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

## Business Team Newsletter

Spring Edition

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

**Good news/bad news for  
both business buyers  
and sellers as of April  
2023!**



By Ian MacLachlan

Have the changes to the economy due to the Covid crisis and, most recently, inflation had an effect on the buying and selling of businesses?

Yes, as to be expected--some have been negative but there are also some positive effects for both buyers and sellers.

The Covid Pandemic caused, what seems to be a permanent shift to remote work for many and has had a huge impact on metro office space, especially in cities such as San Francisco and New York resulting in actual vacancy rates greater than 50% (actual is estimated taking into account spaces that are still leased but unoccupied). Many office towers have already been given back to lenders. Downtowns are deserted and businesses such as food and fitness centers have seen their customer base disappear resulting in a large number of permanent closings and more empty spaces.

Some businesses such as nurseries boomed during the Covid lockdown (people stuck at home became avid gardeners!). Other businesses benefited from the shift

to remote resulting in lower overhead. Some Business Team clients, after discovering the benefits, recruited employees from lower-wage areas of the country and even abroad.

Inflation, the rise in interest rates, and the worries about another downturn have affected many small businesses too—time lag in passing on higher costs to the customer and consumer wallet-tightening has hurt some bottom lines. Some relatively good news—the SBA interest rates have risen only a bit and banks are quoting 7.5% for 80-90% loans so most businesses are financeable.

For business owners that are contemplating an exit, there is some good news—the hundreds of thousands of recent and planned layoffs have created a large pool of what we call here at Business Team, “Corporate refugees”, mid-level employees with management skills, an IRA that can be tapped for a down payment and, most importantly, see the layoff as an opportunity to take charge of their careers that small business ownership can provide. The “Refugees” are also financeable! While this type of buyer is very desirable, he/she has most likely never bought or owned a business and so requires a lot of support and guidance from his/her broker. This buyer will also require a thorough, detailed marketing package or offering memorandum.

To reach the “Corporate Refugee”, Business Team advertises on 12 websites to cast a net as wide as possible and it produces thousands of views and hundreds of inquiries which then have to be screened for suitability before an introduction is made. In most cases the broker will work for some months, showing a number of opportunities to this type of buyer before a match is made.

So, the good news for business owners considering an exit, there is, especially in urban/suburban areas, a large, recently created pool of buyers.

## Recently Sold

### Recently Sold



**High End Jewelry Boutique,  
2MM+ Included Inventory**

**Sale Price: \$5,000,000**  
Web: [Business-team.com](http://Business-team.com)



• **SOLD**

### Recently Sold



**Leading Pump Installer,  
Repair & Sales**

**Sale Price: \$1,025,000**  
Web: [Business-team.com](http://Business-team.com)



• **SOLD**

## Recently Sold



**Logistic Transportation and Warehousing Business**

**Sale Price: \$950,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**Commercial Property Lease**

**Sale Price: \$947,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**Franchise Tire Outlet with \$352K SDE**

**Sale Price: \$840,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**Absentee Run C Store Gas on Main St. Northern CA**

**Sale Price: \$560,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**B2B Business Furniture Distributor**

**Sale Price: \$549,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**Well Established Electrical Contractor**

**Sale Price: \$460,000**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**Highly Rated Auto Repair and Tire Center**

**Sale Date: 2/10/2023**  
Web: Business-team.com



• **SOLD**

## Recently Sold



**OC Machine Shop**

**Sale Date: 4/03/2023**  
Web: Business-team.com



• **SOLD**

# Businesses for Sale



**Award Winning Landscape Business for Sale**

Listing #:10382  
Location: Northern California  
Gross Sales: \$3,399,710  
Adjusted Earnings: \$596,787  
Asking Price: \$1,800,000



**Specialized Construction Supplier**

Listing #: 10753  
Location: Northern California  
Gross Sales: \$20,048,159  
Adjusted Earnings: \$2,895,348  
Asking Price: \$5,000,000



**Wholesale Aftermarket Collision Parts**

Listing #:10856  
Location: Northern California  
Gross Sales: \$3,954,641  
Adjusted Earnings: \$324,358  
Asking Price: \$1,400,000



