



### In This Issue

- Is the Buyer Qualified?
- Recently Sold
- Available Listings

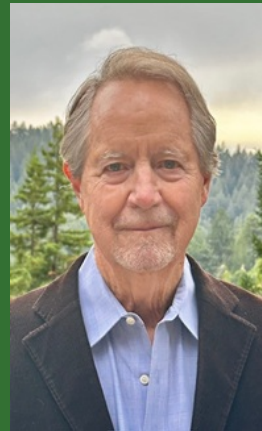
For Buyers and Sellers of Businesses- \$0-100MM Revenue

# Business Team Newsletter

December 2024 Edition

**Scroll down to see sold and new listings.**

## Is the Buyer Qualified?



By Ian MacLachlan

[Visit our Website](#)

In last month's newsletter, we listed some aspects of buyer qualification, including financial capacity, education, and resolve. This month, we're diving deeper into each aspect to explain their importance in setting the stage for a successful transaction.

### **Financial Capacity**

Financial capacity is the easiest qualification to verify—can the buyer demonstrate sufficient cash on hand for the required down payment? Often, business sellers and business brokers are shy about demanding reasonable proof from buyer prospects. But introducing an unqualified buyer not only risks confidentiality but also wastes

everyone's time and resources. It's essential to ensure buyers are financially capable before proceeding with the process.

### **Buyer Education**

The majority of business buyers have never bought a business before, and the task can appear quite complicated and nerve-racking. Without a solid understanding of the process, the buyer may feel lost or unsure. It's a business broker's responsibility to proactively educate buyers about business valuation, purchase agreements, due diligence, financing options, and timelines. A knowledgeable buyer is more likely to make confident and informed decisions.

### **Resolve**

While buying an established business is by far less risky than starting from scratch, there is, of course, a possibility that the acquisition is not a success. Sometimes, the drawn-out process of closing a transaction can lead the buyer to begin questioning her decision to purchase. Will the employees stay? What's happening to the market? Can I fill the owner role? Even for an experienced business broker, it can be difficult to determine if the resolve is there. However, there are usually early warning signs of the buyer's concerns that must be addressed, either by reassuring her of the value of the purchase or by allowing her to terminate so that the seller and broker can move on with minimal downtime.

### **Key to Closing Success**

Addressing all buyer qualification aspects upfront greatly improves the likelihood of a successful transaction. This includes verifying that buyers meet financial and operational criteria, understand the purchase process, and have clarity about the business they are pursuing. For both sellers and buyers, working with a skilled business broker can simplify the process and minimize potential obstacles, paving the way for a smoother and successful closing.

---

**Done Deal!**

## Recently Sold



Plastic Injection  
Molding Firm

Sale Price \$287,500



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



Turnkey Bar & Grill

Sale Price \$80,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



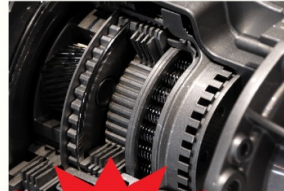
Septic Pumping and  
Maintenance

Sale Price \$1,750,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



Steady Transmission  
Business

Sale Price \$400,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



Freight Forwarding

Sale Price \$1,100,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



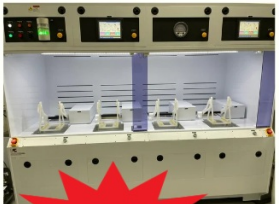
Multi Store  
Dry Cleaners

Sale Price \$550,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



Semiconductor  
Equipment  
Manufacturer

Sale Price \$5,750,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

## Recently Sold



Electric and  
Construction  
Company

Sale Price \$5,200,000



**BT**  
**BusinessTeam**  
Business Sales & Acquisitions  
A Division of BTI Group

# Recently Sold



**Custom Signage  
Company**

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



# Recently Sold

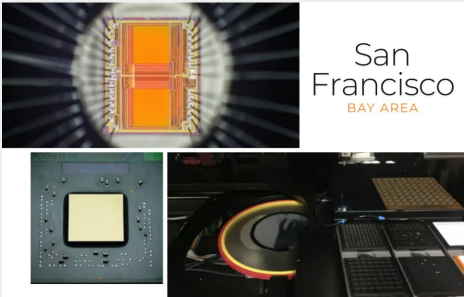


**Metal Coating  
and Finishing**

**Sale Price \$1,950,000**



# Businesses for Sale



San  
Francisco  
BAY AREA

**Micro Electronics  
Assembly Company**  
Listing #: SA11513  
Location: Northern California  
Gross Sales 600,000  
Asking Price: **\$1,850,000**



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



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



**Retail Home and Garden Business**



**Paint & Sip Art Studio**



Listing #:SF11499

Location: Northern California

Gross Sales: \$608,319

Adjusted Earnings: \$161,170

Asking Price: \$250,000



**Established Rebar  
Fabrication Company**

Listing #: 11229

Location: Northern California

Gross Sales \$7,689,805

Adjusted Earnings: \$533,915

Asking Price: \$2,500,000

Listing #:PH11521

Location: Northern California

Gross Sales: \$227,087

Adjusted Earnings: \$52,289

Asking Price: \$225,000



**Fire Extinguisher Service**

Listing #11510

Location: San Mateo County

Gross Sales: \$247,129

Adjusted Earnings: \$135,693

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: \$405,408

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: \$2,282,667**

**Adjusted Earnings: \$396,114**

**Asking Price: \$1,800,000**



**Jersey Mike's Established Franchise**

**Listing #: SA11443**

**Location: Sacramento**

**Gross Sales \$708,409**

**Asking Price: \$750,000**



**Growing Data Cable Contractor**

**Listing #: SF11406**

**Location: Northern California**

**Gross Sales: \$1,020,046**

**Adjusted Earnings: \$341,227**

**Asking Price: \$650,000**



**Coffee Shop**

**Listing #: EG11377**

**Location: Portland, OR**

**Gross Sales: \$352,852**

**Adjusted Earnings: \$55,573**

**Asking Price: \$249,000**



**Boutique Online Coffee & Weightlifting Apparel**

**Listing #: SA11364**

**Location Sacramento County**

**Gross Sales: \$701,981**

**Adjusted Earnings: \$149,340**

**Asking Price: \$650,000**



**Leading Kitchen & Bath Cabinetry**

**Listing #: 10740**



**Personal Training Gym**

**Listing #: 11416**

Location: Northern California  
Gross Sales: \$4,211,228  
Adjusted Earnings: \$334,726  
Asking Price \$1,500,000



**Pest Control Company**

**Listing # SA11303**

**Location: Sacramento County**

**Gross Sales: \$541,975**

**Adjusted Earnings: \$225,886**

**Asking Price: \$725,000**

Location: Oakland, CA

Gross Sales: \$178,230

Adjusted Earnings: \$103,156

Asking Price \$353,000



**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](http://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](mailto:Lara@Business-Team.com)

916-883-1203



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

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!