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- **Available Opportunities**
- **Recently Sold**
- **Business Brokerage and the Pandemic**

BRE #01160661

Over 200 listings for sale

Click [HERE](#) to see businesses for sale



As expected, the transfer of small businesses has slowed down considerably. The Pacific Report which publishes a weekly report of bulk sale notices recorded **363** transfers in May 2020 vs **1,297** in May 2019—down 72%!

A Bay Area business escrow company said transfers were the lowest in April and May 2020 since 2011!

Businesses that are selling now are either priced at bargain levels or have enjoyed business as usual and in a few cases, have even seen sales and profit

For owners of businesses that were shut down completely, (restaurants, gyms) the hard choice was to hang on until restrictions were lifted and then attempt to rebuild, a process that might take years with continuing losses, or to cut the pain, reducing the offering price to the point where it was an attractive bargain. For many, this was a practical decision and we have recently sold a number of such bargain priced businesses to optimists!

Good news: Now landlords are much more amenable to negotiating a new lease to help a sale go through rather than hang on to a lease with a tenant who isn't paying rent anyway.

An impediment in selling even currently profitable businesses is the difficulty in obtaining financing. Even though SBA loans are guaranteed 75 % by the US Government, banks are now very nervous about the non- guaranteed portion and very timid about making loans. The only workaround for sellers and brokers is to carefully select a lender(s) and be prepared to provide truckloads of underwriting information (buyers also). The business broker must interface (be a pest) with the lender's business development officer and underwriting as frequently as necessary to make sure that the process doesn't stall.

In this uncertain economic climate, time is even more likely to kill deals.

Ian MacLachlan



2019

Phone: (408) 316-5198

Email: ian@business-team.com

Professional Affiliations:

Professional Affiliations: IBBA (past board member), CABB (past president)

Background/Experience:

Mr. MacLachlan is the President and founder of BTI Group (1981), the largest regional intermediary for small and mid-sized businesses, with 10 offices in the Western United States and over 5,300 completed transactions. He is qualified as an expert witness in California Superior Court.

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selling it prompted him to enter the merger and acquisition profession.

He is a founder, past President, and former Director of the California Association of Business Brokers, a past Director and current member of the International Business Brokers Association, and a member of M&A Source. He is a frequent speaker at industry conferences.

Ian received a degree in physics from San Jose State University.

[For more selected opportunities, click here](#)

Top 10 BTI Listings Highest Cash Flow



[Profitable, Landmark Power Sport Dealership](#)

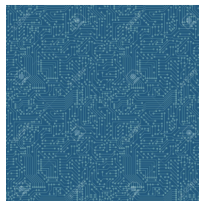
Listing #:NV2536
Category:Arts, Entertainment & Recreation
Location:Reno

Gross Sales:
\$19,460,413

**Adjusted
Earnings:**
\$1,881,355

Asking Price:
\$5,475,000

[Details](#)



[Solid Reputation Electrical Contractor](#)

Listing #:NV10173
Category:Building and Construction
Location:Reno

Gross Sales:
\$4,554,257

**Adjusted
Earnings:**
\$1,713,486

Asking Price:
\$3,400,000

[Details](#)



[B2B commercial Equipment Dist. with \\$23M sales](#)

Listing #:PH10158
Category:Wholesale & Distribution
Location:Northern California

Gross Sales:
\$23,651,235

**Adjusted
Earnings:**
\$1,540,222

Asking Price:
N/A

[Details](#)



[Electric/Construction Co w/ Government Contracts!](#)

Listing #:SF10095
Category:Building and Construction
Location:Peninsula

Gross Sales:
\$9,048,630

**Adjusted
Earnings:**
\$1,390,001

Asking Price:
\$3,000,000

[Details](#)

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Listing #:10149
 Category:Building and Construction
 Location:East Bay



[Metal Fabrication, Design, and Build Services.](#)

Listing #:SF1140
 Category:Building and Construction
 Location:San Francisco

Gross Sales:
\$4,262,991

Adjusted Earnings:
\$1,221,342

Asking Price:
\$3,000,000

[Details](#)



[Leading Cleaning and Restoration Franchise](#)

Listing #:NV10203
 Category:Services
 Location:Reno

Gross Sales:
\$3,063,861

Adjusted Earnings:
\$869,351

Asking Price:
\$3,200,000

[Details](#)



[Machine Shop](#)

Listing #:NV2648
 Category:Manufacturing
 Location:Northern Nevada

Gross Sales:
\$2,928,639

Adjusted Earnings:
\$857,010

Asking Price:
\$3,090,000

[Details](#)



[Premier Mechanical Contractor - Growth Opps](#)

Listing #:NV2624
 Category:Building and Construction
 Location:Reno

Gross Sales:
\$5,100,310

Adjusted Earnings:
\$833,385

Asking Price:
\$2,700,000

[Details](#)



[Tree Service with Solid 20+-Year Reputation](#)

Listing #:NV2555
 Category:Professional
 Location:Northern Nevada

Gross Sales:
\$1,910,627

Adjusted Earnings:
\$754,023

Asking Price:
\$2,895,000

[Details](#)