**Building Supply, Top Volume, Absentee Run**

Listing #:10977  
Location: Northern California  
Gross Sales: \$6,106,293  
Adjusted Earnings: \$215,391  
Asking Price: \$1,400,000



**Exclusive Winery, Vineyard, & Wine Club**

Listing #: EG10183  
Location: Oregon  
Gross Sales: \$759,686  
Adjusted Earnings: \$174,802  
Asking Price: \$6,600,000



**Information Technology Service Provider**

Listing #:SF10782  
Location: Northern California  
Gross Sales:\$1,329,273  
Adjusted Earnings:\$300,584  
Asking Price \$1,300,000



**High Profit Independent Grocery Store**

Listing #: ST10780  
Location: Northern California  
Gross Sales \$17,467,745  
Adjusted Earnings: \$1,012,973



**Profitable Retail Spa and Hot Tub Business**

Listing #: SA10918  
Location: Northern California  
Gross Sales: \$2,706,593

Asking Price: \$6,000,000



**Specialty Wholesale Food Distributor**

Listing #: PH11040

Location: Northern California

Gross Sales: \$4,929,988

Adjusted Earnings: \$458,473

Asking Price: \$2,950,000

Adjusted Earnings: \$516,311

Asking Price: \$1,300,000



**Kids Indoor Play Place, Franchise**

Listing #: PH10815

Location: Northern California

Gross Sales: \$1,944,662

Adjusted Earnings: \$489,451

Asking Price: \$2,200,000



**500K Cash flow Roofing Business  
(SBA Approved)**

Listing #: 10440

Location: Northern California

Gross Sales: \$2,162,684

Adjusted Earnings: \$500,476

Asking Price: \$900,000



**Home Run National Park Tours**

Listing #: 10999

Location: Northern California

Gross Sales: \$976,661

Adjusted Earnings: \$312,637

Asking Price: \$975,000



**Franchise Bakery Cafe, SBA  
Preapproved**

Listing #: 10953

Location: Northern California

Gross Sales: \$1,443,786

Adjusted Earnings: \$133,548

Asking Price: \$990,000



**LCB Design Firm with Equipment &  
Full Crew**

Listing #: EG10796

Location: Oregon

Gross Sales: \$1,484,585

Adjusted Earnings: \$250,143

Asking Price: \$899,000



**Non-Surgical Hair Replacement  
Specialists**

Listing #: 11091



**Profitable Kitchen & Bath Design  
Business**

Listing #: 10997

Location: Northern California  
Gross Sales: \$1,556,447  
Adjusted Earnings: \$379,511  
Asking Price: \$1,125,000



**Staffing, Recruitment & Consulting**

Listing #: 10819  
Location: Northern California  
Gross Sales: \$1,991,244  
Adjusted Earnings: \$182,725  
Asking Price: \$800,000

Location: Northern California  
Gross Sales: \$1,514,684  
Adjusted Earnings: \$233,333  
Asking Price: \$524,000



**Wholesale & Retail Lumber Supply**

Listing #: ST10700  
Location: Northern California  
Gross Sales 9 months: \$1,284,217  
Adjusted Earnings: \$135,114  
Asking Price: \$599,90

## Interested in becoming a Business Intermediary?



**Contact A Team Leader**

If you're interested in joining our team, please contact Belma Dizdarevic at 916-883-1200 or by email, [belma@business-team.com](mailto:belma@business-team.com)

More information is available at: <http://www.business-team.com/about/careers.aspx>

**Business Team is Expanding**

Why you should join our team as a Business Broker/Intermediary

- **Large Commission-** Commissions can exceed \$500,000
- **Independence** - Associates are independent contractors
- **Career Satisfaction-** Help business owners achieve a fair price for their business while helping buyers realize the dream of business ownership
- **Stimulating Professional Environment** - Negotiate & Interact with a wide range of business professionals
- **Mentor Program-** New associates are partnered with a senior associate to help them quickly gain competence and confidence

SEE ALL  
7,000+  
LISTINGS BTI  
GROUP HAS  
SOLD

For additional information, please visit our website.  
[www.business-team.com](http://www.business-team.com)

SEE ALL LISTINGS



Business Sales & Acquisitions  
A Division of BTI Group



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