



In This Issue

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- Available Listings

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

Done Deals!

Recently Sold



Blinds, Shades & Shutters

**Sale Price
\$2,500,000**



Recently Sold



Cafe

**Sale Price
\$50,000**



Recently Sold



**Coffee
Distribution**

**Sale Price
\$315,000**



Recently Sold



**Commercial Real
Estate**

**Sale Price
\$360,000**



Recently Sold



Tire Shop

**Sale Price
\$300,000**



Recently Sold



Bar

**Sale Price
\$50,000**



Recently Sold



IT, Technology
Company

Sale Price
\$422,875

BT
BusinessTeam
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Property
Management Co.

Sale Price
\$685,673

BT
BusinessTeam
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Auto Repair Shop

Sale Price
\$420,000

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Recently Sold

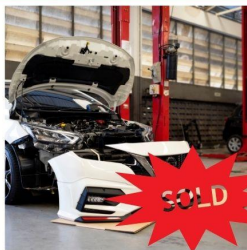


Coffee Shop

Sale Price
\$190,000

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Recently Sold

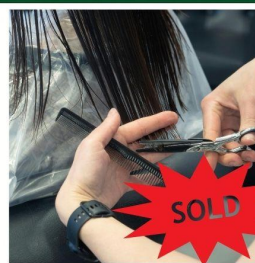


Auto Repair

Sale Price
\$100,000

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Recently Sold



Hair Salon

Sale Price
\$55,000

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Recently Sold

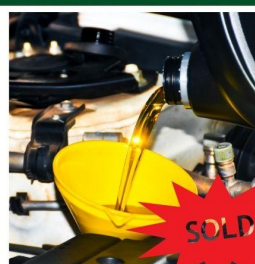


Midas Franchise

Sale Price
\$275,000

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Recently Sold



Midas Franchise

Sale Price
\$190,000

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Recently Sold



Midas Franchise

**Sale Price
\$195,000**

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Recently Sold



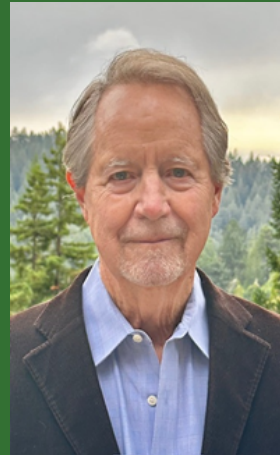
**Fire Safety
Service Provider**

**Sale Price
\$500,000**

BT
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Scroll down to see our new listings.

Why buy an established business?



Ian MacLachlan

When someone gets the urge to own their very own business, they typically have two choices:

1. Start from scratch
2. Buy an existing business

While there is great appeal in building a business from the ground up, there are significant risks involved. In a recent Wall Street Journal article referencing a study by Robert Fairlie, a distinguished professor of public policy and economics at UCLA, the statistics were eye-opening: only 50% of small business startups survive two years, and merely one-third make it to year five.

The article goes on to cite 10 common reasons for failure: (1) Being stubborn, (2) Inability to pivot, (3) External shocks, (4) Lack of a market, (5) Difficulty securing capital, (6) Internal conflict, (7) Too much passion, (8) Lack of experience, (9) Growing too quickly, and (10) Going it alone.

Buying an existing business, however, can greatly mitigate these risks. For example, lack of market becomes far less of a concern because a proven financial history removes the guesswork. Lack of experience is reduced through transition training provided by the seller and supported by existing employees. Access to capital is also easier because lenders are more willing to finance the purchase and operation of a business that already has cash flow, including working capital.

Business owners come to Business Team when they are ready to retire, pursue new ventures, relocate, or simply move on — and our job is to match them with a qualified buyer who values the lower risk and stability that come with acquiring an established business.

Featured Agent



Jack Chung, CABB

Jack manages our San Francisco agent team and specializes in wholesale, distribution, and service businesses. He takes a hands-on approach, guiding clients through valuation, marketing, negotiation, and closing. With a background spanning multiple industries and a BA in International Business from San Francisco State University, Jack brings both expertise and perspective. He is fluent in Mandarin and enjoys snowboarding and Bay Area sports with his wife and two rescue dogs.

