

Pre-NDA Overview

Equestrian Education Facility

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List Price: **\$3,995,000**

Revenue (2025 Anlzd.): \$922,500

SDE (2025 Anlzd) \$263,136

Revenue (2024): \$1,007,848

SDE (2024): \$326,036

Real Estate:

5.5 acres - 3200 SQF Remodeled House / Pool - Covered

Arena 108' x 70' 150' x 100' Outdoor Arena - Training

Building - 33 Stalls - 10 pastures

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Investment Opportunity

Introduction

This professionally operated equestrian education business represents an exceptional acquisition opportunity combining strong recurring revenue, purpose-built infrastructure, and significant scalability within one of the fastest-growing metropolitan markets in the region. The facility generates approximately 80% recurring revenue year-over-year through its monthly enrollment model, with the core lesson program operating independently through a staff of 10 professional trainers using standardized curriculum that ensures operational continuity under new ownership. The 5.5-acre unrestricted property features two premium arenas, 33 stalls with automatic waterers and ceiling fans, and a remodeled 3,200 sq ft residence - infrastructure that creates substantial replacement-cost barriers given rising regional land values and construction costs. Positioned within a high-income corridor with thousands of families within a 10-mile radius, the business benefits from strong demographic tailwinds, limited competition from comparable riding schools, and multiple expansion opportunities including increased lesson capacity and additional revenue channels.

Market Opportunity

The metropolitan area represents one of the fastest-growing and most affluent equestrian markets in the region, with an estimated 160,000 horses and \$1.25 billion in annual economic activity. The area has experienced robust population growth driven by high-income family households with strong participation in youth extracurricular activities. The limited supply of purpose-built, lesson-focused riding schools combined with increasing land values and development constraints creates significant barriers to entry for competitors while supporting sustained demand and premium pricing for structured equestrian education programs.

Growth Opportunities

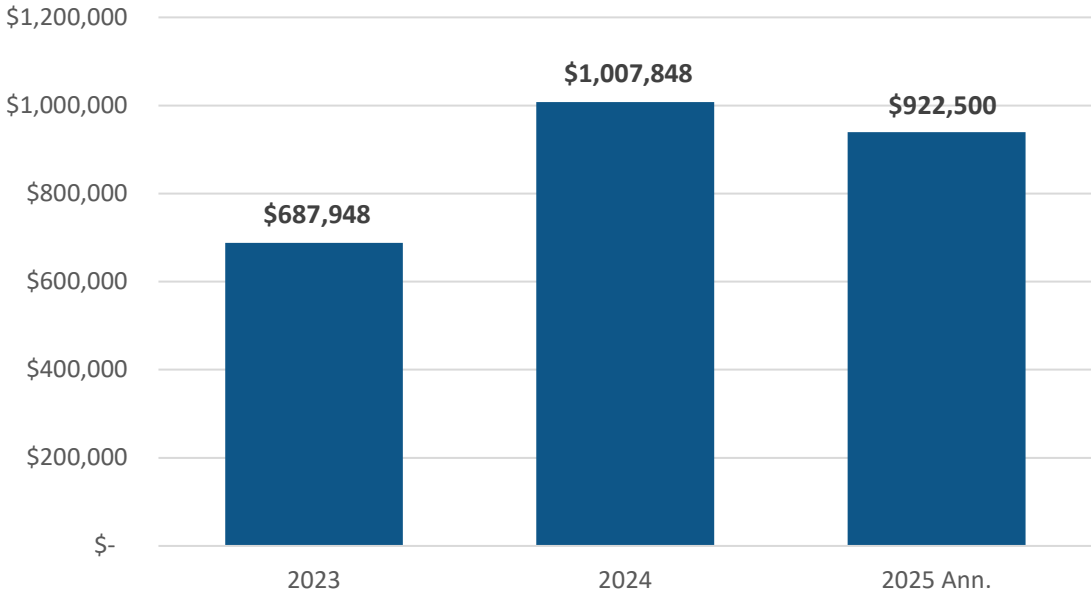
- **Lesson Program Capacity Expansion:** With 80% year-over-year customer retention and thousands of families within a 10-mile radius, the business can significantly increase revenue by adding lesson horses and expanding class schedules without substantial infrastructure investment.
- **Camp and Seasonal Programming:** Expanding seasonal camps, birthday parties, and clinics represents immediate revenue growth leveraging existing facilities and staff in the high-income market area.
- **Training Program Development:** The facility's existing capacity allows for reintroduction of training programs under new ownership, potentially adding \$500,000+ in annual revenue through underutilized stall space and arena time.
- **Strategic Marketing Investment:** With marketing spend reduced from \$29,000 to \$7,000 while maintaining strong enrollment, targeted digital marketing could drive substantial growth in a densely populated corridor with limited competition.

Company Snapshot

Highlights

- **Premier Lesson-Based Equestrian Education Platform:** Unlike traditional boarding-centric facilities, this business is purpose-built for instruction, serving riders from ages two through advanced levels with a structured, safety-first curriculum that has established it as one of the most professionally run children's equestrian programs in the region.
- **Strong Recurring Revenue Model:** The business generates approximately 80% recurring revenue year-over-year through monthly enrollment programs (\$295-\$395 per month), demonstrating exceptional customer retention and predictable cash flow in the fast-growing market area.
- **Scalable, Non-Owner-Dependent Operations:** With a professional staff of 2 managers and 8 trainers operating under standardized lesson formats, the core lesson program runs independently without owners' day-to-day involvement, providing operational continuity and significant expansion potential.
- **Purpose-Built Facilities with High Replacement Costs:** The 5.5-acre unrestricted property features two premium arenas, 33 stalls, and a remodeled 3,200 sq ft residence - infrastructure that would be difficult and costly to replicate due to rising regional land values and construction costs, positioned within thousands of families in one of the fastest-growing and most affluent metropolitan areas in the region.

Historical Revenue



Valuation Report

Income Statement

Income Statements, EBITDA, and SDE

	Annualized Year Ending December 31, 2025	Year Ending December 31, 2024	Year Ending December 31, 2023
Revenue	922,500	1,007,848	687,948
Cost of Goods Sold	70,843	137,039	189,874
Gross Profit	851,657	870,809	498,074
Operating Expenses	664,197	725,922	259,086
Operating Profit	187,460	144,887	238,988
Other Income/(Expense)	-	-	-4,322
Net Income/(Loss)	187,460	144,887	234,666
Adjustments			
Owner Perks	38973	-	-
Adjusted Income	\$ 226,433	144,887	\$ 234,666
EBITDA:			
Interest Expense	36,704	35,977	10,052
Depreciation	-	145,172	44,560
EBITDA	\$ 263,137	326,036	\$ 289,27
SDE:			
SDE	\$ 263,137	326,036	\$ 289,278
% of Revenues	27.1%	32.3%	42.0%



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For additional information, please contact:

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