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For Buyers and Sellers of Businesses- \$0-\$100M Revenue

Business Team Newsletter

May 2025 Edition

Done Deal!

Recently Sold



Lube & Tune Franchise

Sale Price \$3,773,000



Recently Sold



Janitorial & Construction

Sale Price \$1,800,000



Recently Sold



Franchise Sandwich Shop

Sale Price \$1,300,000



Recently Sold



Landscape Business

Sale Price \$550,000



Recently Sold



Childs Play Center

Sale Price \$450,000



Recently Sold



Custom Cardboard Packaging

Sale Price \$400,000



Recently Sold



SOLD

Restaurant
Sale Price \$121,088



Recently Sold



SOLD

Landscape Business
Sale Price \$250,000



Recently Sold



SOLD

Laundromat
Sale Price \$199,000



Recently Sold



SOLD

Laundromat
Sale Price \$120,000



Recently Sold



SOLD

Data Cable Installer-Contractor
Sale Price \$650,000



Recently Sold



SOLD

Optical Shop
Sale Price \$272,293



Recently Sold



SOLD

Septic Pumping and Maintenance
Sale Price \$1,750,000



Recently Sold



SOLD

Steady Transmission Business
Sale Price \$400,000



Recently Sold



Semiconductor
Equipment
Manufacturer

Sale Price \$5,750,000



BT
BusinessTeam[™]
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Electric and
Construction
Company

Sale Price \$5,200,000



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Scroll down to see our new listings.

Business Buyers: How to Improve Your Odds



Ian MacLachlan

In my 45 years of business brokerage, I have observed that in good times or bad, there are more buyers than there are **good** businesses for sale. It frequently happens here at Business Team that we receive multiple offers on the same business (I think the record is 12!). What might a buyer do to increase her chances of success in a competitive situation?

When a prospective buyer sees an online ad, they send an inquiry and typically receive an agent's non-disclosure/confidentiality agreement (NDA) to sign. Confidentiality in the sale of a business is essential, as a leak of a potential sale can impact employee, customer, and vendor relationships and disrupt revenue and profitability. Maintaining confidentiality helps preserve the stability—and therefore the value—of the business being sold. That's why brokers and sellers take confidentiality seriously and require a signed

NDA before releasing any information.

In addition to the NDA, a Business Team associate will request the completion of a buyer profile outlining the buyer's education, experience, and financial qualifications. Some buyers provide only brief or incomplete responses, this makes it difficult for the broker to qualify them—and may give the seller the impression that the buyer isn't serious. Much like a first date, this early exchange sets the tone—initial impressions are critical!

Some buyers, in order to improve their competitiveness, treat the profile very seriously. They include relevant experience and may even attach a brief background summary or a financing prequalification letter. These details can help set them apart—with both the broker and the seller.

Surprisingly, business owners do not base their decision to sell to a particular buyer on price alone. They need confidence that the buyer can complete the deal—especially when evaluating multiple offers. That means providing proof of funds or financing, showing relevant experience to operate the business, and presenting a strong profile for landlord approval or other required third-party reviews.

A well-completed profile is like a résumé—it gives the seller a clear picture of why the buyer is the right person for the job of filling their shoes.

Next issue—What additional steps can a buyer take to improve their chances of finishing #1?

[Visit our Website](#)



Businesses for Sale





**Manufacturing/Wholesale
Agricultural Feed**
Listing #: SF11585
Location: Northern California
Gross Sales \$3,951,766
Adjusted Earnings: \$1,109,010



**Multi-Family Property Management
& Construction**
Listing #: PO11580
Location: Portland, OR
Gross Sales: \$1,715,689
Adjusted Earnings: \$340,828
Asking Price: \$750,000



Asphalt Repair Service
Listing #: IR11454
Location: Orange County, California
Gross Sales \$979,919
Asking Price: \$1,300,000



French Bakery Opportunity
Listing #: 11296
Location: Northern California
Gross Sales: \$374,797
Asking Price: \$1,200,000



E-Commerce Men's Clothing Retailer
Listing #: 11571
Location: Los Angeles, CA
Gross Sales \$7,447,139
Adjusted Earnings: \$975,485
Asking Price: \$3,900,000



Wholesale Scuba Gear & Wear
Listing #: SA11574
Location: Alameda County, CA
Gross Sales: \$936,520
Asking Price: \$1,000,000



Bicycle Sales & Service Shop

Listing #: 11581

Location: Northern California

Gross Sales \$1,084,782

Adjusted Earnings: \$245,837

Asking Price: \$585,000



Auto Glass Shop

Listing #: 11424

Location: Santa Clara County, CA

Gross Sales \$604,350

Adjusted Earnings: \$158,829

Asking Price: \$700,000



Structural Engineering Business

Listing #: SF11515

Location: Alameda County, CA

Gross Sales \$729,983

Adjusted Earnings: \$304,690

Asking Price: \$800,000



Destination Niche Plant Nursery

Listing #: SF11549

Location: Northern California-East Bay

Gross Sales: \$730,545

Asking Price: \$499,000



Established Bath and Kitchen Remodeler

Listing #: 11565

Location: Santa Clara County, CA

Gross Sales \$1,027,560

Adjusted Earnings: \$290,368

Asking Price: \$450,000



Custom-Made Plastics Manufacturer

Listing #: 11568

Location: Washington

Gross Sales \$215,524

Adjusted Earnings: \$10,058

Asking Price: \$200,000



Barre Studio - Prime Location!
Listing #11630
Location: Redwood City, CA
Gross Sales: \$85,855
Asking Price: \$250,000

