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- RECENTLY SOLD
- AVAILABLE OPPORTUNITIES
- TYPICAL BUYER CONTINGENCIES INCLUDED IN A PURCHASE AGREEMENT TO BUY A BUSINESS

BRE #01160661

Over 230 listings for sale

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Typical Buyer Contingencies Included in a Purchase Agreement to Buy a Business



By Jim Marshall
BTI Pleasant Hill

There are three contingencies (sometimes more are added) that are usually part of an Offer and Agreement to Buy or Asset Purchase Agreement.

- Landlord agreement to assign the existing lease or enter into a new lease with the buyer;
- Lender agreement to loan funds to the buyer for the purchase of the business
- Verification of Business Performance (Due Diligence) by the buyer.

These three contingencies are built in to the BTI Offer and Agreement to Buy form and the time frame for removal of these contingencies is normally between 21 to 30 days from the acceptance of the offer. The lease and financing contingencies both require some effort on the part of the buyer to submit the required information to the landlord and to the SBA lender for approval. The Verification of Business Performance or “Due Diligence” contingency will require effort by both buyer and seller. The buyer typically is required to provide a list of information he/she requires from the seller to verify the performance of the business within 5-7 days of acceptance. The seller is then required to provide the requested information to the buyer within 5-7 days of receiving the buyer’s request. The buyer then has typically 10-14 days to evaluate the information provided and remove the contingency in writing.

Unless a buyer has engaged the services of a CPA to advise him/her in the purchase and evaluation of the business, he/she may not know what to ask for to substantiate the numbers provided by the seller and while Business Team cannot perform due diligence for a buyer we can and do recommend professionals that are well versed in verifying business performance.

Sellers too are often unprepared to respond to the buyer’s request for information and are often surprised and frustrated that the buyer is requesting

detailed financial and operating information about their business before the sale is completed. Business Team has encountered many sellers who do not regularly utilize a CPA or even a bookkeeper to maintain financial records, instead handling that task themselves with QuickBooks or a similar small business accounting software package. Many small business owners fall behind on data entry during the year and do not produce monthly or even quarterly financial statements (Income Statements, Balance Sheets and Statements of Cash Flow). As year-end approaches, these sellers play “catch-up” to enter all financial data in preparation for hand-off to their CPA or Tax Preparer. When the seller is not prepared in advance to provide the typically requested information, he/she may be unable to meet the time requirement and due diligence is negatively impacted. Part of our job, though, here at Business Team is to coach, if needed, the business owner who wants to sell in how best to set up systems that will make due diligence relatively painless and that will lead to greater buyer confidence and so improve the chances of a mutually rewarding sale!

About Jim Marshall

jmarshall@business-team.com

(925) 382-3971

Professional Affiliations:

California DRE Real Estate Sales License, California DBW Yacht & Ship Sales License

Background/Experience: Jim Marshall is an experienced business leader with core competencies in company formation and leadership, business turnarounds, mergers and acquisitions, primarily in high-technology product development and manufacturing industries. Following a successful career of more than 36 years in the microelectronics and semiconductor equipment industry, Mr. Marshall purchased and operated a durable medical equipment business which he sold in 2012. Jim joined Business Team in the Pleasant Hill office in January 2013. During his career, Jim has served in senior management positions at three start-up companies, co-founding one firm (MESA) and helping lead another (PMAT) to and through a successful initial public offering. As a small business owner, Mr. Marshall has direct hands-on experience in the acquisition, management and sale of a business encompassing both asset purchase and stock sale transactions. At Business Team, Mr. Marshall has leveraged his extensive business background and experience in mergers and acquisitions to assist both buyers and sellers in the

purchase and sale of businesses.