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How did you get into business brokerage?

I entered business brokerage after spending several years working in residential and commercial real estate for a family office. While I enjoyed real estate, I reached a point where I wanted a new professional challenge. That's when I discovered business brokerage and was immediately drawn to the complexity of the work and the opportunity to be involved in the full lifecycle of a business transaction. My original plan was to gain experience as a broker while searching for a company I could eventually acquire and operate myself. Nearly two decades later, I'm still a business broker—and I can confidently say it's been a rewarding and fulfilling career.

What made you choose Business Team?

I chose Business Team primarily because of its structured training program and the depth of support provided by its management and agent network. When I entered the industry, I had no prior experience in business brokerage, so finding the right firm was critical. After researching several options, it was clear that Business Team stood apart as the only firm offering a truly comprehensive training platform combined with ongoing mentorship. That foundation allowed me to build confidence quickly and develop the skills necessary to serve clients at a high level.

How do you approach challenges when deals get difficult?

Patience and empathy are essential. Buying or selling a business is often one of the most significant and stressful events in a client's life, and challenges are almost inevitable during the transaction process. When issues arise, my role is to remain calm, objective, and solutions-focused while helping clients keep the broader

goal in perspective. By understanding the emotional and financial stakes involved, I'm able to guide clients through obstacles and keep deals moving toward a successful outcome.

Why do clients choose you?

Clients choose to work with me because they feel comfortable, informed, and confident throughout the process. I focus on clear communication, practical guidance, and always advocating for my clients' best interests. My goal is not just to complete a transaction, but to ensure clients feel supported and well-represented from start to finish.

Visit our website to learn more about Business Team!

Businesses for Sale

Import/Wholesale

Listing #: LA11654
Location: Southern California
Gross Sales \$6,127,179
SDE: \$813,852
Asking Price: \$2,950,000

Motorcycle Repair Shop

Listing #: 11655
Location: Northern California
Gross Sales \$1,013,418
SDE: \$169,343
Reduced Price: \$320,000

HVAC Service Business

Listing #: SA11479
Location: Bay Area
Gross Sales \$1,187,499
Adjusted Earnings: \$221,730
Reduced Price: \$699,000

Full Service Catering Business

Listing #: 11757
Location: Bay Area
Gross Sales: \$2,882,885
Adjusted Earnings: \$419,850
Asking Price: \$1,600,000

Manufacturing/Wholesale Agricultural Feed

Listing #: SF11585
Location: Northern California
Gross Sales \$395,176,663
Adjusted Earnings: \$1,109,010
Asking Price: \$7,500,000

BMW, Mercedes, Porsche Auto Repair

Listing #: SA11804
Location: San Francisco
Asking Price: \$1,200,000

Asphalt Repair Service

Listing #: IR11454
Location: Orange County, California
Gross Sales \$1,262,364
Adjusted Earnings: \$160,442
Asking Price: \$1,300,000

Moving & Storage Franchise

Listing #: SE11745
Location: Riverside County, CA
Gross Sales: \$283,326
Adjusted Earnings: \$19,312
Asking Price: \$350,000

Cabinet Finishing Shop

Glass Glazier and Installation

Listing #: PH11775
Location: East Bay Area
Gross Sales \$2,006,408
Adjusted Earnings: \$339,790
Asking Price: \$1,115,000 (Business)
Real Estate: \$4,200,000

Listing #: SA11701
Location: Sacramento, CA
Gross Sales \$238,613
Adjusted Earnings: \$146,764
Asking Price \$560,000

Trophy & Engraving Business

Listing #: SE11671
Location: Texas
Gross Sales \$271,992
Adjusted Earnings: \$90,619
Reduced Price: \$199,000

Auto Glass Shop

Listing #: 11424
Location: Santa Clara County, CA
Gross Sales \$604,350
Adjusted Earnings: \$158,829
Reduced Price: \$400,000

