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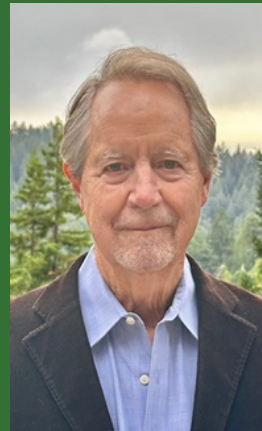
For Buyers and Sellers of Businesses- \$0-100MM Revenue

Business Team Newsletter

Spring Edition

Scroll down to see sold and new listings.

Who Pays the Broker(s) on the Sale of a Business?



By Ian MacLachlan

There has been a lot of press recently about class action lawsuits, large verdicts and settlements involving the National Association of Realtors and its members regarding the division of commission between the brokers for the seller and the buyer in residential real estate transactions. The claim is that the current system does not allow the buyer to decide how much commission she should pay even though the total commission comes off the top of the seller's sale price proceeds.

It is puzzling that a system that seems to have worked pretty well for a hundred years and for many millions of transactions should be challenged and possibly disrupted.

Fortunately, for business owners and buyers, there is little such turmoil in

the marketing and sale of a business. To begin with, there is almost no cooperation between business brokers outside of their own brokerage firm because of the reluctance to share fees - typically a much higher percentage than residential real estate. While this is embedded in the business brokerage industry, it is not in the best interest of the seller as the business will only be available to the listing broker's buyers. *(Part of the dominance and success of the NAR and Multiple Listing System (MLS) is its vast outreach providing access and incentive to thousands of agents).*

Recognizing that business brokerages, for the most part, are one, two or at best a few person entities, and were not inclined to share their listings with anyone, we at Business Team determined that as an internal "Team" we could become equivalent in effectiveness as MLS has proven to be in real estate. All of our 70+ members are required to share fees and cooperate, the results - 7,000 + transactions, providing the business seller access to a very large pool of buyers, resulting in a quicker sale at market price.

Done Deal!

Recently Sold



• SOLD

**Geotechnical
Engineering Firm**
Sale Price: \$1,700,000

Web: Business-team.com



Recently Sold



• SOLD

**Electrical &
Construction Co**
Sale Price: \$2,700,000

Web: Business-team.com



Recently Sold



• SOLD

Boutique Spa
Sale Price: \$963,632
Web: Business-team.com



Recently Sold



• SOLD

Franchise Bakery Cafe

Sale Price: \$900,000
Web: Business-team.com



Recently Sold



Children's Clothing Boutique

Sale Price: \$600,000
Web: Business-team.com



• SOLD

Recently Sold



Information Tech Service Provider

Sale Price: \$500,000

Web: Business-team.com



• SOLD

Recently Sold



Digital Marketing Provider

Sale Price: \$750,000
Web: Business-team.com



• SOLD

Recently Sold



Oil Change & Auto Service

Sale Price: \$475,000

Web: Business-team.com



• SOLD

Recently Sold



Hygiene Solutions

Sale Price: \$375,000
Web: Business-team.com



• SOLD

Recently Sold



Furniture Store

Sale Price: \$350,000

Web: Business-team.com



• SOLD

Businesses for Sale



Award Winning Landscape Business for Sale

Listing #: 10382

Location: Northern California
Gross Sales: \$2,899,885
Adjusted Earnings: \$464,879
Asking Price: \$1,599,000



Profitable General Engineering Company

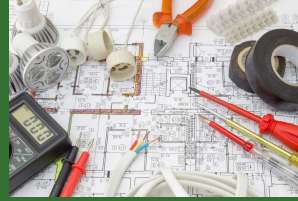
Listing #: IR11227

Location: Southern California
Gross Sales: \$6,591,584
Adjusted Earnings: \$610,957
Asking Price: \$4,500,000



Silicon Wafer Production

Listing #: 11210
Location: Northern California
Gross Sales: \$2,718,351
Adjusted Earnings: \$615,183
Asking Price: \$4,500,000



Established Electrical Contracting Company

Listing #: 11178
Location: Northern California
Gross Sales: \$19,776,676
Adjusted Earnings: \$1,833,789
Asking Price: \$3,500,000



Exclusive Winery, Vineyard, & Wine Club

Listing #: EG10183
Location: Oregon
Gross Sales: \$759,686
Adjusted Earnings: \$174,802
Asking Price: \$600,000



