

NORTHERN CALIFORNIA

Lee Ribolin, Broker

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**BUSINESS BROKERAGE, INC.****SOUTHERN CALIFORNIA**

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SMALL PRACTICE SPECIALIST: Brandon Ribolin 800-274-4272 FAX: 949-715-2024 brandon@go2bbi.com**Linda Long, Sales Administrator/ Client Support: 800-274-4272 FAX: 949-715-2024 bbiemail@go2bbi.com****MAY 17, 2025 NORTHERN CALIFORNIA
CALL LEE RIBOLIN 800-727-4272****CPA PRACTICE #121825 MODESTO**

\$1,900,000 GROSS. Tax 93% (\$2,964 Avg. fee); Write-up 5% (6 clients, \$18,713 Avg./Yr); Payroll 2%. Very profitable; Net 74%. Excellent staff and 2 partners available, as needed. No in-person meetings for 85% of tax clients. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #115013 LOS BANOS

\$1,450,000 GROSS. Tax 57% (\$955 Avg. fee); Write-up/Bkkpg. 31% (\$9,190/Yr Avg.); Comps/Rev, Consulting, Misc 13%. Ofc bldg. available. (lease or buy, eventually relocatable) No in-person appts. for 75%+ of tax clients. Terms, Guarantee, Transition. **OFFER ACCEPTED**

CPA PRACTICE #110724 SACRAMENTO

\$1,075,000 GROSS. Tax 56% (\$892 Avg. fee); Write-up/Bkkpg. 43% (\$4,089/Yr. Avg), Consulting 1%. Excellent staff. No meetings for 90% of tax clients. Relocatable when lease expires 8/31/25. Good mo. cash-flow year round. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #163222 SAN JOSE

\$750,000 GROSS. 4%+ increase over 2023. Tax 82% (\$567 Avg); Bkkpg. 12% (\$5,176/Yr. Avg); Other 7%. 58% Net. No in person appts. for 70% of clients. Lease space in Seller-owned bldg. or relocatable to Buyer's office. Terms, Guarantee, Transition Assistance.

CPA #159024 NW ALAMEDA COUNTY/EMERYVILLE

\$532,025 GROSS. Tax 86% (\$776 Avg. fee); Write-up/Bkkpg. 24% (\$2,027/Yr. Avg.); Misc. 3%. 4 partners perform all svcs. 2 available to work for new owner. Est. Net 58%. No appts. for 60% of tax clients. Relocatable or retain current ofc Terms, Guarantee, Transition Assistance.

CPA/CTEC PRACTICE #155622 OAKMORE/PIEDMONT AREA

\$480,636 GROSS. (Available to buyer). Tax 100% (\$903 Avg); High Net 64% (higher for buyer with existing practice). Ofc. in high-income area. Lease negotiable or relocatable. No appts. for 90% of tax clients. Sellers very motivated. 2 partners available to work P-T. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #146524 MODESTO

\$465,000 GROSS. Tax 55% (\$476 Avg. fee); Write-up/Bkkpg. 23% (\$2,865/Yr. Avg.); P/R, Consulting 22%. No meetings. for 80% of clients. Revenue increase: 2023: 19%+ & 2024: 9%+ Very efficient: Seller only works 32 hours/week; excellent staff. Available for sale to CPA or EA w/strong entity experience. Seller-owned bldg. (purchase or rent; relocatable after 1 year). Terms, Guarantee, Transition.

EA TAX/BKKPG PRACTICE #145014 CAMPBELL/SAN JOSE

\$460,000 GROSS. Tax 90% (\$682 Avg.): Bkkpg. 10% (9 clients, \$4,833/Yr. Avg.). High Net 72%. Relocatable. No meetings for 79% of clients. Seller available to work 1st tax season. Terms, Guarantee, Transitional Assistance.

TAX & BKKPG PRACTICE #135424 VALLEJO

\$356,000 GROSS. Tax 38% (\$504 Avg. fee); Bkkpg. 61% (\$3,728/Yr. Avg.); Misc. 1%. Seller is open to a separate sale of the tax clients. No meetings for 99% of tax clients. Relocatable to buyer's office, but prefer if buyer retains seller's office 1-2 years for highest level of client retention. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #137624 LODI

\$330,932 GROSS. Tax 90% (\$1,543 Avg. fee); Write-up/Bkkpg. 8% (7 clients, \$3,981/Yr. Avg.); Misc. 1%. High income clients, including Agribiz, - high growth potential. Net 72%. No meetings for 1/3 of tax clients. Seller & spouse available P-T 1st tax season. Terms, Guarantee, Transition Assistance.

