
Future, Current and Historical Earnings						
Net Sales FY+1		SDE FY+1		EBITDA FY+1		
Net Sales \$919,604		SDE \$244,169		EBITDA \$117,482		
Net Sales FY-1 \$1,155,832		SDE FY-1 \$455,584		EBITDA FY-1		
Net Sales FY-2 \$943,820		SDE FY-2 \$183,933		EBITDA FY-2		
Net Sales FY-3				EBITDA FY-3		
Net Sales FY-4				EBITDA FY-4		

Additional Transaction Information					
Deal Terms					
Consideration: Cash payment of \$600,000. In addition to the MVIC Price, the buyer purchased the seller's real estate for an additional \$625,000. Buyer obtained a SBA loan to purchase the business and commercial real estate.					
SBA or Bank Loan Included?	Yes	SBA/Bank Loan Amount		SBA or Bank Loan % of Amount Down	
Was there a Note in the consideration paid?	No	Was there a personal guarantee on the Note?	No	Amount Seller Financed	\$0
Was there a Noncompete Agreement?	Yes	Non-Compete Length (months)		36	Renewal Option
Was there an Employment Agreement?	No	Employment Agreement Value		Lease Length (month)	
Lease Terms					
There was no assumed lease.					
Non-Compete Description					
50 mile radius					
Employment/Consulting Agreement Description					
There was no employment agreement.					
Additional Notes					
Valuation Multiples		Profitability Ratios		SDE and EBITDA Profitability Ratios	
MVIC/Net Sales	0.65x	Net Profit Margin		SDE Margin FY+1	
MVIC/Gross Profit	0.73x	Operating Profit Margin	12.8%	SDE Margin	26.6%
MVIC/EBITDA	5.1x	Gross Profit Margin	89.8%	SDE Margin FY-1	39.4%
MVIC/EBIT	5.1x	Return on Assets		SDE Margin FY-2	19.5%
MVIC/SDE	2.5x	Return on Equity		EBITDA Margin FY+1	
MVIC/BVIC	3.3x			EBITDA Margin	12.8%
				EBITDA Margin FY-1	
				EBITDA Margin FY-2	
				EBITDA Margin FY-3	
				EBITDA Margin FY-4	
Leverage Ratios		Liquidity Ratios		Activity Ratios	
Fixed Charge Coverage		Current Ratio		Total Asset Turnover	5.12
Long-Term Liabilities to Assets	24.2%	Quick Ratio		Fixed Asset Turnover	80.33
Long-Term Liabilities to Equity	31.9%			Inventory Turnover	
Future and Historical Annual Growth Rates		Compound Annual Growth Rates		Real Estate Performance	
Sales Growth FY+1		Net Sales 2Y CAGR	(1.3%)	EBITDAR	\$171,482
Sales Growth	(20.4%)	Net Sales 3Y CAGR		Rent/EBITDAR	31.5%
Sales Growth FY-1	22.5%	Net Sales 4Y CAGR		Rent/Sales	5.9%
Sales Growth FY-2				Sales Per Square Foot	
Sales Growth FY-3					