IT & Telecom Services

Listing #: SF11728
Location: Southern California
Gross Sales \$608,509
Adjusted Earnings: \$81,737
Asking Price: \$995,000

Snack Distribution Route

Listing #: ST11756
Location: San Joaquin County, CA
Gross Sales: \$494,975
Adjusted Earnings: \$84,199
Asking Price: \$230,000

Established Bath and Kitchen Remodeler

Listing #: 11565
Location: Santa Clara County, CA
Gross Sales \$1,027,560
Adjusted Earnings: \$290,368
Reduced Price: \$285,000

Turnkey Restaurant & Taphouse

Listing #: SF11609
Location: Contra Costa County, CA
Gross Sales: \$1,099,534
Asking Price: \$299,000

Barre Studio - Prime Location!

Listing #11630
Location: Redwood City, CA
Gross Sales: \$61,360
Reduced Price: \$150,000

Scalable IT & Telecom Services Business

Listing # SF11728
Location: Southern California
Gross Sales: \$1,195,461
Adjusted Earnings: \$264,146
Asking Price: \$995,000

Auto Repair Shop with Building

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

Landscape Design-Build Company

Listing #SA11771
Location: East Bay Area
Gross Sales: \$804,090
Adjusted Earnings: \$209,661
Listing Price: \$700,000

Auto Repair Shop with Building

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

Candle Making Studio

Listing #: SF11759
Location: San Francisco, CA
Gross Sales: \$206,158
Reduced Price: \$120,000



High-End Bakery Cafe, Profitable, Absentee Run

Listing #:11820

Location: Northern California

Gross Sales: \$832,432

Adjusted Earnings: \$195,807

Asking Price: \$650,000

Auto Body Paint Supply

Listing #SF11546

Location: San Mateo County, CA

Gross Sales: \$849,000

Adjusted Earnings: \$221,350

Reduced Price: **\$649,000**

European Market with Liquor License

Listing #: 11674

Location: Alameda, CA

Gross Sales \$413,216

Asking Price: \$200,000

Signage Company

Listing #: SF11807

Location: N. California

Gross Sales \$896,816

Adjusted Earnings: \$266,171

Asking Price: \$850,000

Auto Repair Shop + RE

Listing #: 11238

Location: Northern California

Gross Sales: \$989,633

Adjusted Earnings: \$245,430

Asking Price: \$1,850,000

Physical Therapy Practice

Listing #: 11680

Location: San Jose, CA

Gross Sales: \$1,120,910

Adjusted Earnings: \$293,496

Asking Price: \$1,100,000

Mediterranean Grill Restaurant

Listing #: 11776

Location Santa Clara County

Gross Sales: 1,344,946

Adjusted Earnings: \$196,990

Asking Price: \$600,000

Sushi Restaurant

Listing #: SF11811

Location: San Francisco

Gross Sales \$304,984

Adjusted Earnings: \$53,918

Asking Price: \$180,000

Landscape Installation

Listing #:SA11794

Location: Placer County

Gross Sales: \$1,638,633

Adjusted Earnings: \$392,489

Asking Price \$550,000

Postal Shipping Center

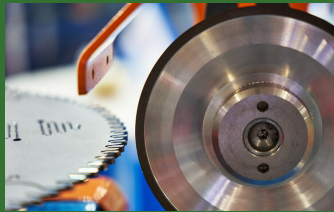
Listing # SA11795

Location: Sacramento, CA

Gross Sales: \$214,856

Adjusted Earnings: \$56,179

Asking Price: \$145,000



Saw Sharpening Business

Listing #11604

Location: Santa Clara County, CA

Gross Sales: \$159,618

Reduced Price: \$399,000

Pizza & Grill

Listing #SF11705

Location: San Francisco

Gross Sales: \$489,823

Adjusted Earnings: \$36,604

Asking Price: \$220,000



**Profitable General
Engineering Company**

Listing #: IR11227

Location: Southern California

Gross Sales: \$2,212,588

Adjusted Earnings: \$423,831

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



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