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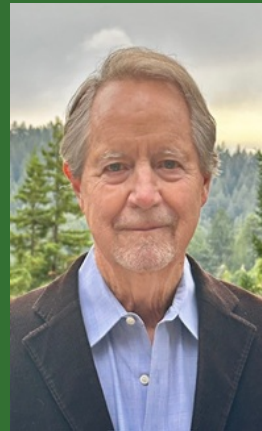
For Buyers and Sellers of Businesses- \$0-100MM Revenue

Business Team Newsletter

January 2025 Edition

Scroll down to see sold and new listings.

**Exciting News:
Reno Office
Now Open!**



By Ian MacLachlan

[Visit our Website](#)



**Meet Carol Bennett – Leading
Our Nevada Expansion**

We are pleased to announce the opening of our new office in Reno, Nevada. Led by Carol Bennett, Business Team is now positioned to serve business owners and buyers throughout the state of Nevada.

Carol brings extensive experience in mergers and acquisitions, having worked with global companies across various industries. She holds a B.S. in Chemical Engineering from N.C. State University and an MBA in Finance and Chinese. With a strong background in both engineering and business, Carol's career has spanned international markets, where she has honed her expertise in strategic transactions and business operations.

Her deep understanding of mergers, acquisitions, and business strategy will be instrumental in leading our efforts to support Nevada business owners as they navigate important decisions for their companies.



Key Insights for Buying or Selling a Business in 2025

As we enter 2025, several trends from the past year are shaping the small business transaction landscape. Here are some key insights based on recent data from BizBuySell (one of the largest online marketplaces for buying and selling businesses), with a focus on practical takeaways for business owners and buyers.

Market Trends and Transaction Volume

The small business market showed resilience in 2024, with reported acquisitions increasing by 5% and total enterprise value rising 15% compared to 2023. These figures reflect strong activity based on transactions reported by business brokers nationwide. However, it's important to note that this data doesn't capture all business sales, as many transactions occur outside of BizBuySell's reporting network.

Seller Motivations and Readiness

Many business owners chose to sell in 2024 due to factors such as retirement, economic uncertainty, and burnout. However, a large number of sellers were unprepared—only about 15% had obtained a professional valuation. This highlights the importance of strategic planning and early preparation to maximize value when the time comes to exit.

Evolving Buyer Landscape

A growing number of buyers are entering the market, including corporate professionals—often referred to as "corporate refugees"—seeking business ownership as a path to independence. Young entrepreneurs and MBA graduates are also showing increased interest, leveraging opportunities in recession-resistant industries. Manufacturing, technology, and construction sectors experienced the highest growth, with a 32% increase in transaction volume and strong valuations.

Financing and Economic Influences

Despite multiple Federal Reserve rate cuts, access to financing remains a challenge due to tight lending criteria. Buyers and sellers are increasingly relying on alternative financing solutions, such as seller financing and earn-outs, to facilitate deals. These creative deal structures are helping to bridge valuation gaps and provide flexibility in an evolving market.

Industry Outlook for 2025

With 2025 now underway, market conditions are expected to be influenced by policy changes and economic shifts, including

potential tariff adjustments and inflationary pressures. Sellers are advised to focus on operational improvements and long-term planning to enhance their business value. Buyers should stay informed about industry-specific trends and financing options to identify the best opportunities.

Key Takeaways

The small business market in 2024 demonstrated resilience and growth opportunities despite economic challenges. Business owners considering a sale can benefit from early preparation and professional guidance, while buyers should remain strategic in their search for stable, scalable businesses. There are always opportunities to be found, even in changing markets.

Source: Data and insights referenced from the BizBuySell Insight Report, 2024.

Done Deal!

Recently Sold



Data Cable Installer-
Contractor

Sale Price \$650,000



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

Recently Sold



Optical Shop

Sale Price \$272,293



BT
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Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Plastic Injection
Molding Firm

Sale Price \$287,500



BT
Business Team[™]
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A Division of BTI Group

Recently Sold



Turnkey Bar & Grill

Sale Price \$80,000



BT
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Recently Sold



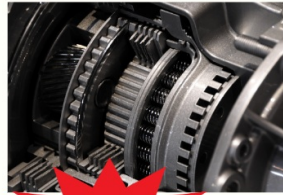
Septic Pumping and Maintenance

Sale Price \$1,750,000

SOLD



Recently Sold



Steady Transmission Business

Sale Price \$400,000

SOLD



Recently Sold



Freight Forwarding

Sale Price \$1,100,000

SOLD



Recently Sold



Multi Store Dry Cleaners

Sale Price \$550,000

SOLD



Recently Sold



Semiconductor Equipment Manufacturer

Sale Price \$5,750,000

SOLD



Recently Sold



Electric and Construction Company

Sale Price \$5,200,000

SOLD



Recently Sold



Custom Signage Company

Sale Price \$2,500,000

SOLD



Recently Sold



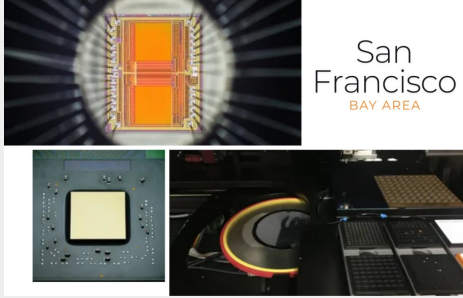
Metal Coating and Finishing

Sale Price \$1,950,000

SOLD



Businesses for Sale



**Micro Electronics
Assembly Company**

Listing #: SA11513
 Location: Northern California
 Gross Sales 600,000
 Asking Price: \$1,850,000



