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- **SELECTED SOLD**
- **AVAILABLE OPPORTUNITIES**
- **WHAT WENT WRONG?**

BRE #01160661

236 businesses for sale!

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

Win \$1000!

Respond to our survey after you purchased or sold a business for a chance to win a \$1000 Amazon gift certificate!

WHAT WENT WRONG?



By: Ian MacLachlan
President

Over the course of this year 2019, we at Business Team will be sharing with you some case histories about why some sellers were unsuccessful in selling their business and why some buyers were unable to close the purchase of their

business of choice.

We hope that, if you are planning to buy or sell a company, that these stories will be useful to you as they are, indeed, to us in our quest to improve our success rate and add value to the process.

Case 1

We took a high-end pawn/gold buyer company with over \$1MM cash flow to market. Many buyers were intrigued but found the business intimidating. Eventually, an industry buyer made an offer which was accepted. Escrow was opened and permits applied for. The city has a rigorous approval process which included a public hearing the day before close of escrow. At this hearing the transfer was denied, and a \$2MM transaction failed.

What is the take away? The buyer was already in the business. He was aware that the city allows only one pawn license per individual, but he had set up his wife as the purchaser to get around this restriction. Unfortunately, city officials did not accept this plan. Could the seller or the broker (Business Team) have anticipated this problem? No, but perhaps the lesson is that when a company is in a highly regulated industry (such as pawn brokers) then the buyer pool is likely to be very small and approval hurdles very high which affects both the length of time to effect a sale and the sale price itself. So if you are a seller and your business is in a regulated industry you should expect that finding a buyer may take a long time and the multiple of earnings you can expect will be lower than similar businesses that have a larger buyer pool.

To help a business owner assess value, we at Business Team/BTI Group will provide a "PeerComps" valuation (example [here](#)) at no charge. Please contact us at 408.385.0412 for more information.

About Ian MacLahlan

ian@business-team.com

(408) 316-5198

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 over 10 offices in the Western United States and over 6,800 completed transactions. He is qualified as an expert witness in California Superior Court. Prior to founding BTI Group, Ian started a chain of motorcycle dealerships which he built into the largest Kawasaki dealer in the U.S. The experience of 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.



Sold Announcement

Beer Garden

San Mateo County

Sold in December '18

Sales Price: \$4.1MM



Sold Announcement

E-Commerce Fashion Boutique

Alameda County, CA

Sold in June '18

Sales Price: \$4.1MM

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

Top 10 BTI Listings
Highest Cash Flow



[Top Bay Area Electrical Contractor](#)

Listing #:SF1098
Category:Building and Construction
Location:Northern California

Gross Sales:
\$21,608,728

Adjusted Earnings:
\$2,583,554

Asking Price:
\$8,800,000

 [Details](#)



[Tree Service Business: 2018 cash flow is up 100%](#)

Listing #:8587
Category:Building and Construction
Location:Northern California

Gross Sales:
\$2,160,405

Adjusted Earnings:
\$1,489,604

Asking Price:
\$2,000,000

 [Details](#)



[Growing Sporting Goods Brand with \\$4mm+ in Sales](#)

Listing #:SF1112
Category:Wholesale & Distribution
Location:Unknown

Gross Sales:
\$3,815,867

Adjusted Earnings:
\$1,248,182

Asking Price:
\$5,500,000

 [Details](#)



[Premier Pool and Spa Construction, Service, and Su](#)

Listing #:NV2550
Category:Services
Location:Nevada

Gross Sales:
\$4,291,740

Adjusted Earnings:
\$1,125,941

Asking Price:
\$3,100,000

 [Details](#)



[Profitable, Landmark Power Sport Dealership](#)

Listing #:NV2536
Category:Dealerships
Location:Reno

Gross Sales: \$17,656,525
Adjusted Earnings: \$1,119,958

Asking Price: \$5,475,000

 [Details](#)



[Thriving Paving and Maintenance Company, Excellent](#)

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

Gross Sales: \$4,754,654
Adjusted Earnings: \$1,049,901

Asking Price: \$2,700,000

 [Details](#)



[Leading Moulding Manufacturer](#)

Listing #:SF1106
Category:Manufacturing
Location:Northern California

Gross Sales: \$3,620,818
Adjusted Earnings: \$1,009,506

Asking Price: \$4,099,000

 [Details](#)



[Non-Hazardous E-Waste Recycling](#)

Listing #:8601
Category:Services
Location:East Bay

Gross Sales: \$1,435,917
Adjusted Earnings: \$912,439

Asking Price: \$1,000,000

 [Details](#)



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

Listing #:NV2555
Category:Unspecified
Location:Nevada

Gross Sales: \$1,833,479
Adjusted Earnings: \$792,574

Asking Price: \$2,895,000

 [Details](#)



Growing Pawn Business
\$1.80MM Inv. Included!

