



CONFIDENTIAL BUSINESS OFFERING

#21304JD DURABLE MEDICAL EQUIPMENT SUPPLIER

Riverside, CA

PROPRIETARY AND CONFIDENTIAL INFORMATION

DME is a \$52 billion dollar business that is expected to grow even more in the upcoming years. This profitable Durable Medical Equipment (DME) business is fully staffed and offers a wide range of medical equipment located in Riverside, CA.

This DME supplier is the trusted resource for medical equipment and mobility needs in the Temecula/ south Riverside county area. Supplies includes hospital beds, lift chairs, wheelchairs, mobility scooters, knee walkers, and so much more. Current inventory equates to over \$100k.

Sales and Service:

The supplier carries a large inventory of DME with over 4,000 sf of floor space. The supplier has come to be known and relied upon for knowledgeable and expedient service whether consulting with families on a wide range of medical equipment needs to providing timely delivery of needed rental equipment. Outstanding customer service is the basic foundation of the operation. It maintains a large inventory, and the staff works hard to take classes and be knowledgeable about the products sold.

Rentals

Everything from beds to the most popular rental item, knee walkers. The supplier also carry pediatric and "all" terrain knee walkers. When called upon for an emergency need on a discharge, they can respond within hours to the location with the needed equipment.

The business also rents a variety of unique items such as hot/cold therapy machines, lift chairs (popular for many post operative procedures), hospital grade breast pumps and all the standard items a patient may need.

Compression

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 Business Brokers has not and will not verify the accuracy or completeness of this information.1



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All staff members have attended and been certified in basic compression fitting. Additionally, a staff member has been certified in advanced compression fitting. This supplier maintains the largest inventory of compression wear in the valley from multiple well known quality manufacturers.

The established clientele is from word of mouth, walk-ins, elderly, veterans, and the nearby children's hospital. In close proximity there is an emergency room, medical building in walking distance, numerous offices nearby being filled with medical practices, and an upcoming pediatric clinic making their clientele diverse with boundless potential.

Additionally, the store can be seen from excellent building signage from the freeway, offering no-cost advertising.

The premises could easily add a pharmacy. The building has easy access to 15 freeway. Signage visible from major freeway. Beautiful Class B building was built in 2007 and has ample parking.

The building is available for sale at \$2.89M with 8220 sf. DME occupying 4,400 sf. Proforma cap rate estimated at 5.8% if fully leased at \$1.70nnn/sf.

Products & Services:

Number of sku's offered: approximately 3,000

Employee/personnel/payroll:

The business employs 3 full time and 1 part-time employees. The employees are well trained in all aspects of the business. The business is semi-absentee run.

Ownership info

The current owner has owned the business for 3 years. The managing partner owns and operates a high volume medical based business in another county and does not have the time to devote to this current business venture. Staff is well trained and owner visits the business a couple days a week to check on staff.

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Billings/collection/revenue sources

Revenues are all cash. Medicare and insurance is not accepted. The business was Medicare accredited years ago. New owner can re-apply for accreditation and increase revenues.

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.

	2021	2022
Annual Revenues	\$1,659,407	\$1,559,757
Net Profit	\$ 407,424	\$ 391,562

Equipment/Inventory:

Inventory of approximately \$245,000. See inventory list.

Facilities: hours of operation, location, size, rent, terms of lease

Hours of operation are 8:30 AM to 6 PM, Monday – Friday

9:00 AM to 3:00 PM Saturday.

Closed Sundays

Facility is 4400 sq.ft. 2 story unit with total Rent of \$7,649. Lease ends 12/23 with a 5 year lease option.

Marketing:

Owner does minimal advertising consisting mainly of Google ad words.

New owner could increase business by hiring an outside sales representative, advertising in local publications, dropshipping, sales via Ebay, Shopify and Amazon. Also adding Facebook, Yelp and Linkden marketing.

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PACIFIC RELIANCE BUSINESS BROKERS
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Business website offers no order cart thus does not offer on-line sales.

For more information, contact Jerry Diza at (949) 427-0304.

PROOF OF FUNDS required for name of business, address and additional confidential information.

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