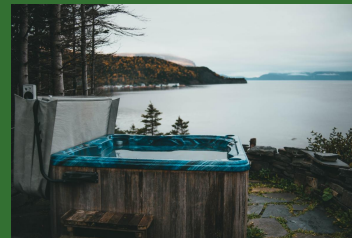
Leading Kitchen & Bath Cabinetry

Listing #: 10740
Location: Northern California
Gross Sales: \$5,409,490
Adjusted Earnings: \$990,414
Asking Price: \$2,300,000



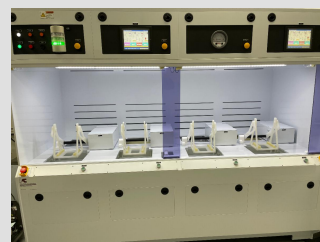
Established Rebar Fabrication Company

Listing #: 11229
Location: Northern California
Gross Sales \$7,684,032
Adjusted Earnings: \$683,121
Asking Price: \$3,000,000



Profitable Retail Spa and Hot Tub Business

Listing #: SA10918
Location: Northern California
Gross Sales: \$2,706,593
Adjusted Earnings: \$516,311
Asking Price: \$1,050,000



Specialty Wholesale Food Distributor

Listing #: PH11040
Location: Northern California
Gross Sales: \$4,929,988
Adjusted Earnings: \$458,473
Asking Price: \$2,950,000

Semiconductor Equipment

Manufacturer
Listing #:11013
Location: Northern California
Gross Sales: \$5,575,763
Adjusted Earnings: \$1,124,921
Asking Price:\$6,500,000



Pet & Feed Store with 41yr History

Listing #: SF11223
Location: Northern California
Gross Sales: \$4,312,122
Adjusted Earnings: \$856,324
Asking Price: \$2,900,000



Janitorial & Construction Maintenance

Listing #: 11094
Location: Northern California
Gross Sales: \$2,932,096
Adjusted Earnings: \$346,869
Asking Price:\$799,000



Profitable Industrial Tire Retreading

Business
Listing #: FR11160
Location: Northern California
Gross Sales: \$2,329,278
Adjusted Earnings: \$318,718
Asking Price: \$1,950,000



LCB Design Firm with Equipment &

Full Crew
Listing #: EG10796
Location: Oregon
Gross Sales: \$1,446,663
Adjusted Earnings: \$169,454
Asking Price:\$899,000



Non-Surgical Hair Replacement

Specialists
Listing #: 11091
Location: Northern California
Gross Sales: \$1,556,447
Adjusted Earnings: \$380,245
Asking Price: \$1,125,000



Profitable Kitchen & Bath Design

Business
Listing #: 10997
Location: Northern California
Gross Sales: \$1,514,684
Adjusted Earnings: \$233,333
Asking Price:\$510,000

Meet Our Team

An Interview with Joel Higginbotham

Why did you choose to join the business brokerage industry?

I've always enjoyed learning about businesses and how they operate. I thought it would be fun to help people sell their business, and while I was familiar with venture investment firms, I didn't really know about the business broker profession. I was in the dental industry at the time and during trade shows I always seemed to gravitate to the booth of the dental practice salespeople (the people who help dentists sell their practices). Over the years and after many conversations with these professionals, I decided to make the leap. After 13 years of working in sales in the medical and dental industries, I decided to become a business broker.



And what drew you to Business Team? I interviewed with a few business brokerage firms and one agent I talked to told me I had to call Business Team. I joined Business Team because of the experienced **team**. I came in like a sponge ready to soak up everything I could learn. Our weekly sales meetings (with the entire 70+ agent salesforce) are like a brain trust where all agents get the benefit of what other agents have experienced, how they have met challenges and overcome obstacles to help guide clients smoothly and successfully through the process of selling their business. In addition, every deal I am involved in teaches me something that I can use to advise the next client, by better clarifying the process or giving additional options. It's a rewarding career and I'll admit it, I fall in love with every business a little bit the more I learn about each one.

Joel has earned the Top 10 ranking recognition brokerage-wide within Business Team for the past several years. Connect with him to advise you on your business sale.

Joel Higginbotham
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E-mail: joel@business-team.com

[Read More!](#)



SEE ALL
7,000+
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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