CPA #135123 EL DORADO CNTY: CAMERON PARK AREA

\$320,000 GROSS. Tax 74% (\$1,040 Avg. fee); Write-up (Assoc. w/ Tax Prep) 7% (\$9,499/Yr. Avg); P/R 7%. Relocatable to Buyer's ofc. Est. Net 70%+. No appts. for 45% of clients. Terms, Guarantee, Transition.

E.A. TAX & BOOKPG. PRACTICE #130025 SAN JOSE

\$300,000 GROSS. Tax 51% (\$2,611 Avg. fee); Bkkpg. 36% (\$3,531/Yr. Avg.); Payroll 12% (\$1,921 Avg. fee). 42% Net, but practice software is provided for franchises. Relocatable, so higher Net for buyer with an existing office. No in-person meetings for 85% of tax clients. 2 Bkkpg/ PR employees. Terms, Guarantee, Transitional Assistance.

EA TAX & BOOKPG. PRACTICE #128824 REDDING

\$290,000 GROSS. Tax 89% (\$295 Avg. fee); Acctg/Bkkpg. 11% (\$2,552/Yr. Avg); Misc. .03%. Net 70%, with high revenue growth. No meetings for 78% - 95% of tax clients. Relocatable. Terms, Guarantee, Transition Assistance.

CPA TAX PRACTICE #128324 SAN JOSE

\$283,335 GROSS. Tax 100% (\$486 Avg. fee). Current Net 55%, but 75%+ Net if relocated (Seller's lease is Mo-Mo). No meetings for 75% of clients. High opportunity for increased revenues (clients aware fees are low). One employee (preparer) willing to stay. Terms, Guarantee, Transitional Assistance. **SOLD**

CPA PRACTICE #125425 ALAMEDA

\$270,000 GROSS. Tax 93% (\$880 Avg/ fee); Write-up/Bkkpg 7% (5 clients, \$3,533/Yr. Avg.). 72% Net. Since lease is Mo-Mo, higher Net for a buyer with a practice, if relocated. No in-person meetings for 49% of clients. 2 solid employees willing to stay. Terms, Guarantee, Transition Assistance.

EA TAX & BOOKPG. PRACTICE #117024 MARIPOSA COUNTY

\$170,000 GROSS. Tax 82% (\$515 Avg. fee); Bkkpg. 17% (\$776/Yr. Avg); Other 0.5%. No tax appts for 20%. Need to retain Seller's ofc. for client retention. Good oppy for a 2nd office or relocation for buyer interested in change of seasons, outdoor activities, raising a family, etc. Terms, Guarantee, Transition Assistance.

CPA PRACTICE #107725 LOS ALTOS

\$77,398 GROSS. Tax 91% (\$2,708 Avg. fee); Write-up/Acctg 9% (1 client, \$6,420/Yr. Avg.). Net 87%. No meetings for 98% of clients. Great opportunity to expand your practice. High income clients. Relocatable to buyer's office. Terms, Guarantee, Transitional Assistance.

**MAY 17, 2025 SOUTHERN CALIFORNIA
CALL CRAIG VAN LANINGHAM 800-274-4272****CPA PRACTICE #217124 TORRANCE**

\$1,800,000 GROSS. Tax 64% (\$1,801 Avg. fee); Write-up/Acctg. 18% (\$15,550/Yr Avg; Comps/Reviews/Audits 18%. Net 61%. No meetings for 85% of tax clients. Excellent staff & Seller also available, if needed. 4-5%+ Revenue growth/yr. Terms, Guarantee, Transitional Assistance.

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SMALL PRACTICE SPECIALIST: Brandon Ribolin 800-274-4272 FAX: 949-715-2024 brandon@go2bbi.com**Linda Long, Sales Administrator/ Client Support: 800-274-4272, Fax: 949-715-2024 bbiemail@go2bbi.com****CPA PRACTICE #214323 WEST L.A.**

\$1,450,000 GROSS (2024 Est.). Tax /Write-up Billings Combined. Approx. 93% Tax, 7% Write-up/Acctg. (\$1,190 Avg. fee). Est. Net 63%. No meetings for 97% of tax clients. Excellent Staff. Terms, Guarantee, Transition **SOLD**

EA TAX, BKKPG, BUS. MGMT. PRACTICE #295025 ENCINO

\$942,931 GROSS. Tax 72% (\$583 Avg. fee); Bus. Mgmt. 22% (\$4,514/Yr. Avg); P/R, 1099s, Misc. 6%. 53%+ adjusted Net. When lease expires (2026), buyer can expect a much higher net if consolidates to 1 office (bnyer's or seller's). No in person meetings for 85% of tax clients. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #293024 LAGUNA HILLS/ SO. O.C.

