

# Zoellner, Garten & Co.

644 Linn Street, Suite 634, Cincinnati, OH 45203-1738  
O-513-852-2400 F-513-852-2403 [www.zoellnergarten.com](http://www.zoellnergarten.com)

## Acquisition Opportunity – Client 4170 Virtual Service Business

**Description.** The Business offers a Home Warranty to home inspectors for them to provide to home buyers as part of their inspection service prior to a home being purchased. The warranty continues for 90 days or 21 days after the Closing of the sale of the property. It provides coverage for things that were missed in the inspection report such as plumbing, electrical, built-in appliances, climate control, foundation, framework, roofing, walls, and garage doors.

Started in 2001, the Business became a virtual business in 2010. A new website and shopping cart went online in July 2019.

**Niche.** The Home Warranty is offered only through home inspectors. It adds value to the home inspection service and provides peace of mind for the homeowner.

**Opportunity.** The Business has a huge database – it could be utilized to offer other products and services. As an example, the database tells that a home will be acquired, before it is acquired.

**Financial.** Revenues are growing and expected to reach \$200,000 in 2019. Claims cost typically run 35% to 40% of Revenues.

**Employees.** The Business has two employees. They work from home and are able to access all information through the web site.

**Competition.** There are companies that do offer home warranties, but most are offered to the homeowner, not through the inspector.

**Reason for Sale.** The Owner has other business interests, spends little time on this Business, and prefers to have someone more active grow it.

**Asking Price.** Please contact us to discuss.

**TO LEARN MORE – Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.**

**Please contact us if you have any questions or need assistance.**

**John W. Zoellner, President [jzoellner@zoellnergarten.com](mailto:jzoellner@zoellnergarten.com)**