

Contract Cleaning Business - Strong Cashflow & Contracts in Place PF1578

Price	$399,999
Property Type	Business
Property ID	552

Agent Details

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- **High Annual Revenue**
  The business generated around $414,000 in FY2025 and operates at roughly a 45% gross margin. Pricing is above average for the industry and costs are well controlled allowing it to produce good cashflow without being complex to run. This is also minimised by not having to pay rent like a traditional brick and mortar business.

- **Normalised Earnings of approx. $250k**
  The reported net profit is understated due to owner wages, super, dividends, tax and some personal vehicle costs being run through the business. Once these are added back, the real owner benefit is in the $250k range which better reflects the actual earnings.

- **Contract income providing repeat work**
  The business services ongoing clients under contract rather than relying on one-off jobs. This creates predictable income, steadier cashflow and lower risk for a new owner. The perks of this business is that anyone can come into this whether you are wanting to expand your current cleaning business or if youre wanting to take on a business with reliability as a new venture.

- **Established staff and subcontractors in place**
  Work is carried out by an existing mix of employees and subcontractors. The business is not labour-dependent on the owner and can continue operating as-is from day one.

- **Simple, easy-to-run operation**
  This is a straightforward service business with no complicated systems or technical barriers. Scheduling, invoicing and job management are easy to understand. It’s not complicated - that’s the appeal.

- **Flexible owner involvement**
  A buyer can work hands-on to maximise income or manage the business at a higher level while keeping the current structure. The owner does not need to be on the tools full-time.

- **Practical upside for the right buyer**
  Earnings can be increased by securing additional contracts, improving scheduling efficiency, tightening costs or adding complementary services. With low fixed overheads, additional revenue should translate well into profit.

- **All contracts are residential, not commercial**
  The business focuses entirely on residential cleaning contracts. This avoids the complexity and margin pressure often seen in large commercial sites and provides steady, repeat work with straightforward scheduling and billing.

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