

NORTHERNCALIFORNIA

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BUSINESS BROKERAGE, INC.

SOUTHERNCALIFORNIA

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JULY 27, 2010
 NORTHERNCALIFORNIA

**TAX/BKKPNG/PAYROLL #134010 CONTRA
 COSTA COUNTY (EL CERRITO)**

\$335,000 GROSS. Taxes 83% (\$1,252 Avg); Bookkeeping/Payroll/etc 17%. Many fiduciary returns. Well established; 19 years with current owner. Very loyal mid-income clients with a majority having over 20 years relationship with the firm. Owner has not advertised, but has built the firm on reputation and quality of work. Room for growth by adding financial planning (and capturing H&R Block clients from offices closing in vicinity). Seller seeks retirement but is available for transition. Flexible terms and conditions for the "right" person.

**CPA PRACTICE #124310 SAN JOAQUIN COUNTY
 (STOCKTON)**

\$254,000 GROSS. Taxes 75% (\$557 Avg); Accounting 23% (\$3,292/yr); Consulting/Other 7%. Well run mature practice (34 yrs). Computers recently updated. Seller seeks to retire, but willing to stay for transition. Buyer also has option to purchase investment portion of the business (not included in gross nor expenses herein). Attractive office on lake. Terms & Guarantee.

**CPA PRACTICE #106110 NORTH BAY (SAN
 FRANCISCO)**

\$65,000 GROSS. Taxes 35% (\$1,252 Avg); Accounting 30%; Other 35% (Consulting, tax planning, some payroll processing and payroll tax reporting, etc.). CPA is spinning off some business to reduce workload. Highly efficient, automated practice. Clients

either mail in or email their data (check stubs, etc) to Seller. Most clients are set up on Auto-Pay, so Seller gets paid on the first of the month whether or not the clients has sent their data. Seller wants to maintain a relationship with buyer wherein seller may refer new clients to the buyer for a referral fee (Note: Seller is very good at marketing and developing new clients. Gives seminars with other presenters and basically suggests that clients do what they do best, i.e., run their business and let the accountant do the rest. This includes full service tax, bookkeeping, payroll, financial decision making, etc). Buyer may relocate practice to his/her own office premises. (Note: An outside office isn't required - Seller works from home virtual office). Transitional assistance included.. Terms & Guarantee.

**CPA PRACTICE #105810 SOUTH BAY (SAN
 FRANCISCO)**

\$58,400 GROSS. Taxes 55% (\$1,519 Avg); Accounting 29% (\$1,908/Yr. Avg); Consulting 9%; Other 7% (tax planning, some payroll processing and payroll tax reporting, etc.). Same owner as Listing #106110 above. See details above. Terms & Guarantee.

CPA PRACTICE #104510 SANTA ROSA

\$45,000 GROSS. Taxes 79% (\$720 Avg); Accounting 21% (\$4,740/Yr. Avg). After 48 years in the business, Seller seeks to retire. Loyal and diversified client base. Highly profitable. Billing rate \$200-225/hour. Practice can be relocated. No lease. No furniture and equipment. Seller will assist in transition, if health permits. Terms & Guarantee.

For more details, go online to WWW.GO2BBI.COM or call our AutoFax at 1-800-446-8707.

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**JULY 27, 2010
 SOUTHERN CALIFORNIA**

**CPA CERTIFIED AUDIT #253510 WEST SAN
 FERNANDO VALLEY**

\$561,099 GROSS. Sale is a spin-off of approximately 75% of practice. Certified Audits 88% (\$12,262/yr. avg.); Taxes 9% (\$782 avg.); Accounting 3% (\$4,775/yr avg). Motivation: Semi-retirement. Lease expires October 2010 so practice may be relocated. Seller available for up to 12 months for consulting or per diem. Present owner 20 yrs. Lacerte/Creative Solutions. Good year 'round cash flow. Terms & Guarantee.

**CPA & EA PRACTICE #242010 SAN DIEGO (LA
 MESA)**

\$420,000 GROSS. Taxes 64% (\$319 avg); Certified Audit 28%; write up 5%; MAS/Consulting 3%. Two owners do most of the work, so high net profit of 65%. Office is 1,300 sq. ft. and rent is only \$1.78/ft and has view. Established 15 yrs. Uses Lacerte & QuickBooks. CPA retiring but will help in transition. EA is keeping his financial service practice, will sublet office space from buyer and help buyer as/if needed. Lease expires 8/31/12. Terms & Guarantee.

**CPA PRACTICE #219410 W. SAN FERNANDO
 VALLEY**

\$194,143 GROSS. Taxes 65% (\$895 avg); Accounting 11% (\$1,940/yr avg); MAS, consulting, data processing, IRS audit, etc. 24%. Seller works out of home office so practice must be relocated. Very high net profit of 79%. F&E optional. Billing rate \$175/hr. Terms & Guarantee. UNDER CONTRACT.

CPA #209110 SAN FERNANDO VALLEY, SANTA ANA
 \$90,627 GROSS. San Fernando clients \$51,136

mostly tax clients; Santa Ana \$32,355/yr machine shop taxes and accounting; Chicago \$7,136 one owner of 3 businesses. Santa Ana and Chicago clients will be sold on an "Earn-Out" basis. Mature practice 22 yrs. High net profit. Lease is month to month in office building in Orange County. Buyer could relocate practice or negotiate a new lease. Terms & Guarantee.. OFFERS PENDING.

**CPA PRACTICE #205610 SAN LUIS OBISPO
 COUNTY (N.W.)**

\$56,000 GROSS. Motivation is disability/retirement. Taxes 78% (\$265 Avg); Accounting 22% (\$3,120/yr Avg.). Very high net profit. Uses Lacerte & Quickbooks. Billing rate \$150/hr. This is a practice located where "quality of life" is important. Ideal for a starter practice or for semi-retirement. Terms & Guarantee.

CPA PRACTICE #200510 COSTA MESA

\$41,500 GROSS. Taxes 33% (\$319 avg.); Accounting 67% (\$2,524/yr avg). Lease is mo/mo so buyer may lease or move office to buyer's premises (within reason). Rent is \$275/mo. Established 24 yrs. Terms & guarantee. OFFERS PENDING.

**CPA PRACTICE #200910 EL MONTE, LOS
 ANGELES COUNTY**

\$8,987 GROSS. Taxes 100% (\$104 avg) all 1040's. Estate sale (owner passed away April 26th at age 90). Used TRX Alliance tax preparation software. Worked out of home, so practice must be relocated to buyer's office. No furniture or equipment purchase necessary. Call broker for details and appointment - 800-274-4272. UNDER CONTRACT.

For more details, go online to WWW.GO2BBI.COM or call our AutoFax at 1-800-446-8707.

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