[For more selected opportunities, click here](#)

Selected Available Opportunities

230 Businesses Available



[Growing Staffing Business](#)

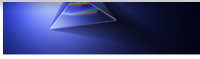
Listing #:SF1133
 Category:Staffing, Recruitment & Consulting
 Location:Northern California

Gross Sales:
\$2,503,926

Adjusted Earnings:
\$568,404

Asking Price:
\$1,290,000

[Details](#)

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Listing #:10061
Category:High Tech
Location:Northern California



[Commercial HVAC Contractor & Property](#)

Listing #:SA10065
Category:Building and Construction
Location:Northern California

Gross Sales:
\$3,078,470

Adjusted Earnings:
\$524,234

Asking Price:
\$400,000

[Details](#)



[Thriving Auto Repair & Star Smog: \\$400K+/- Income!](#)

Listing #:SF10044
Category:Auto repair
Location:San Francisco

Gross Sales:
\$2,531,317

Adjusted Earnings:
\$444,704

Asking Price:
\$699,000

[Details](#)



[Staffing for Application Developers](#)

Listing #:SF10051
Category:Internet, Software & Technology
Location:Northern California

Gross Sales:
\$1,932,528

Adjusted Earnings:
\$418,842

Asking Price:
N/A

[Details](#)



["Essential Business" New Price Reduction!](#)

Listing #:NV2655
Category:Building and Construction
Location:Northern Nevada

Gross Sales:
\$1,153,359

Adjusted Earnings:
\$394,604

Asking Price:
\$755,000

[Details](#)



[Certified Data Cable Installer](#)

Listing #:SF1118
Category:Building and Construction
Location:Northern California

Gross Sales:
\$1,239,852

Adjusted Earnings:
\$381,852

Asking Price:
\$1,200,000

[Details](#)



[Price Reduced! Thriving Paving & Maintenance Co](#)

Listing #:NV2547
Category:Building and Construction
Location:Northern Nevada

Gross Sales:
\$4,053,572

Adjusted Earnings:
\$368,490

Asking Price:
\$1,600,000

[Details](#)



[Korean Restaurant Chain, Seller Financing](#)

Listing #:10209
Category:Restaurants
Location:South Bay

Gross Sales:
\$3,156,895

Adjusted Earnings:
\$355,706

Asking Price:
\$430,000

[Details](#)

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Category: miscellaneous
Location: San Francisco



[Leading International C-Suite Search Firm](#)

Gross Sales: \$369,687

Adjusted Earnings: \$308,825

Asking Price: \$379,000

[Details](#)

Listing #: EG10091
Category: Staffing, Recruitment & Consulting
Location: Western States



[\\$300k SDE Specialty Dessert Franchisor - 23 units](#)

Gross Sales: \$1,029,604

Adjusted Earnings: \$303,079

Asking Price: N/A

[Details](#)

Listing #: SF10083
Category: Franchises
Location: Northern California



[Profitable Construction Management Firm](#)

Gross Sales: \$2,181,587

Adjusted Earnings: \$301,309

Asking Price: \$510,000

[Details](#)

Listing #: NV2565
Category: Building and Construction
Location: Nevada



[Growing Korean Restaurant Chain](#)

Gross Sales: \$2,188,535

Adjusted Earnings: \$300,899

Asking Price: \$395,000

[Details](#)

Listing #: 10119
Category: Restaurants
Location: South Bay



[FRANCHISE BEAUTY SCHOOL W/ FEDERAL FINANCIAL AID](#)

Gross Sales: \$2,845,491

Adjusted Earnings: \$300,028

Asking Price: \$2,500,000

[Details](#)

Listing #: 8632
Category: Franchises
Location: South Bay



[Profitable Mountain West Wholesale Printing Co](#)

Gross Sales: \$2,393,485

Adjusted Earnings: \$289,471

Asking Price: \$1,000,000

[Details](#)

Listing #: NV2561
Category: Publishing, Printing and Graphic Arts
Location: Nevada



[Full-Service Precision Machine Shop. SBA Approved](#)

Gross Sales: \$1,489,789

Adjusted Earnings: \$284,363

Asking Price: \$1,250,000

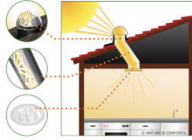
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Listing #: 10026
Category: Metal
Location: South Bay

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Services

Listing #:SF1121
 Category:Services
 Location:East Bay



Growing, Profitable Solatube Dealer/Installer

Listing #:PH3965
 Category:Building and Construction
 Location:East Bay

Gross Sales:
\$1,389,574

Adjusted Earnings:
\$283,530

Asking Price:
\$629,000

[Details](#)



Exceptional Building Products Supplier

Listing #:SF9956
 Category:Building and Construction
 Location:East Bay

Gross Sales:
\$1,652,998

Adjusted Earnings:
\$283,362

Asking Price:
\$975,000

[Details](#)



