

CONFIDENTIAL BUSINESS OFFERING

Description of business

This offering combines two physician-led medical spa locations in the Glendale/La Canada area. Why spend countless hours and money starting 2 med spas when you can acquire both with existing patients.

The first location was established in June 2024 as a neighborhood luxury spa focused on clinical expertise, patient safety, and a premium customer experience. It completed a \$45,000 interior remodel in 2024 and invested an additional \$4,500 in furnishings and 3D facial-scanning technology in May 2026.

The second location was acquired in October 2025 after operating successfully under prior ownership for approximately four years. Both locations operate under separate leases while sharing select centralized scheduling, EMR, membership programming, vendor relationships, and clinical resources.

The combined platform provides a multi-provider clinical team including a Medical Director, physician assistant, registered nurses, estheticians, office/front-desk support, and other clinical personnel. The Medical Director oversees clinical protocols, standards of care, training, service design, and both locations.

Products & Services:

The practice offers a full menu of minimally invasive medical and laser aesthetic treatments spanning injectables, energy-based devices, regenerative therapies, and medical weight-loss programming:

Service Category	Included Treatments	Clinical Focus
Neurotoxins	Multiple FDA-approved neurotoxin brands	Wrinkle reduction and facial balancing; all FDA-approved

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		treatment areas plus select off-label areas; priced by unit.
Dermal Fillers & Biostimulators	Multiple hyaluronic-acid filler lines plus a biostimulator line	Volume restoration, contouring, and hydration for face and hands; full-syringe pricing; needle and cannula technique.
Microneedling	RF-enabled and non-heat microneedling platforms (site-specific device)	Collagen induction, texture improvement, and scar reduction for face and body.
PRP	Platelet-rich plasma	Add-on to microneedling, or by injection to face, scalp, or under-eye area.
Exfoliation Therapies	Microdermabrasion, dermaplaning	Smoothing, brightening, and prep for advanced treatments; performed by clinical and esthetic staff.
Chemical Peels	Multiple peel systems	Pigment correction, acne treatment, and skin rejuvenation.
IPL	Broadband light platform	Reduction of redness/pigment and treatment of facial vascular lesions; suitable for lighter-to-medium skin types.
RF & Energy Devices	RF microneedling and RF skin-tightening platforms	Face and body treatment on a current-generation energy platform.
Hair Removal	Diode laser	Permanent hair reduction.

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Body Contouring	Multi-modality body-contouring device	Muscle toning and body sculpting.
Regenerative Therapies	Exosome, PRP, and PDGF/PDRN-based therapies	Healing, collagen stimulation, tissue repair.
Facials & Diagnostics	Customized facials; 3D facial diagnostics	Hydration, acne care, and precision treatment planning.
Wellness	IV hydration; medical weight-loss (GLP-1) programming	Whole-body support and metabolic health; newly launched, high-growth service line.

Membership & Pricing Model

Pricing follows a hybrid model combining à la carte treatment pricing with a tiered recurring membership program designed to convert one-time visits into predictable, high-margin recurring revenue:

- Entry-level membership (\$99/month, 4-month minimum): discounted per-unit neurotoxin pricing, filler discount, and 10% off services/products.
- Premium membership (\$199/month, 4-month minimum): entry-level benefits plus a monthly service/product credit and one complimentary quarterly service.
- Body-contouring membership (\$1,000/month, 3-month minimum): weekly body-contouring device access plus discounted wellness add-ons.

Standard (non-member) neurotoxin pricing runs modestly higher on a per-unit basis, with periodic promotional offers. Retail is supported by a curated selection of premium skincare lines with preapproved vendor relationships enabling both in-clinic and online sales.

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Employee Information

Roles below reflect staff whose primary base is this location, based on available records; the Medical Director and certain nursing and esthetic staff work across both locations under the shared clinical team.

Title / Position	Duties / Responsibilities	PT/FT/IC	Wage / Comp	Tenure
Medical Director / Founder	Sets clinical protocols and standards of care; chart sign-off; training; service design; oversees both locations	IC	Equity partner	2+ years
Physician Assistant	Consultations, injectables, laser and non-invasive treatments	PT	\$77/hr	2+ years
Registered Nurse	Injectables, laser, and non-invasive treatments (works across both locations)	PT	\$70/hr	2+ years
Esthetician	Facials, chemical peels, microdermabrasion, dermaplaning (works across both locations)	PT	\$30-40/hr equiv.	Varies
Front Desk / Patient Coordinator	Patient check-in/out, scheduling support			

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Ownership info

The business is held through two ownership entities, each holding a 50% interest, in place for approximately two years. Clinical operations are held by a physician-owned professional corporation, with the Medical Director holding the majority ownership interest required under California law. Administrative and non-clinical operations are managed through an affiliated management services organization (MSO) under a management services agreement. The Medical Director is compensated through owner's equity distributions rather than a fee-for-service salary and is not classified as an employee for payroll purposes.

Ownership has indicated a willingness to provide training for a 60-day period post-close, with availability to consult on an extended basis afterward. The Medical Director and other current clinical providers, along with the office manager, have indicated an intent to remain with the practice following a transition.

Billings/collection/revenue sources

The revenues for both locations are:

2025: \$748,592

Year-to-date 2026 through May: \$344,302

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.

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The operating metrics below are tracked at the combined, two-location practice level and are provided here for context; a per-location breakdown should be confirmed during diligence.

Metric (combined, both locations)	Trailing 12 Months
Active patient charts	972
Repeat clients	547
New clients	610
Average patients seen per day	13.9

Equipment

The combined platform includes RF microneedling and RF skin-tightening platforms, a multi-modality body-contouring device, broadband light/IPL, diode laser hair-removal, vascular laser, and site-specific non-RF microneedling equipment. Most clinical equipment was acquired in 2024 or later.

Hours of operation

The practices are open Tuesday through Friday from 10:00 AM to 6:00 PM and Saturday from 9:00 AM to 3:00 PM, with Sunday and Monday currently closed. Walk-in appointments are accepted in addition to scheduled bookings.

Facilities/Highlights

Location 1 operates under a separate five-year lease with an option to extend for an additional five years. The current lease expires on April 30, 2029. Monthly rent is \$4,500, and the space is utilized 100% for retail and clinical purposes.

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Location 2 operates under a separate five-year lease with an option to extend for an additional five years. The current lease expires on November 30, 2029. Monthly rent is \$6,500, and the space is utilized for retail and clinical purposes.

Both locations benefit from technology-forward treatment environments and shared operational resources.

Opportunities

The business has several opportunities to increase revenue and client retention, including:

- Extending operating hours to capture additional weekend and evening demand, particularly by opening on Sundays and Mondays
- Implementing a formal win-back and CRM campaign to convert lapsed clients and non-member repeat clients into recurring memberships
- Cross-selling the new medical weight-loss (GLP-1) program to existing body-contouring and skincare clients
- Adding a second injector/provider to alleviate peak-period scheduling constraints
- Increasing investment in paid local search and social media marketing
- Expanding into women's wellness and hormonal-treatment services, along with complementary offerings such as acupuncture, chiropractic care, and massage.

Please note, this is a medical practice and must be owned by a licensed physician in California.

For more information, contact us.

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