



For Sale

Location: **Cairns**
Asking: **\$649,000**
Type: **Health/Beauty**

Cairns Home Care Business | Strong Financials | Existing Team and Client Base

This is an established care management business based in Cairns, operating as the exclusive care manager for Support at Home services delivered through one of Australia's leading home care and NDIS providers. Anyone in the North Queensland region can be supported by a local care manager to assist with their needs, giving it a defensible market position.

Adjusted net profit is tracking toward approximately \$250,000 for the 2026 financial year, with the exact figure to be confirmed. It's a business on a clear upward trajectory, built on referrals from existing clients, current support workers, aged care advocacy groups and other providers.

The vendor is selling to focus her energy on current family needs. That creates a genuine opportunity for a buyer to step into a well-run operation with a protected market position, at the right time.

Home care is one of Australia's most structurally supported sectors, backed by an ageing population and steady demand growth. This business holds a uniquely strong position in the Cairns and North Queensland market as the sole regional gateway to the Support at Home program, with a client base and operational systems already in place for a new owner to build on.

The current owner is closely involved across staffing, management, payroll and accounts. For a buyer wanting a genuinely hands-on operation with room to bring their own systems and structure, that's a strong starting point, and there's equally strong scope to scale the business with a more hands-off approach over time.

Key Highlights

Exclusive care manager for one of Australia's leading Support at Home program providers across North Queensland.

Adjusted net profit tracking toward approximately \$250,000 for FY2026 (final figure to be confirmed)

Established, loyal client base with steady organic referral growth

Additional referral contracts with other providers for social work support services

No premises or lease overheads, home and community-based model

CRM/POS systems and documented Operations and Policies and Procedures manuals in place

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Business Brokers Network
Australia
Broker Ref: 26146



Scope to formally register as an NDIS provider, building on existing NDIS service provisions

Motivated vendor, selling to focus on family matters

Growth Potential

There is significant runway for a new owner. The business has delivered services under contract to NDIS providers without formally registering as an NDIS provider in its own right, so entering that space formally would open a substantial new revenue stream. There's also room to broaden the social work referral network, grow the client roster, and build out the workforce. A buyer with allied health qualifications could bring more services in-house rather than outsourcing them, adding directly to profit. For an owner who wants a more hands-off approach, the exclusive care manager position and existing systems provide a strong platform to scale nationally.

Buyer Suitability

This suits a range of buyers. A qualified social worker, professional counsellor, or someone with qualifications in aged care, palliative care, business or case management would be well placed to lead the business. Equally, no formal qualifications are required, a sharp, growth-minded businessperson who understands the trajectory of the home care, aged care and NDIS sectors could do very well here. How active or passive a buyer wants to be, and how much profit they want to draw versus reinvest, will shape the outcome. Some computer and basic bookkeeping skills (the business uses Xero) will help with a smooth transition.

Contact Aaron Byerlee on 0414 468 826 for more information.