\$930,000 GROSS. Tax 94% (\$692 Avg. fee); Write-up/Acctg. 6% (3 semi-annual clients: \$19,000/Yr. Avg). High Net 78%. No meetings for 50% of tax clients. Mo-Mo Lease currently or relocate to your office. Seller available to work for new owner. Terms, Guarantee, Transitional Assistance.

CPA PRACTICE #238224 WOODLAND HILLS

\$352,262 GROSS. Tax 64% (\$4,660 Avg. fee); Write-up 4% (1 annual client, \$14,150 Avg/Yr); 2 Comps. +Tax Planning/Consulting 32%. Outstanding oppty. for the right buyer. Buyer must be competent doing GAAP Financing Statements. Net 96%; Seller works from home & has low expenses. No in-person meetings for 98% of tax clients. Transitional Support included.

CPA PRACTICE #206424 SOUTH O.C./LAGUNA NIGUEL AREA

\$64,164 GROSS. Tax 100%. (\$683 Avg. fee). Sale of a book of tax clients, 70% of Gross. 96% Net. Relocate to Buyer's office. No meetings for 96% of clients. Terms, Guarantee, Transition.

THINKING OF SELLING NOW OR IN THE NEXT 1 - 3 YEARS?**Please contact Business Brokerage now for guidance on planning the next steps.****To realize the highest price:**

- 1) Raise fees every year (January). The potential loss of some lower profit clients will be offset with higher revenues
- 2) Trim expenses where possible.
- 3) If possible, don't renew a lease for a long period. Buyers with existing practices may not want the added expense of a 2nd location or may not be interested in relocating if they have a nearby office. However, some may prefer to retain the Seller's office.
- 4) Where possible, promote fewer in person meetings with tax clients. Recommend that they mail or drop off their ax information or upload to an online portal (if available).
- 5) If working long hours, often in support of low fee clients, raise fees to market rates or consider referring unprofitable, low fee clients to other practices.
- 6) Be sure to also view some of the helpful links and documentation available on our website in the For Owners and Testimonials tabs at the top.

If you you have a larger practice that will require a 1 to 3 year transition please call us today. We have buyers that are looking for practices they can purchase now and keep you around for an extended transition period. That means you sell now, get cashed out and stay on as a paid consultant for 1 to 3 years working the hours you prefer.

If ready to sell now, to begin the process, please contact us.

Our information gathering form can be emailed now and the details provided will enable us to determine a sale price for your practice.

We are a full-service brokerage of CPA, E.A. Tax, Accounting and Bookkeeping practices. We schedule and will attend imetings in person to facilitate discussion between the Seller and Buyer.

From the initial information gathering to the contract preparation and filing of a UCC-1 Financing Statement (lien), Business Brokerage handles the entire process so that you can continue to focus on your clients and practice until the the transition to the new owner has completed. Sample Letters of Introduction (for the Seller and for the Buyer) are provided to send to your clients.

THINKING OF BUYING A PRACTICE?**Interested Buyers:**

If not currently registered, please visit our website at www.go2bbi.com and click Register Here to complete the Buyer Registration Form and sign the Confidentiality Agreement.

Upon registration, you will have access to detailed Summary reports (8-10 pages) with details on the practice, clients, collections, expenses, and the Price, Down Payment, Terms, etc.).

Sellers expect the Buyer to have the necessary experience, license (if applicable), and a Down Payment from 35% or higher. For larger practices, Business Brokerage, Inc. can provide guidance on private financing options
A majority of practices include Seller financing with Terms from 1 - 5 years with interest for the balance owed.

Sellers offer an initial 30 day transition at no cost to the Buyer.
Depending on the size of the practice, Sellers may be availale to work for the new owner, as needed.

View some of the menu tabs at the top of our website:

<https://go2bbi.com/>

Including helpful documentation on the **FOR BUYERS** and **LINKS** menu tabs.

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