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

Top 10 BTI Listings Highest Cash Flow



Electrical Contractor - Commercial/Industrial

Gross Sales:
\$22,968,285

Adjusted Earnings:
\$3,055,923

Asking Price:
\$8,800,000

 [Details](#)

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



Profitable, Landmark Power Sport Dealership

Gross Sales:
\$19,460,413

Adjusted Earnings:
\$1,881,355

Asking Price:
\$5,475,000

 [Details](#)

Listing #:NV2536
Category:Dealerships
Location:Reno



Tree Service with Solid 20-Year Reputation

Gross Sales:
\$1,975,403

Adjusted Earnings:
\$978,570

Asking Price:
\$2,895,000

 [Details](#)

Listing #:NV2555
Category:Professional
Location:Nevada



Commercial HVAC Contractor & Property

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

Gross Sales:
\$4,495,432

Adjusted Earnings:
\$950,253

Asking Price:
N/A

 [Details](#)



Plumbing and HVAC Contractor

Listing #:NV2624
Category:Manufacturing
Location:Nevada

Gross Sales:
\$5,100,310

Adjusted Earnings:
\$833,385

Asking Price:
\$2,700,000

 [Details](#)



Specialty Medical Practice - \$800,000 Net Income!

Listing #:SA4027
Category:Health and Medical
Location:Sacramento

Gross Sales:
\$1,810,706

Adjusted Earnings:
\$798,397

Asking Price:
\$2,000,000

 [Details](#)



Absentee with High Growth

Listing #:SF1129
Category:Publishing, Printing and Graphic Arts
Location:East Bay

Gross Sales:
\$5,143,232

Adjusted Earnings:
\$713,205

Asking Price:
\$2,100,000

 [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:
\$4,250,000

 [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](#)



Direct to Consumer eCommerce Grower-Nursery

Listing #:PH10090
Category:Wholesale & Distribution
Location:North Bay

Gross Sales: \$5,679,995
Adjusted Earnings: \$606,991
Asking Price: \$1,900,000

 [Details](#)

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

Selected Available Opportunities

230 Businesses Available



Natural Stone Contractor

Listing #:NV2620
Category:Miscellaneous
Location:Nevada

Gross Sales: \$3,682,371
Adjusted Earnings: \$1,446,363
Asking Price: \$5,200,000

 [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: \$4,250,000

 [Details](#)



Fresno Industrial Warehouse Parcel For Sale/Lease

Listing #:SF1132
Category:Real Estate
Location:Central Valley

Gross Sales: \$0
Adjusted Earnings: \$0
Asking Price: \$4,188,888

 [**Details**](#)



Machine Shop

Listing #:NV2648
Category:Manufacturing
Location:Northern Nevada

Gross Sales: \$1,211,008
Adjusted Earnings: \$366,441
Asking Price: \$3,090,000

 [**Details**](#)



Plumbing and HVAC Contractor

Listing #:NV2624
Category:Manufacturing
Location:Nevada

Gross Sales: \$5,100,310
Adjusted Earnings: \$833,385
Asking Price: \$2,700,000

 [**Details**](#)



Award-Winning Craft Brewery with Restaurants

Listing #:EG0007
Category:Restaurants
Location:Western States

Gross Sales: \$3,071,180
Adjusted Earnings: \$249,335
Asking Price: \$2,550,000

 [**Details**](#)



FRANCHISE BEAUTY SCHOOL W/ FEDERAL FINANCIAL AID

Listing #:8632
Category:Franchises
Location:South Bay

Gross Sales: \$2,973,824
Adjusted Earnings: \$530,206
Asking Price: \$2,500,000

 [**Details**](#)



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

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

Gross Sales:
\$4,542,402

Adjusted Earnings:
\$753,579

Asking Price:
\$2,400,000

 [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](#)



[Elk Grove Prime Commercial Real Estate](#)

Listing #:SA10076
Category:Unspecified
Location:Northern California

Gross Sales:
\$0

Adjusted Earnings:
\$0

Asking Price:
\$2,200,000

 [Details](#)



[Restaurant with Bar including Real Estate](#)

Listing #:10037
Category:Restaurants
Location:Northern California

Gross Sales:
\$890,899

Adjusted Earnings:
\$119,825

Asking Price:
\$2,100,000

 [Details](#)



[40+ Year Glass Distribution and Fabrication Co](#)

Listing #:NV2602
Category:Auto
Location:Nevada

Gross Sales:
\$2,390,894

Adjusted Earnings:
\$363,961

Asking Price:
\$2,100,000

 [Details](#)



[Absentee with High Growth](#)

Listing #:SF1129
Category:Publishing, Printing and Graphic Arts
Location:East Bay

Gross Sales:
\$5,143,232

Adjusted Earnings:
\$713,205

Asking Price:
\$2,100,000

 [Details](#)



[Specialty Medical Practice - \\$800,000 Net Income!](#)

