



**ABERCORN BUSINESS SALES**  
SUCCESSFULLY SELLING YOUR BUSINESS



## **Freehold Domiciliary Care Agency for Sale with Outstanding Care Quality Commission (CQC) Rating**

County Durham

**Asking Price: £600,000**

Reference: DC07-ABS | Confidential Memorandum

**Turnover:** Circa £1.2 Million p.a.

**Adjusted EBITDA (pre-director drawings):** circa £223,000 p.a.

**Asking Price:** £600,000 including Freehold (circa £180,000) -cash free debt free

An Exceptional Opportunity to Acquire an Outstanding-Rated Domiciliary Care Agency in County Durham.

This highly regarded domiciliary care business represents a rare chance to acquire an agency rated Outstanding Overall by the Care Quality Commission, a distinction achieved by only a small percentage of providers nationwide.

With an exceptional reputation for person-centred care that empowers choice, dignity, and independence, the agency has built a loyal client base of around 200 regular service users. Its impressive 9.99/10 client review score reflects the consistently high quality of care and client satisfaction achieved.

Operating within a focused North Yorkshire service area, the business benefits from strong community ties and responsive local delivery. It is profitable, well-established, and highly respected, offering an incoming owner a solid platform with excellent opportunities for continued growth and expansion.

## 1. Executive Summary

Established in 2009, this business is a highly respected and profitable domiciliary care provider serving County Durham and surrounding areas.

With an “Outstanding” rating from the Care Quality Commission (CQC) and an exceptional 9.99/10 user satisfaction score, the business is a trusted leader in person-centered homecare for the elderly and disabled.

Operating from secure freehold premises, the company employs a team of over 85 trained care professionals delivering high-quality, compassionate care to approximately 200 regular clients.

Financial performance is consistently strong, with turnover exceeding £1.12m, a 12% profit margin, and year-on-year growth.

This is a rare opportunity to acquire a reputable, well-managed, and compliant homecare business with an outstanding reputation and clear potential for regional expansion.

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## 2. Business Overview

Established: 2009

Sector: Homecare Services (SIC 88100)

Location: County Durham

Ownership: Privately owned, co-founded by the current vendor

Regulation: Care Quality Commission (CQC) “Outstanding” overall rating  
Professional Membership: Homecare Association (UK)

The Business was founded in 2009 with a mission to provide person-centered care that promotes dignity, independence, and quality of life. Over 15 years, the business has developed a loyal client base and a reputation for excellence within the local community.

The owners are now seeking a sale to enable a new venture, presenting a well-structured and supported handover period for the buyer.

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### 3. Products & Services

Crescent Homecare delivers a full range of regulated domiciliary care services including:

- Personal care – bathing, dressing, mobility, medication support.
- Domestic assistance – meal preparation, light housekeeping, shopping.
- Companionship care – emotional support and social visits.
- Specialist care – support for physical disabilities, dementia, and end-of-life needs.
- Respite care – flexible, short-term care provision.

#### Operational Highlights:

- Fully trained and DBS-checked staff.
  - Digital care management using CareLineLive for rostering, eMAR, care planning, payroll, and invoicing.
  - Person-centered service ethos recognised by clients, regulators, and professionals alike.
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### 4. Market & Clients

The business serves around 200 regular clients across Durham, providing a mix of private and publicly funded homecare services.

The market outlook remains highly favourable, supported by:

- A rapidly ageing UK population.
- Increasing demand for in-home care versus residential alternatives.
- Ongoing NHS and local authority partnerships driving demand for regulated care providers.

#### Competitive Positioning:

The Business differentiates itself through:

- An “Outstanding” CQC rating.
  - A 9.99/10 user satisfaction score.
  - Deep community ties and responsiveness due to its locally focused model.
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### 5. Operations

Premises:

- Two-storey freehold property
- Secure facilities with alarm, CCTV, and window grills.

- Utilities: Gas, Electricity, Water, Sewerage, Broadband.

#### Operating Hours:

- Office: 8:30am – 5:00pm, Monday to Friday.
- Care Services: 7:00am – 10:00pm daily.

#### Team:

- 85 full-time and part-time care professionals.
- Supported by senior care assistants and an assistant manager.
- All staff employed under formal contracts and fully trained to regulatory standards.

The business operates smoothly under a stable management team and established systems, ensuring a seamless transition for the incoming owner.

## 6. Financial Summary

(Full financials available under NDA). Financial Year Ending March 31st

Year Ending	Turnover	Gross Profit	Net Profit	EBITDA
2024	£1,120,660	£364,280	£142,850	c£223,000

2025 will show a slight increase in performance with Turnover c£1.2Million and similar profit margins.

Vendor advises 2026 figures will be similar with Turnover c£1.25Million

#### Notes:

- Consistent annual growth in both turnover and profit.
- Maintains strong liquidity and low overheads.
- Profit margins (12%) among the best performing in the sector

## 7. Growth Opportunities

There is significant potential for further expansion, including:

- Geographic growth into neighbouring counties (e.g., North Yorkshire).
- Increased local authority contracts through tender participation.
- Diversification into live-in care and specialist home support services.
- Recruitment expansion to meet growing client demand.
- Digital marketing to increase private client acquisition.

The business is well-positioned to scale sustainably under new ownership.

## 8. Reason for Sale

The vendor is seeking to start a new business venture and will provide full handover and transitional support.

They are open to a structured introduction period to ensure continuity of care and client relationships.

## 9. Next Steps

This document has been prepared for qualified buyers.

To protect client confidentiality and sensitive business information, full financial details, CQC reports, and staff data will be disclosed only upon signing a Non-Disclosure Agreement (NDA).

For further information, please contact Abercorn Business Sales - Call us free today on [0800-246-1313](tel:0800-246-1313) or email us at [expert@aberncornbusinesssales.com](mailto:expert@aberncornbusinesssales.com) or visit our website [www.aberncornbusinesssales.com](http://www.aberncornbusinesssales.com)

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## Next Steps & Contact

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