

FOR SALE: Pet Sitting and Walking Service

Great customer retention with over 180 active clients!

Financial Overview

List Price: \$130,000

Gross Sales	
2024	
\$184,369	

Cash Flow	
2024	
\$49,533	

- **Profit Margin:** 27%
- **Multiple:** 2.65

Valuation: Cash Flow x Multiple = Valuation
 \$49,533 x 2.65 = \$131,262

Business Information

Year Established: 2015

Location: Austin TX with a 5-mile radius service area

Services: Pet waling and in-home day care service for household pets

Clients: Over 180 clients with great retention

Daily Volume: Roughly 20-25 pets per day

Personnel: 5 part time including 4 Pet Care Professionals and a Social Media Manager

Seller Training Period: 4-6 months

Reason for Selling: Career change

Growth Opportunities: Expand on the marketing efforts, offer additional services such as full grooming and training, and improve online presence

Owners' Role: Seller is active on operations including client intake, staff coordination, and financial review

Funding Example

Purchase Price: \$130,000

15% Buyer Down Payment	\$19,500
20% Seller Financing	\$26,000
65% Bank Loan or HELOC	\$84,500

Description

This pet care service was established in 2015, located in the Austin Metro area of Texas. The company specializes in dog walking and pet sitting, catering to a variety of pets, including dogs, cats, rabbits, and reptiles. Operating remotely, they have eliminated the need for a physical office, allowing for flexibility and lower overhead costs. Their services include 30-minute dog walks, pet sitting visits, overnight stays, and basic bathing service. The company primarily acquires clients through word-of-mouth referrals and has a great client retention rating. Currently serving around 180 active clients, with a daily volume of roughly 20-25 visits. The team consists of 4 pet care professionals and a social media manager. The business is managed by the seller, who oversee daily operations and client communications. The motivation to sell is driven by a desire for a career change. The seller has offered to stay on board for 4-6 months post close in order to complete a successful transition, in addition to carrying 20% of the purchase price to show their vested interest in the continued success of the business.

Priced at **\$130,000** a 15% down payment of \$19,500 can return \$30,245 after debt payments! Growth opportunities include the expansion of the current marketing efforts, offering additional services such as full grooming and training, and improving their online presence. Community engagement is a key strategy, with participation in local events and partnerships with businesses to enhance visibility as well.