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
 Gross Sales \$809,806
 Adjusted Earnings: \$205,054
 Asking Price: \$665,000



Custom-Made Plastics Manufacturer

Listing #: 11568
 Location: Washington
 Gross Sales \$215,524
 Asking Price: \$225,000



Oil Change & Auto Service

Listing #: 11564
 Location: Santa Clara County
 Gross Sales: \$1,000,000
 Adjusted Earnings: \$86,842
 Asking Price: \$475,000



Auto Repair & Maintenance Service

Listing #11467
 Location: Contra Costa County
 Gross Sales: \$1,817,534
 Adjusted Earnings: \$214,487
 Asking Price: \$650,000



Oil Changer with Property



Structural Engineering Business

Listing #: PH11535
Location: San Joaquin County
Gross Sales \$802,277
Adjusted Earnings: \$119,065
Asking Price: \$250,000



Retail Home and Garden Business

Listing #:SF11499
Location: Northern California
Gross Sales: \$608,319
Adjusted Earnings: \$161,170
Asking Price: \$250,000

Listing #: SF11515
Location: Alameda County
Gross Sales \$729,983
Adjusted Earnings: \$304,690
Asking Price: \$800,000



Paint & Sip Art Studio

Listing #:PH11521
Location: Northern California
Gross Sales: \$227,087
Adjusted Earnings: \$52,289
Asking Price: \$225,000



**Established Rebar
Fabrication Company**

Listing #: 11229
Location: Northern California
Gross Sales \$7,689,805
Adjusted Earnings: \$533,915
Asking Price: \$2,500,000



Fire Extinguisher Service

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



Comprehensive Auto Repair

Listing #PH11105
Location: Contra Costa County
Gross Sales: \$1,493,253
Adjusted Earnings: \$389,005
Asking Price: \$1,295,000



**Residential & Commercial Painting
Contractor**

Listing #SA11450
Location: Sacramento County
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: \$189,068
Asking Price: \$600,000



Full Dry Cleaner Plant & Alterations

Listing #SA11285
Location: Placer County
Gross Sales: \$172,627
Adjusted Earnings: \$61,219
Asking Price: \$300,000



Wholesale Bakery

Listing #SA11313
Location: Northern California
Gross Sales: \$2,737,751
Adjusted Earnings: \$504,631
Asking Price: \$1,800,000



Jersey Mike's Established Franchise

Listing #: SA11443
Location: Sacramento
Gross Sales \$708,409
Asking Price: \$750,000



Manufactured Home Resale Brokerage

Listing #: PO11552
Location: Clackamas County, OR
Gross Sales: \$851,708
Adjusted Earnings: \$270,375
Asking Price: \$795,000



Coffee Shop

Listing #: EG11377
Location: Portland, OR
Gross Sales: \$359,678
Adjusted Earnings: \$55,081



Boutique Online Coffee & Weightlifting Apparel

Listing #: SA11364
Location Sacramento County

Asking Price: \$249,000



Leading Kitchen & Bath Cabinetry

Listing #:10740

Location: Northern California

Gross Sales: \$4,211,228

Adjusted Earnings: \$334,726

Asking Price \$1,500,000

Gross Sales: \$701,981
Adjusted Earnings: \$149,340
Asking Price: \$650,000



Personal Training Gym

Listing #:11416

Location: Oakland, CA

Gross Sales: \$178,230

Adjusted Earnings: \$103,156

Asking Price \$353,000



Pest Control Company

Listing # SA11303

Location: Sacramento County

Gross Sales: \$579,359

Adjusted Earnings: \$314,733

Asking Price: \$725,000



Security Guard and Patrol Company

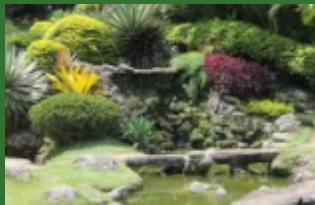
Listing # LA11341

Location: Southern California

Gross Sales: \$961,416

Adjusted Earnings: \$178,248

Asking Price: \$525,000



Award Winning Landscape

Business for Sale

Listing #:10382

Location: Northern California

Gross Sales: \$1,978,167

Asking Price: \$1,200,000



**Profitable General
Engineering Company**

Listing #: IR11227

Location: Southern California

Gross Sales: \$3,107,439

Adjusted Earnings: \$483,120

Asking Price: \$3,600,000

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.

Lara@Business-Team.com

916-883-1203



Business Team | 1475 S. Bascom Ave Suite 113 | Campbell, CA 95008 US

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