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- New Office: St. Louis, MO

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

Business Team Newsletter

June 2025 Edition

Done Deal!

Recently Sold



Property Management
Sale Price \$1,700,000



Recently Sold



Corporate Tech
Training
Sale Price \$416,100



Recently Sold



Lube & Tune Franchise
Sale Price \$3,773,000



Recently Sold



Janitorial &
Construction
Sale Price \$1,800,000



Recently Sold



Franchise Sandwich
Shop
Sale Price \$1,300,000



Recently Sold



Landscape Business

Sale Price \$550,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Childs Play Center

Sale Price \$450,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Custom Cardboard
Packaging

Sale Price \$400,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Restaurant

Sale Price \$121,088



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Landscape Business

Sale Price \$250,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Laundromat

Sale Price \$199,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



Laundromat

Sale Price \$120,000



BT
Business Team
Business Sales & Acquisitions
A Division of BTI Group

Recently Sold



**Septic Pumping and
Maintenance**

Sale Price \$1,750,000

SOLD



Recently Sold



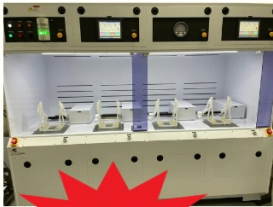
**Steady Transmission
Business**

Sale Price \$400,000

SOLD



Recently Sold



**Semiconductor
Equipment
Manufacturer**

Sale Price \$5,750,000

SOLD



Recently Sold



**Electric and
Construction
Company**

Sale Price \$5,200,000

SOLD



Scroll down to see our new listings.

Business Buyers: How To Improve Your Odds - Continued



Ian MacLachlan

In our previous newsletter article, "Business Buyers – How to Improve Your Odds," we discussed the importance of making a favorable first impression on both the broker and the seller. This is especially critical in competitive environments, which often arise when an attractive business comes to market.

In addition to presenting a complete buyer profile, resume, and

detailed source of funds—as previously recommended—the buyer should work with their agent to thoroughly prepare for the initial Zoom meeting with the seller. Since COVID, approximately 95% of first buyer-seller meetings have taken place via Zoom—and that trend continues today. The buyer should have reviewed all available information on the listing and conducted some basic industry research to appear credible in the eyes of the seller. A short list of discussion topics—delivered to the seller in advance of the meeting—will make a favorable impression and help set the tone for a productive conversation.

If the buyer wants to move forward after the initial meeting, the next step is to prepare and submit an offer. For small business transactions, most buyers are comfortable using a fill-in-the-blanks 3–5 page purchase agreement such as the California Association of Business Brokers (CABB) or Business Team form. These forms are used almost exclusively for transactions up to \$5 million in value and include built-in protections—such as a provision allowing both buyer and seller a specified period for attorney review and approval following signing, if they so choose.

Some would-be buyers, however, get fixated on using a Letter of Intent (LOI), mistakenly believing it gives them more flexibility to consult with legal and accounting advisors before committing. In reality, the CABB purchase agreement already provides that flexibility—along with standard contingencies for due diligence, lease approval, and financing—all while moving the deal forward in a way sellers are far more likely to take seriously.

LOIs are hopelessly uncompetitive when compared to a purchase agreement, for several reasons:

- They generally offer nothing binding, yet still ask the seller to take the business off the market through exclusivity or no-shop clauses.
- Worse, they often require attorney involvement up front—resulting in legal fees for both parties before there's even a committed deal. (We were recently involved in a transaction where both buyer and seller spent over \$25,000 each on

attorney fees over many months, and the transaction failed to close!)

In contrast, a typical business broker purchase agreement binds the seller for a limited contingency period while giving the buyer the flexibility to walk away if needed. Common contingencies include due diligence, lease approval, and financing. The buyer can exit at any time prior to removing these contingencies, and any earnest money is refundable via escrow.

A completed Business Team or CABB agreement—with terms comparable to those in an LOI—is far more likely to be taken seriously, to be accepted, and to result in a speedier closing!

In short, serious preparation and a properly structured offer aren't just helpful—they're essential in today's competitive market.

[Visit our Website](#)

Businesses for Sale



Generator Electrical Contractor

Listing #: 11539
Location: Ventura County, CA
Gross Sales \$1,221,132
Adjusted Earnings: \$624,857
Asking Price: \$1,695,000



Profitable Property Management Firm

Listing #: SF11686
Location: Northern California
Gross Sales \$98,717
Asking Price: \$175,000



