

CONFIDENTIAL BUSINESS OFFERING

Luxury Medical Spa & Advanced Aesthetic Center – Scottsdale, AZ

Description of business:

Founded in 2015, this well-established and highly regarded practice began as a concierge healthcare service before evolving into a premier, full-service medical spa in Scottsdale, Arizona. With nearly a decade of sustained growth, the business has cultivated a loyal, high-value patient base and a strong reputation for delivering refined, results-driven aesthetic and wellness services in an elevated clinical setting.

The practice offers a comprehensive suite of advanced treatments, including neuromodulators, dermal fillers, biostimulator injectables, skin tightening technologies, laser treatments, customized facials, chemical peels, weight loss management, IV therapy, and hormone optimization. Known for its commitment to natural, sophisticated outcomes, the clinic combines personalized treatment plans with cutting-edge technology to deliver consistently high-quality results.

The business has earned multiple prestigious accolades, including repeated “Best Botox in the Valley” awards (2019, 2021, 2022) and consistent recognition from Best of Arizona Business (2017–2025), ranking in the top 10 for cosmetic treatments, weight loss management, and hormone therapy. It has also been featured on regional news for expert insight on patient safety within the aesthetics industry. Its reputation as a trusted destination for advanced injectables and anti-aging solutions has firmly positioned it as a leader in the Scottsdale market.

The practice is led by a nationally recognized provider with over 20 years of experience across multiple healthcare disciplines, including aesthetics and weight management. The provider is a top-performing injector, a national trainer for leading aesthetic brands, and a speaker for the American Med Spa Association (AmSpa), a leading authority in med spa compliance and industry trends. Additional credentials include serving as an expert witness in medical malpractice cases and founding the Academy of Aesthetics, an advanced training platform dedicated to educating and elevating both new and experienced injectors.

With its longevity, strong brand equity, industry recognition, and established operational foundation, this practice represents a rare opportunity to acquire a mature, profitable, and highly respected luxury medical spa in one of the most competitive aesthetic markets in the country.

All information contained within this document and in all other materials was furnished by either the buyer or seller of the business. Purchasing a business involves risk and all parties are advised to seek legal and financial advice. Pacific Reliance has not and will not verify the accuracy or completeness of this information.

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Products & Services:

- **Injectables (60%)**
Expertly administered neuromodulators and dermal fillers designed to soften fine lines, restore volume, and enhance facial contours with natural, refined results. This category represents the core of the practice and reflects its strong reputation in advanced injectable treatments.
- **Laser & Energy-Based Treatments (25%)**
State-of-the-art technologies utilized for comprehensive skin rejuvenation, including pigmentation correction, hair removal, skin tightening, and overall skin health optimization, delivering transformative yet non-invasive results.
- **Wellness & Optimization Services (15%)**
A curated selection of holistic treatments, including hormone optimization, vitamin and IV therapy, and metabolic support, designed to enhance overall well-being and promote beauty from within.

Employee/personnel/payroll:

- The practice is supported by a streamlined and efficient team structure
- Current staff include:
 - Part-time medical assistant (\$26/hr)
 - Two part-time front desk coordinators (\$24/hr and \$25/hr)
 - Part-time aesthetician/laser technician (\$25/hr plus 10% commission on skincare + tips)
- The team supports daily operations while maintaining a high standard of patient care and service delivery
- The practice operates with one Nurse Practitioner (NP) as the primary clinical provider as well as the Medical Director.
- The NP is responsible for performing treatments and overseeing all aspects of patient care
- This structure supports consistent clinical oversight and continuity of care within the practice

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Ownership info:

The practice is led by a highly experienced provider with over 20 years in the healthcare industry, with a diverse background spanning acute care, home health, managed care, family medicine, aesthetics, and weight management. This depth of experience has contributed to the development of a well-rounded, clinically driven aesthetic practice.

The provider is nationally recognized within the aesthetics industry, having been selected as a trainer for Prolenium—an honor reserved for top-performing injectors across the country. Additional distinctions include exclusive invitations to advanced trainings for elite injectors, consistent recognition as one of the top Sculptra injectors in Arizona, and nomination as a RealSelf “Most Loved Injector.”

To support a seamless transition, the owner is open to remaining with the practice for 1–3 years post-sale. This ensures continuity of care, retention of the existing client base, and stability in operations during the transition period.

Billings/collection/revenue sources:

The practice maintains an established and active client base of approximately 3,100+ patient charts, with a consistent weekly volume of 100–150 client visits. This strong and recurring patient flow reflects the clinic’s longevity, reputation, and high level of client retention.

All financial operations, including payables and receivables, are well-managed, with no outstanding healthcare-related liabilities or financing obligations.

The practice utilizes Boulevard, Practice Fusion as its electronic medical records (EMR) system, alongside QuickBooks for financial management, ensuring streamlined scheduling, efficient client management, and organized record-keeping across all aspects of the business.

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Annual Revenues and Profits:

- **2025:** \$1.2M / Net Profit/SDE: \$338,612
 - **2024:** \$1.4M / Net Profit/SDE: \$449,234
 - **2023:** \$1.4M / Net profit/SDE: \$372,695
- Demonstrates consistent, strong revenue performance over multiple years

BUYER TO CONFIRM ALL NUMBERS AND ADVISED TO HIRE CPA TO REVIEW ALL FINANCIALS. INFORMATION TAKEN FROM SELLER PROVIDED TAX RETURNS AND DOCUMENTS. PRBB DOES NOT WARRANTY THE INFORMATION PROVIDED, BUT MERELY SHARES INFORMATION RECEIVED FROM SELLER.

Equipment:

- Emsculpt
 - DiamondGlow
 - Agnes RF
 - Ultherapy
 - Pixel8 RF Microneedling
 - Clear + Brilliant
 - Cynosure Icon Laser Platform
 - PRP & PRF Centrifuge Systems
 - Clarius Ultrasound Device
 - AccuVein Vein Visualization System
 - Digital X-Ray Machine
 - On-site laboratory capabilities
 - Fully equipped treatment chairs and clinical furnishings
- The practice is outfitted with advanced, industry-leading technologies and medical-grade

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equipment, supporting a comprehensive range of aesthetic and wellness services while reinforcing its position as a high-end, full-service medical spa.

Marketing:

The practice currently acquires new clients through its website and a strong social media presence on Instagram and Facebook. These platforms showcase treatment outcomes, promote special offers, and provide educational content about available services, reinforcing brand credibility and visibility. Consistent posting and active audience engagement have cultivated a loyal online following and generate a steady stream of qualified client inquiries.

Facilities: hours of operation:

- Monday: 1:00 PM – 6:30 PM
- Tuesday: 9:30 AM – 5:30 PM
- Friday: 9:30 AM – 5:30 PM
- Closed: Wednesday, Thursday, Saturday, Sunday

Location, size, rent, terms of lease:

- Lease Term: Expires 2/2026
- Monthly Rent (including CAM/NNN): \$3694
- Square Footage: 2000 sq. ft.
- Location: Prime, high-visibility site in a desirable, high-traffic area with proximity to major shopping and lifestyle destinations.

Areas of opportunity:

A key growth opportunity for a new owner lies in investing in professional SEO marketing. Enhanced SEO would increase organic website traffic, generate more qualified leads, and improve conversion rates, offering a high return on investment. With the clinic's strong

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reputation, advanced equipment, and comprehensive service menu, targeted SEO efforts could accelerate revenue growth and solidify market leadership.

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