

# FOR SALE: Mediation & Family Law Firm – Owner to Keep Equity

*Focus on collaborative divorce!*

## Financial Overview

**List Price:** **\$2,075,000**

### Gross Sales

2025 Ann	2024	2023
\$2,071,976	\$1,568,222	\$1,305,197

### Cash Flow

2025 Ann	2024	2023
\$569,770	\$455,977	\$339,507

❖ **Profit Margin:** 30%

**Valuation:** 2-year Avg. Cash Flow x Multiple = Valuation  
 \$512.873 x 4 = \$2,051.492

## Business Information

**Services:** Family law related services – collaborative divorce, mediation, living will and estate planning, single party divorce, and some consulting services

**Case Breakdown:** 70% divorces, 25% custody, 5% other

**Service Area:** Throughout the state of Connecticut with 2 locations

**Reason for Selling:** Bring on a new owner to continue to grow, while the seller remains an equity holder

**Seller Training Period:** 3+ years depending on the buyer's preference

**Personnel:** 11 on staff including an office manager, 4 Lawyers, 3 Paralegals, an Administrator, and Receptionist

**Facility:** Main location has 2 fully occupied buildings with 4,400 sq ft. The second location is 800 sq ft

**Growth Opportunities:** Expand geographically in order to market in new territories – 3<sup>rd</sup> location coming soon

**Owner Responsibilities:** Oversees and delegates caseload to staff, manages productivity, very low caseload. Owners' legal role can be absorbed by the team. Owner is more of a visionary role

**Year Established:** 2007

**Divorce Statistics:** The average lifespan of a marriage in the US is 8 years. The divorce rate has more than doubled since 1990

## Funding Example

**Purchase Price:** **\$2,075,000**

<b>10% Buyer Down Payment</b>	\$207,500
<b>10% Seller Financing</b>	\$207,500
<b>10% Equity Roll</b>	\$207,500
<b>70% Bank Loan</b>	\$1,452,500

## Description

This firm provides family law-related services throughout the state of Connecticut, catering to various legal needs including divorce, custody, mediation, living wills & estate planning, as well as consulting services. This firm employs a dedicated team of 11 staff members comprising the office manager, four lawyers, three paralegals, an administrator, and a receptionist. The seller delegates caseloads among staff and manages productivity. Owner has very low caseload which can be easily absorbed by the legal team. Owners' role is more growth & vision. To show good faith, the owner is willing to offer a 10% promissory note plus a 10% equity roll. The firm's case breakdown reveals a strong focus on divorce proceedings, which is approximately 70% of their caseload, custody applications make up about 25% of cases, with the remaining 5% in other legal matters and mediation services. Operating from two locations, with a 3<sup>rd</sup> on the way, allows for strategic positioning which enables them to serve a broad clientele across Connecticut effectively. Unfortunately, the divorce rate has more than doubled in the US since 1990. To ensure a smooth transition for a new owner, the seller has committed to providing a transition period of two years based on buyer preference. Growth opportunities include geographical expansion and marketing in new territories within Connecticut or even beyond state lines.

**- CONFIDENTIAL -**

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