



“A successful sale satisfies the needs of the seller and the goals of the buyer.”

Business Listing

Listing # 26RK

Listing Agent: Roger Kerndt

Business Type: Publishing/Media

Location: SW Iowa

Sale Price – Business: \$120,000

Sale Price – Real Estate: N/A

Revenue – \$105,000 three-year weighted average

SDE – \$40,000 three-year weighted average

Description: Exciting opportunity to own a newspaper publishing company in SW Iowa that has in county, in Iowa and out of state subscriptions plus online subscriptions. This publication provides locally focused announcements (birth/wedding/obituary), regional (sports coverage/advertising for businesses), County listing/public notices as well as editorial releases. It is one of the best local/regional sources of information with a strong subscriber base.

The business could be relocated to accommodate new ownership as the current facility is leased. This asset sale would include FF&E and business essentials (customer list, website, and phone line) to help new owners grow, consolidate or improve the operations.

The owners have built a largely remote work situation where the on-location time is limited with the help of very reliable part-time employee. They are looking to reduce their overall business investments. For the right buyer, terms of the sale could be negotiated, including the receivables for future booked revenue from subscriptions. Additionally, under the right conditions, exiting owners would be willing to stay involved for a negotiated period of time.

This critical media platform offers both a great service to the area as well as an exciting way to reach potentially untapped customers in a low-competition market.

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