

business
for sale



Date: **26th May 2026**

Business Reference: **37982**

About the Business:

Padel business with 4 double courts

This is 4 double padel courts situated in a country club in the North of Johannesburg. Built in 2023 with a long lease left. It is easy to run and well-maintained

Padel business with 4 double courts



Sector: **Services**

Asking Price:

R 6,100,000

Monthly Profit:

R 114,711

Asset Value:

R 4,819,132

Stock Value:

R 400,000

Yearly Net Profit :

R 1,376,526



Business Report

Fully describe the business's activities?

This is an outdoor paddle business with 4 double courts, and a racquet shop

How does the business operate on a daily basis?

Clients book and pay on the Playtomic app. They then visit the business to play. Corporate events such as team building and year end functions are catered for

What Advertising/Marketing is carried out?

Social media and Whatsapp groups with over 6000 members

What competition exists?

There are other courts in the area, but this one is situated in a country club with a calm and quiet atmosphere and no high buildings or any noisy roads around

How could the profitability of the business be improved?

Tournaments, corporate fun days and other events will add to the revenue

Leagues and social events can be introduced

Cross sell to other users making use of the premises for other sports and other events

What does the split of revenue show?

The revenue is made up of 50% court rentals and 50% sales from padel items like racquets, balls, and rentals etc.

The padel revenue is split into 15% from corporates / events and 75% from Playtomic bookings

There is also a smaller portion of revenue from the surrounding advertising boards with the ability to increase.

Give a breakdown of staff/ functions/ length of service?

Management

Shop assistants who operate and run the shop and courts

Court assistants who maintain and clean the courts and assist the patrons where possible

Do any have management potential?

The business is run and managed by the staff on duty as per the schedule.

How involved is the Owner in running the business?

The owner is present when it is busy but doesn't need to spend his day at the courts

When does the current lease end?

2028, renewable for another 5 years ongoing

What are the trading hours?

6am to 8pm for the courts and until 10pm at the latest for patrons

What are the main assets of the business?

The padel courts are the main assets. In support of the courts there is a shop that sells padel items as well as a food service operated by the landlord.

The business also has a generator which is included in the sale

There are also cameras to monitor the premises

Can the courts be covered?

This is an option that can be exercised by the new owner

Strengths?

Prime location inside a Country Club — built-in foot traffic, affluent catchment area, and brand association with an established club.

Growing community engagement — regular posts, social play culture, and visibility on platforms like Playtomic for bookings.

Outdoor courts — lower overheads than indoor facilities and attractive for social weekend play.

Low equipment complexity — padel facilities have simpler operational requirements than tennis or squash (no stringing, minimal coaching dependency).

Sport momentum — padel is one of the fastest-growing sports globally, with strong adoption in SA's urban centres.

Weaknesses?

Small digital footprint — limited online presence with reduces discovery and perceived credibility.

Outdoor-only vulnerability — weather interruptions directly affect revenue and booking reliability.

Single-venue dependency — no multi-site brand leverage or economies of scale.

Limited differentiation — no visible coaching programmes, leagues, pro shop, or events that create recurring revenue

Opportunities?

Explosive demand growth — SA padel participation is expanding rapidly, especially in Midrand, Sandton, and Pretoria.

Corporate leagues & events — high-margin, predictable revenue streams that fit the corporate catchment.

Coaching programmes — beginner clinics, junior development, and private coaching can double revenue per court hour.

Retail add-ons — grips, balls, entry-level rackets (branded) are high-margin and easy to stock.

Partnerships with fitness studios, schools, and estate communities — padel is ideal for cross-promotion.

Membership models — monthly packages for frequent players increase predictability and loyalty.

Digital growth — stronger social media, Playtomic optimisation, and Google visibility can materially increase occupancy.

Threats?

Rising competition — new padel courts are opening across Gauteng, often with indoor facilities and premium amenities.

Weather-related cancellations — outdoor courts face downtime and customer frustration.

Country club dependency risk — lease terms, club strategy changes, or competing internal priorities could affect operations.

Economic pressure — discretionary spending on leisure sports can soften in downturns.

What is the reason for the sale?

Owner is relocating

Why is this a good business?

This business has an excellent location in an affluent area, it has community potential, and sport momentum. The clearest growth path is to formalise programmes (coaching, leagues), strengthen digital marketing, and build partnerships that increase weekday utilisation.

It is easy to run and if padel is your passion, this is a business that will never feel like work!