Listing #:7882
Category:Miscellaneous
Location:San Francisco

Gross Sales: \$2,471,707
Adjusted Earnings: \$320,232
Asking Price: \$2,000,000



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

Selected Available Opportunities
230 Businesses Available



Top Bay Area Electrical Contractor

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 [Details](#)



Thriving Paving and Maintenance Company, Excellent

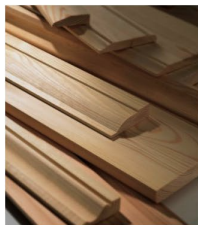
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 [Details](#)



Leading Moulding Manufacturer

Listing #:SF1106
Category:Manufacturing
Location:Northern California

Gross Sales:
\$3,620,818

Adjusted Earnings:
\$1,009,506

Asking Price:
\$4,099,000

 [Details](#)



[Non-Hazardous E-Waste Recycling](#)

Listing #:8601
Category:Services
Location:East Bay

Gross Sales: \$1,435,917
Adjusted Earnings: \$912,439

Asking Price: \$1,000,000

 [Details](#)



[Multi-store mattress chain, cash flow \\$770K](#)

Listing #:8623
Category:Furniture & Appliances
Location:Northern California

Gross Sales: \$3,525,445
Adjusted Earnings: \$773,057

Asking Price: \$2,800,000

 [Details](#)



[Tile & Stone Importer, Retailer & Wholesaler](#)

Listing #:8593
Category:Wholesale & Distribution
Location:Northern California

Gross Sales: \$2,348,997
Adjusted Earnings: \$671,701

Asking Price: \$1,750,000

 [Details](#)



[Ceramic Parts Mfg. - Avg. 5 yr. Net \\$1,000,000](#)

Listing #:SA3949
Category:Manufacturing
Location:Northern California

Gross Sales: \$2,113,014
Adjusted Earnings: \$645,619

Asking Price: N/A

 [Details](#)



[HVAC Plumbing Contractor with Fabricating Plant](#)

Listing #:PH3955
Category:Building and Construction
Location:East Bay

Gross Sales: \$7,588,343
Adjusted Earnings: \$636,831

Asking Price: \$2,000,000

 [Details](#)



Established Window Covering Business

Listing #:SF1081
Category:Business (or Biz to Biz)
Location:Northern California

Gross Sales: \$3,821,803
Adjusted Earnings: \$607,087
Asking Price: \$2,275,000

 [Details](#)

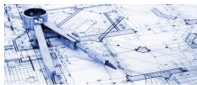


Exceptional Building Products Supplier

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

Gross Sales: \$2,652,948
Adjusted Earnings: \$602,574
Asking Price: \$1,250,000

 [Details](#)



Engineering Firm Owner Will Stay To Transitions

Listing #:PH3939
Category:Professional
Location:East Bay

Gross Sales: \$1,940,706
Adjusted Earnings: \$576,116
Asking Price: \$1,600,000

 [Details](#)

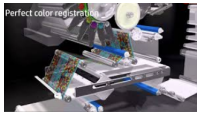


Specialty Caterer in High-End Travel Industry

Listing #:SF1092
Category:Catering
Location:Northern California

Gross Sales: \$1,816,963
Adjusted Earnings: \$486,558
Asking Price: \$1,600,000

 [Details](#)



[Profitable Printing & Graphic Arts Biz - \\$437K SDE](#)

Listing #:PH3911
Category:Publishing, Printing and Graphic Arts
Location:East Bay

Gross Sales:
\$1,385,443

Adjusted Earnings:
\$453,695

Asking Price:
\$1,395,000

 [Details](#)



[Technical Staffing Company](#)

Listing #:SF1116
Category:Staffing, Recruitment & Consulting
Location:Northern California

Gross Sales:
\$15,998,428

Adjusted Earnings:
\$438,294

Asking Price:
\$1,600,000

 [Details](#)



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

Listing #:8632
Category:Education and Day Care
Location:South Bay

Gross Sales:
\$2,200,519

Adjusted Earnings:
\$408,128

Asking Price:
\$2,500,000

 [Details](#)



[TIRES & SERVICE FRANCHISE](#)

Listing #:8569
Category:Tire Stores
Location:Peninsula

Gross Sales:
\$2,475,485

Adjusted Earnings:
\$399,302

Asking Price:
\$1,500,000

 [Details](#)



[Tech Savvy Electrical Contractor](#)

Listing #:SEA128
Category:Building and Construction
Location:Seattle

Gross Sales:
\$2,047,762

Adjusted Earnings:
\$387,442

Asking Price:
\$1,650,000

 [Details](#)

Recently Sold

[Contact us for details](#)

Industry	Purchase Price	Industry	Purchase Price
Beer Garden	\$4,159,000	E-Commerce Fashion Boutique	\$4,111,111
Machine Shop	\$1,900,000	Gas Station & Market	\$1,900,000
Recycling	\$1,860,000	Marble & Tile Wholesale & Retail	\$1,439,869
Cell Tower Construction	\$1,250,000	Chinese restaurant	\$1,136,000
Recycling	\$1,860,000	Grocery Store with Deli	\$1,850,000
Tire Store Franchise	\$1,100,000	Truck and Logistics Center	\$1,080,000
Dog Boarding & Day Care	\$1,000,000	Window, Gutter & Power Cleaning	\$795,000
Air Compressors Sales	\$756,000	Specialty Food Distributor	\$730,000
Supermarket	\$693,926	Coin Laundry and Real Estate	\$630,000
Tire Store Franchise	\$600,000	Printer and Data Services	\$480,000
Tire Store Franchise	\$475,000	Printing	\$450,000
Tire Store Franchise	\$450,000	Fencing Company	\$410,000
Market & Cafe	\$410,000	Learning Center	\$386,000
Flooring Sales and Installation	\$380,000	Italian Restaurant	\$350,000
Travel Agency	\$335,000	Florist	\$325,000

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Marion Gloege, Editor

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