



## **CONFIDENTIAL BUSINESS PROFILE**

### **PROPRIETARY AND CONFIDENTIAL INFORMATION**

## **Highly Rated Med Spa Servicing the greater San Diego Area**

### **Business Description**

#### **Great opportunity for either a Doctor or MSO**

A top ranked and well-established medical spa with high end clientele in an affluent area of San Diego. This Med Spa performs limited invasive procedures making it a great opportunity for either a licensed doctor owner/operator. With over 25 years of experience in medical aesthetics and skin care, this medical spa staff is considered three experts to turn to when considering the latest state of the art aesthetic procedures. In 2017 the med spa opened up its first location in downtown San Diego. Strategically relocating in March 2020 with a unique modern black & white décor; with an appeal of a future franchise brand. The spa has a secluded outdoor area to host private events and bachelorette Botox parties.

This fully equipped and entirely staffed aesthetic medical practice has been a San Diego destination favorite for beautiful skin since 2020. Featuring advanced laser treatments, dermal fillers, facials, peels, and body sculpting, this spa provides clients with a sophisticated and caring level of service. Strong physician involvement and oversight is essential to high patient care satisfaction of the practice. This has been reinforced by an exceptional team to handle all of the day-to-day operations.

This reputable practice provides new owners with a strong platform to take advantage of this flourishing market. The next owners can also explore the introduction of additional laser treatments, IV Therapy, Vitamin Injections, Weight loss programs, Regenerative Medicine, Injectables, as well as new products and ancillary services. Supplementary new programs will appeal to the practice's existing client base, bring new clients in the door, and strengthen the practice's recurring revenue. The growth of the medical aesthetic industry is being driven by proliferation of the non-invasive procedures with minimal downtime, an aging population, and increases in disposable income. Globally, this sector is projected to expand at a rate of 12% Compound Annual Growth Rate over the next several years. In parallel with growth there has been a steady improvement with technical innovation in the field.

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The med spa is strategically located and well known throughout the coastal area of San Diego. Serving over 6,000 satisfied clients and surpassing 30,000 treatments, performed with an unmatched ability to treat their prescribed clients over the years. The business has few direct competitors. They attribute their success and growth to their ability to provide an extraordinary patient experience, by keeping patients looking beautiful & feeling young.

As one of San Diego's most sophisticated med spas with state-of-the-art medical technology, it's primarily an all-cash business with robust patient flow. The medical staff consists of 1 physician, 1 Naturopathic Doctor, 1 Aesthetic nurse practitioner, 2 registered nurse, 2 Patient Coordinators, 1 Esthetician, staff with over 25 years of experience in medical aesthetics and skin care.

Facility is 1,500 sq.ft. with 4 exam rooms with a total Rent of \$16,000. Lease ends 2029. The hours of operation are 11:00 AM to 7:00 PM, Monday – Friday & Saturday 10:00 am - 2:00pm. Initial build out investment \$400K, with \$900K in state-of-the-art lasers, including FF&E all in the asking Price. Revenues have remained steady for the last 3 years of approx. Gross annual average \$1.4M/yr with Seller Discretionary Earnings approximately \$400,104. All lasers are scheduled to be paid in full January of 2025. The owner is willing to stay as an equity partner and assist in running the business. This Medical spa has been profiled in Forbes and showcased in Vogue magazine and maintains 5-star reviews on Yelp & Google.

Serious seller who has prepared the business for sale with all the necessary documents ready for due diligence, including tax returns, leases, equipment lists, financial statements and more.