Listing #:SA4027
Category:Health and Medical
Location:Sacramento

Gross Sales:
\$1,810,706

Adjusted Earnings:
\$798,397

Asking Price:
\$2,000,000

 [Details](#)



[PRICE REDUCED! 3.25 Multiple!](#)

Listing #:NV2569
Category:Auto
Location:Nevada

Gross Sales:
\$1,453,609

Adjusted Earnings:
\$584,081

Asking Price:
\$1,900,000

 [Details](#)



[Direct to Consumer eCommerce Grower-Nursery](#)

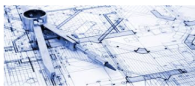
Listing #:PH10090
Category:Wholesale & Distribution
Location:North Bay

Gross Sales:
\$5,679,995

Adjusted Earnings:
\$606,991

Asking Price:
\$1,900,000

 [Details](#)



[Engineering Firm Owner Will Stay To Transitions](#)

Listing #:PH3939
Category:Professional
Location:East Bay

Gross Sales:
\$2,090,965

Adjusted Earnings:
\$439,481

Asking Price:
\$1,600,000

 [Details](#)



[Multi-Disciplinary Engineering Firm](#)

Listing #:NV2630
Category:Unspecified
Location:Northern Nevada

Gross Sales:
\$2,319,616

Adjusted Earnings:
\$458,922

Asking Price:
\$1,450,000

 [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](#)



[TIRES STORE FRANCHISE](#)

Listing #:8569
Category:Tire Stores
Location:Peninsula

Gross Sales:
\$2,578,595

Adjusted Earnings:
\$439,996

Asking Price:
\$1,350,000

 [Details](#)



[B2B Business Furniture Distributor](#)

Listing #:SEA129
Category:Miscellaneous
Location:Washington

Gross Sales:
\$1,906,898

Adjusted Earnings:
\$315,539

Asking Price:
\$1,350,000

 [Details](#)



[Awesome Pet Boarding Business and Property](#)

Listing #:SA3995
Category:Personal
Location:Sacramento

Gross Sales:
\$472,604

Adjusted Earnings:
\$153,306

Asking Price:
\$1,325,000

 [Details](#)

Recently Sold

[Contact us for details](#)

Industry	Company	Industry	Company
LowPensky Moulding	\$2,000,000	Ultrasil Corporation	\$1,440,539
Big-O-Tires	\$1,225,000	Blue Star Company	\$1,200,000
Big O Tire, Roseville	\$800,000	JH Carr	\$730,000
Duds 'N Suds	\$700,000	Seniors Helping Seniors	\$700,000
Sunshine Cleaning Services	\$700,000	S&C Septic	\$675,000
Big O Tires #5276	\$490,000	Charles A. Starr Co	\$415,000
Checkpoint	\$400,000	Astro Jump of San Jose	\$400,000
Japan Auto Repair	\$385,000	ABC Lock and Glass	\$377,777
Cobb Frozen Transport	\$375,000	Baked Bear	\$350,000
Ristorante Avanti	\$350,000	Whip It Light Rods, LLC	\$335,000
Retro Fitness Main Street	\$325,000	741 Front St Office Space Lease	\$322,623
Stockton Propeller, Inc.	\$320,000	Seaside Union 76	\$310,000
Chinese Bilingual Learning Center	\$300,000		

● **Merger / Acquisition** ● **Valuations**

<p>Announcing Ultrasil Corporation Has been acquired by East Asia Investment, LLC This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Big O Tires Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Blue Star Company Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>
<p>Announcing Lowpensky Moulding Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Whip It Light Rods, LLC Has been acquired by TCB, Inc. This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Seaside Union 76 Has been acquired by Falco Inc. This acquisition was arranged and coordinated by BUSINESS TEAM</p>
<p>Announcing El Taco Factory Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Retro Fitness Main Street Has been acquired by Big Ideas Inc. This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing HOM Korean Kitchen Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>
<p>Announcing Delta Electric Company Has been acquired by A Private Investor This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Shear Magic Salon Has been acquired by Expense, LLC This acquisition was arranged and coordinated by BUSINESS TEAM</p>	<p>Announcing Japan Auto Repair Has been acquired by J&J Automotive Repair LLC This acquisition was arranged and coordinated by BUSINESS TEAM</p>

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Marion Gloege, Editor

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