Landscape Maintenance Business

Listing #:NV10021
 Category:Services
 Location:Northern Nevada

Gross Sales:
\$776,494

Adjusted Earnings:
\$282,366

Asking Price:
\$600,000

[Details](#)



PRICED TO SELL! Wholesale Commercial Products

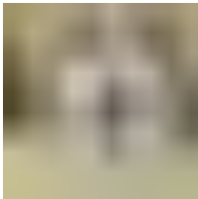
Listing #:NV2614
 Category:Wholesale & Distribution
 Location:Reno

Gross Sales:
\$1,387,147

Adjusted Earnings:
\$282,294

Asking Price:
\$1,000,000

[Details](#)



Price Improvement! Real Estate Investing

Listing #:NV10202
 Category:Real Estate
 Location:Reno

Gross Sales:
\$1,133,310

Adjusted Earnings:
\$275,931

Asking Price:
\$70,000

[Details](#)



Full Service Machine and Fabrication Shop

Listing #:ST10038
 Category:Metal
 Location:Central Valley

Gross Sales:
\$1,403,723

Adjusted Earnings:
\$273,459

Asking Price:
\$1,400,000

[Details](#)

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Listing #:SF10190
Category:Services
Location:Northern California

Recently Sold

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| Company | Sales Price | Company | Sales Price |
|----------------------------------|-------------|------------------------------|-------------|
| Pulse Fitness | \$2,499,386 | Lowpensky Moulding | \$2,000,000 |
| ABC Nursery- Grower | \$1,900,000 | Lostra Brothers Towing | \$1,750,000 |
| XYZ Collision Repair | \$1,700,000 | Bissell Bros., Inc. | \$1,469,465 |
| Aunt Cynthia's Bed & Biscuit Inn | \$1,319,000 | Mattress Nation | \$1,275,767 |
| Western Nevada Title Company | \$1,200,000 | Carney's Full Service Movers | \$900,000 |
| Big O Tire, Roseville, | \$800,000 | JH Carr | \$730,000 |
| S&C Septic | \$675,000 | Steam Store | \$550,000 |
| XYZ One Party Gas Station | \$550,000 | Californias Lice Clinic | \$495,000 |
| Papa Murphy's | \$450,000 | Charles A. Starr Co | \$415,000 |
| Midtown Eats | \$405,000 | Puzzle Room Reno | \$400,000 |
| Ace Computer Systems | \$400,000 | Checkpoint | \$400,000 |
| Astro Jump of San Jose | \$400,000 | American Class A Molds | \$380,000 |
| ABC Lock and Glass | \$377,777 | Cobb Frozen Transport | \$375,000 |
| Baked Bear | \$350,000 | Duro Manufacturing | \$350,000 |

Eugene

207 East 5th Street
 Suite 204
 Eugene, OR 97401
Tel: (650) 787-2512
rayo@business-team.com

Fresno

516 W. Shaw Ave Suite 200
 Fresno, CA 93704
Tel: (800) 622-0192
Fax: (925) 666-4796
fresno@business-team.com

Irvine

745 Irvine Center Drive
 Irvine Business Center Suite 200
 Irvine, CA 92618

Los Angeles

5670 Wilshire Blvd
 18th Floor, Suite 1800

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Fax: (714)482-4413
jeffreytait@business-team.com

Monterey Bay

215 W. Franklin St. Suite 306
Monterey, CA 93940
Tel: (831) 372-5888
Fax: (831) 536-1675
monterey@business-team.com

Pleasant Hill

2300 Contra Costa Blvd. Suite
260
Pleasant Hill, CA 94523
Tel: (925) 609-9100
Fax: (925) 609-9994
Pamela@business-team.com

Rancho Mirage

108 Loch Lomond Road
Rancho Mirage, CA 92270
Tel: (800) 622-1092
Fax: (925) 666-4796
boballen100@gmail.com

Reno

819 Riverside Dr.
Reno, NV 89503
Tel: (775) 825-3948
Fax: (775) 327-4949
Pamela@business-team.com

Sacramento

3000 Lava Ridge Court
Suite 110
Roseville, CA 95661
Tel: (916) 678-6777
Fax: (916) 678-6778
sacramento@business-team.com

San Fransisco

111 Pine Street
Suite 1420
San Fransisco, CA 94111
Tel: (415) 227-4411
Fax: (415) 930-4015
sf@business-team.com

San Jose

1475 South Bascom Ave
Suite 113
Campbell, CA 95008
Tel: (408) 246-1102
Fax: (408) 246-2219
sanjose@business-team.com

Santa Rosa

131 A Stony Circle
Suite 500
Santa Rosa, CA 94501
Tel: (707) 327-2700
Fax: (707) 306-7412

Stockton

5250 Claremont Ave.
Stockton, CA 95207
Tel: (800) 622-0192
Fax: (925) 666-4796
stockton@business-team.com

Seattle

601 108th Ave NE
Suite 1900
Bellevue, WA 98004
Tel: 425) 957-6180
Fax: (425) 947-1100
Seattleadmin@business-

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Marion Gloege, Editor

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