Seller's Discretionary Earnings & Gross Revenue:

	2023	2022	2021
Annual Gross Profits	\$ 1,724,096	\$ 1,328,633	\$ 1,172,450
Sellers Discretionary earnings	\$ 539,757	\$ 378,916	\$ 281,638

Med Spa services include:

- ❖ Lip fillers
- ❖ Injectables
- ❖ Botox
- ❖ Juvederm
- ❖ Restylane Lyft
- ❖ Daxxify

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- ❖ Dysport
- ❖ Sculptra
- ❖ Radiesse
- ❖ Exosomes
- ❖ Feminine Rejuvenation
- ❖ Ultherapy
- ❖ Laser treatments face & body
- ❖ Laser hair removal
- ❖ IPL (Photofacial)
- ❖ Microneedling
- ❖ DiamondGlow
- ❖ Nano Fractional Radio Frequency Skin Resurfacing

This Spas has an opportunity for growth through expansion of products and services.

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## Detailed Information

### Location:

Coastal San Diego, California

### Inventory:

Buyer to purchase at wholesale value

### Real Estate:

Leased \$16,000/month

### Building SF:

Location 1,500 sq ft. Location

### Lease Expiration:

May/2029

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**Employees:**

7

**Furniture, Fixtures, & Equipment (FF&E):**

Included in asking price

**Facilities:**

Facility is 1,500 sq.ft. with 4 rooms, office room, 3 procedure rooms with a Total Rent of \$16,000 including (CAM). 10-year lease term, Lease ends 05/2029.

**Growth & Expansion:**

This business holds a lot of potential for growth. An energetic new owner can increase sales through active involvement and enhanced marketing efforts. Engaging and creating more visibility in multi social media platforms. Cellulite & liposuction treatments; body therapies; vaginal rejuvenation; massage & wrap therapy; can be a great opportunity.

**Support & Training:**

The medical director provides supervision to the mid-level providers who perform the services. Staff is fully trained and certified, the medical doctor is in place and willing to stay on for new ownership if necessary.

**Reason for Selling:**

Looking to explore new business ventures & travel.

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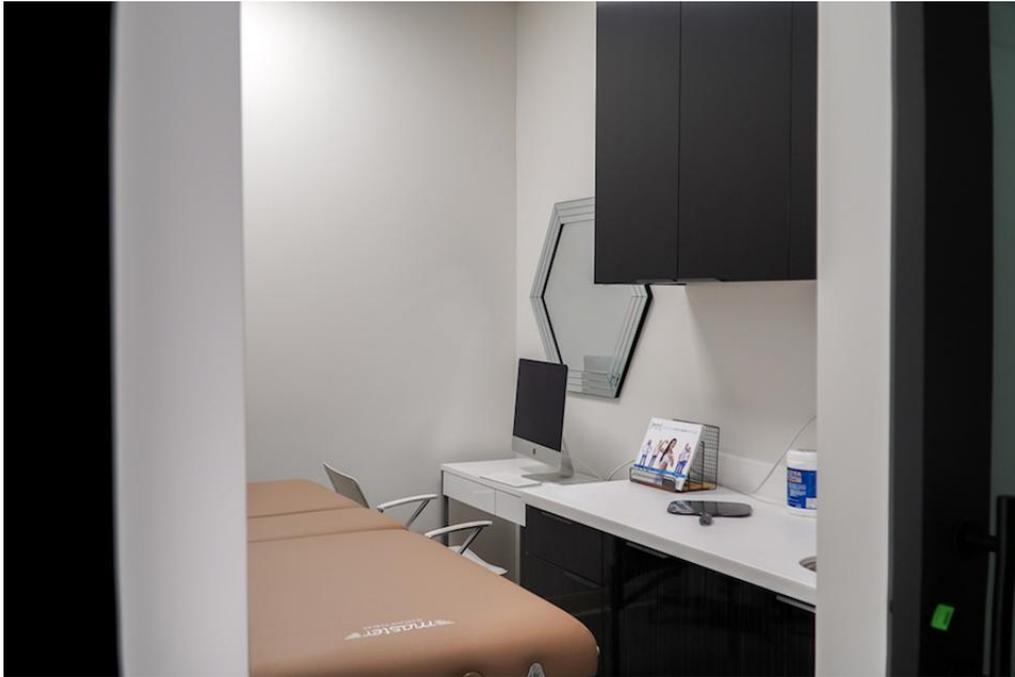
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