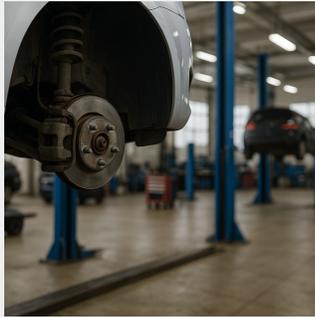


Saw Sharpening Business
Listing #11604
Location: Santa Clara County, CA
Gross Sales: \$159,618
Asking Price: \$425,000

Beauty Spa Franchise and 2 Stores
Listing #11658
Location: Santa Clara County, CA
Gross Sales: \$2,091,384
Adjusted Earnings: \$1,012,927
Asking Price: \$3,980,000



Fire Extinguisher Service
Listing #11510
Location: San Mateo County, CA
Gross Sales: \$247,129
Adjusted Earnings: \$179,146
Asking Price: \$339,000



Auto Repair Shop with Building
Listing #SE11563
Location: King County, WA
Gross Sales: \$967,526
Adjusted Earnings: \$355,715
Asking Price: \$3,000,000



Residential & Commercial Painting Contractor
Listing #SA11450
Location: Sacramento County, CA
Gross Sales: \$371,262
Adjusted Earnings: \$156,655
Asking Price: \$250,000



Wholesale Boutique Bakery
Listing #:EG10960
Location: Lane County, OR
Gross Sales: \$381,570
Adjusted Earnings: \$103,471
Asking Price: \$299,000



Acoustic Measurement Mfg & Supply
Listing #:11304
Location: Northern California
Gross Sales: \$422,188
Adjusted Earnings: \$183,887
Asking Price: \$600,000



Auto Body Paint Supply

Listing #SF11546

Location: San Mateo County, CA

Gross Sales: \$1,286,697

Adjusted Earnings: \$352,277

Asking Price: \$900,000



Wholesale Sandwich Business

Listing #PO11624

Location: Multnomah County, OR

Gross Sales: \$1,787,888

Adjusted Earnings: \$255,953

Asking Price: \$725,000



Turnkey Restaurant & Taphouse

Listing #: SF11609

Location: Contra Costa County, CA

Gross Sales: \$1,099,534

Asking Price: \$599,000



Manufactured Home Resale Brokerage

Listing #: PO11552

Location: Clackamas County, OR

Gross Sales: \$992,460

Adjusted Earnings: \$371,462

Asking Price: \$795,000



Coffee Shop

Listing #: EG11377

Location: Portland, OR

Gross Sales: \$302,027

Adjusted Earnings: \$54,597

Asking Price: \$225,000



Boutique Online Coffee & Weightlifting Apparel

Listing #: SA11364

Location Sacramento County

Gross Sales: \$701,981

Adjusted Earnings: \$149,340

Asking Price: \$500,000



Leading Kitchen & Bath Cabinetry

Listing #:10740

Location: Northern California

Gross Sales: \$4,211,228

Adjusted Earnings: \$334,726

Asking Price \$1,500,000



Strength Training Gym

Listing #:11416

Location: Oakland, CA

Gross Sales: \$203,130

Adjusted Earnings: \$118,310

Asking Price \$353,000



Wholesale Bakery

Listing #SA11313

Location: Northern California

Gross Sales: \$2,737,751

Adjusted Earnings: \$504,631

Asking Price: \$1,800,000



Established Childcare Center

Listing #SA11270

Location: Sacramento County, CA

Gross Sales: \$181,615

Asking Price: \$235,000



Auto Repair & Maintenance

Listing #: 11467

Location: Contra Costa County, CA

Gross Sales: \$1,817,534

Adjusted Earnings: \$214,487

Asking Price: \$650,000



**Profitable General
Engineering Company**

Listing #: IR11227

Location: Southern California

Gross Sales: \$3,107,439

Adjusted Earnings: \$483,120

Asking Price: \$3,600,000

An Interview with M. Nikoo

How did you get into business brokerage?

I was a business owner for many years—my first business was an ice skating rink. After I'd gone through the process of buying a business a few times myself, friends started asking me to help them with their deals. That's how I got into it. I joined a small family brokerage, and later came to Business Team.



What made you choose Business Team?

I was involved in a transaction with a Business Team agent, and they encouraged me to join. That was over 20 years ago. I wanted to be part of something larger and more collaborative. One thing that's kept me here is the quality of the people—our agents come from different backgrounds, and I learn something new from them all the time. We have regular sales meetings where agents share how they've handled challenges, and there's always a strong supply of quality listings to work on. It's a team I trust and respect, and that makes a big difference.

How do you approach challenges when deals get difficult?

Every transaction is different, but the key is patience. No matter how impossible a situation might seem, there's always a solution if you stay patient and persistent. Failure is not an option. In my experience, if I remain calm and focused, a solution always comes.

Where does most of your business come from today?

I am honored that most of my business today comes from referrals—probably over 85%. Past clients, professionals I've worked with, even friends and family send people my way. People I helped buy a business 20 years ago are now coming back to me to sell that same business. Helping people achieve important milestones like retirement or entrepreneurship is what makes this work meaningful to me.

Nikoo has been with Business Team since 2000 where he has consistently been a top producer. He is also a 2 time recipient of the "Best client references" award. Connect with him to advise you on your business sale.

M. Nikoo, CBB

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SEE ALL
7,100+
LISTINGS BTI
GROUP HAS
SOLD

For additional information, please visit our website.
www.business-team.com

SEE ALL LISTINGS



Lara Larkin -Editor

Associate with our Sacramento office bringing over 30 years of experience in the financial services industry to help business owners successfully exit and move on to their next chapter.



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