



Management Consulting Services Lower Mainland, BC

Opportunity

Company is a private BC corporation, located in the Lower Mainland. It is engaged primarily in providing a range of property management consulting services to a number of small and mid-size property owners and strata councils. Businesses of this type are generally classified under the SIC (Standard Industrial Classification) code 8742, Management Consulting Services.

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*Personal Real Estate Corporation

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Management Consulting Services

Lower Mainland, BC

Business Details

- ▶ In Business for 27 years and has operated at its current location for 21 years.
- ▶ It provides a range of property management services to local privately held property owners.
- ▶ The Company currently provides property management services to approx. 4,500 residential strata units, 500 commercial and industrial units and 500 rental units.
- ▶ Business revenue growth has averaged 9% annually for the last 5 years of operations. The company enjoys a large customer base with no single client accounting for more than 5% of its revenues.

Financials

Year End Apr 30	2013	2014	2015	2016	2017	2018	2019
Revenue	\$1,264,954	\$1,391,400	\$1,457,232	\$1,680,348	\$1,789,834	\$1,905,083	\$1,901,200
Net Profit	\$174,624	\$129,794	\$123,340	\$131,932	\$178,809	\$220,370	\$222,917
Net Margin	13.80%	9.33%	8.46%	7.85%	9.99%	11.57%	11.72%
Normalized EBITDA	\$232,494	\$213,214	\$194,694	\$285,163	\$322,328	\$309,761	\$310,589

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Business Details

Sale Type

Share sale

Lease

Assumable lease to related company

Staff

23 including Rental Agents.

Transition

Owner willing to provide suitable transition

Price

\$2,200,000



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