Bicycle Sales & Service Shop

Listing #: 11581

Location: Sacramento County, CA

Gross Sales \$1,084,782

Adjusted Earnings: \$245,837

Asking Price: \$585,000



Transmission Business Semi-Absentee

Listing #: SA11703

Location: Placer County, CA

Gross Sales: \$1,187,260

Adjusted Earnings: \$372,715

Asking Price: \$810,000



Manufacturing/Wholesale

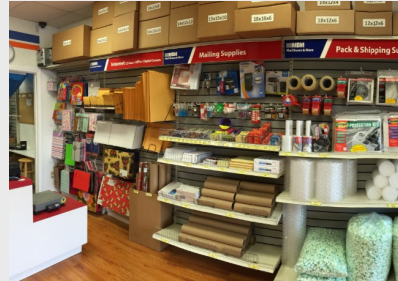
Agricultural Feed

Listing #: SF11585

Location: Northern California

Gross Sales \$395,176,663

Adjusted Earnings: \$1,109,010



Turn-Key Mail Box Center

Listing #: 11591

Location: Alameda County, CA

Asking Price: \$120,000



Asphalt Repair Service

Listing #: IR11454

Location: Orange County, California

Gross Sales \$1,262,364

Adjusted Earnings: \$160,442

Asking Price: \$1,300,000



French Bakery Opportunity

Listing #: 11296

Location: Northern California

Gross Sales: \$1,991,544

Asking Price: \$1,200,000



E-Commerce Men's Clothing Retailer

Listing #: 11571

Location: Los Angeles, CA

Gross Sales \$7,447,139

Adjusted Earnings: \$975,485

Asking Price: \$3,900,000



Glass Glazier and Installation

Listing #: SA11701

Location: Sacramento, CA

Gross Sales \$484,672

Adjusted Earnings: \$319,018

Asking Price \$560,000



Well-Known Hair Salon

Listing #: 11712

Location: Menlo Park, CA

Gross Sales \$110,426

Asking Price: \$120,000



Auto Glass Shop

Listing #: 11424

Location: Santa Clara County, CA

Gross Sales \$604,350

Adjusted Earnings: \$158,829

Asking Price: \$700,000



Structural Engineering Business

Listing #: SF11515

Location: Alameda County, CA

Gross Sales \$844,866

Adjusted Earnings: \$317,644

Asking Price: \$800,000



Destination Niche Plant Nursery

Listing #: SF11549

Location: Northern California-East Bay

Gross Sales: \$730,545

Asking Price: \$499,000



**Established Bath and Kitchen
Remodeler**

Listing #: 11565

Location: Santa Clara County, CA

Gross Sales \$1,027,560

Adjusted Earnings: \$290,368

Asking Price: \$390,000



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: \$85,855

Asking Price: \$250,000



Beauty Spa Franchise and 2 Stores

Listing #11658

Location: Santa Clara County, CA

Gross Sales: \$2,091,384

Adjusted Earnings: \$1,012,927

Asking Price: \$3,500,000



Auto Repair, Wheels, Tires

Listing #FR11646

Location: Madera County

Gross Sales: \$711,637

Adjusted Earnings: \$90,258

Asking Price: \$199,000



Fire Extinguisher Service

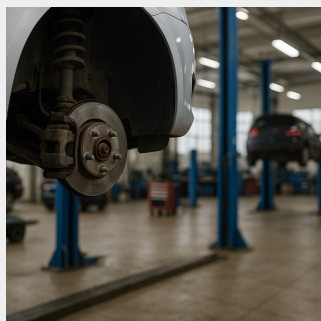
Listing #11510

Location: San Mateo County, CA

Gross Sales: \$317,168

Adjusted Earnings: \$222,762

Asking Price: \$339,000



Auto Repair Shop with Building



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



Wholesale Boutique Bakery
Listing #: EG10960
Location: Lane County, OR
Gross Sales: \$381,570
Adjusted Earnings: \$103,471
Asking Price: \$299,000

Wholesale Scuba Gear & Wear
Listing #: SA11574
Location: Alameda County, CA
Gross Sales: \$936,520
Adjusted Earnings: \$175,020
Asking Price: \$1,000,000



Acoustic Measurement Mfg & Supply
Listing #: 11304
Location: Northern California
Gross Sales: \$422,188
Adjusted Earnings: \$183,887
Asking Price: \$600,000



Auto Body Paint Supply
Listing #SF11546
Location: San Mateo County, CA
Gross Sales: \$1,286,697
Adjusted Earnings: \$352,277
Asking Price: \$849,000



Wholesale Sandwich Business
Listing #PO11624
Location: Multnomah County, OR
Gross Sales: \$1,787,888
Adjusted Earnings: \$255,953
Asking Price: \$725,000



European Market with Liquor License
Listing #: 11674
Location: Alameda, CA
Gross Sales: \$413,216
Asking Price: \$200,000



Manufactured Home Resale Brokerage
Listing #: PO11552
Location: Clackamas County, OR
Gross Sales: \$1,164,217
Adjusted Earnings: \$410,308
Asking Price: \$795,000



Coffee Shop
Listing #: EG11377
Location: Portland, OR
Gross Sales: \$365,003
Adjusted Earnings: \$63,956
Asking Price: \$205,000



Boutique Online Coffee & Weightlifting Apparel
Listing #: SA11364
Location Sacramento County
Gross Sales: \$701,981
Adjusted Earnings: \$149,340
Asking Price: \$500,000



Custom-Made Plastics Manufacturer
Listing #: 11568
Location: Washington
Gross Sales \$215,524
Asking Price: \$150,000



Strength Training Gym
Listing #:11416
Location: Oakland, CA
Gross Sales: \$203,130
Adjusted Earnings: \$118,310
Asking Price \$353,000



Residential & Commerical Painting Contractor
Listing #SA11450
Location: Sacramento County, CA
Gross Sales: \$371,262
Adjusted Earnings: \$156,655
Asking Price: \$250,000



Established Childcare Center
Listing #SA11270
Location: Sacramento County, CA
Gross Sales: \$181,615
Asking Price: \$110,000



Saw Sharpening Business



Profitable General

Listing #11604
Location: Santa Clara County, CA
Gross Sales: \$159,618
Asking Price: \$425,000

Engineering Company
Listing #: IR11227
Location: Southern California
Gross Sales: \$3,107,439
Adjusted Earnings: \$483,120
Asking Price: \$3,600,000

Now Serving Missouri!

We are pleased to announce the opening of our new office in St. Louis, Missouri. Business Team is now positioned to serve business owners and buyers throughout the state of Missouri.



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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