



Sample of Competed Northern California Transactions

<u>BUSINESS NAME</u>	<u>SALE PRICE</u>	<u>REVENUE</u>	<u>CASH FLOW</u>	<u>INVENTORY</u>	<u>FF&E</u>
LUMBER CO. (W/PROPERTY)	4,400,000	3,100,000	295,000	725,000	400,000
RV DEALERSHIP (W/PROPERTY)	3,900,000	6,500,000	700,000	150,000	75,000
UNION 76 STATION (W/PPTY)	3,500,000	4,000,000	450,000	75,000	250,000
UNION 76 STATION (W/PPTY)	2,550,000	3,400,000	395,000	80,000	250,000
INDEPENDENT GAS (NEW)	2,100,000	(NEW)	(NEW)	50,000	225,000
ACE HARDWARE	1,980,000	4,858,400			
ACE HARDWARE	1,675,000	4,964,000			
INDEPENDENT GAS	1,400,000	3,200,000	400,000		
XRAY EQUIPMENT CO.	1,375,000	3,200,000	400,000	200,000	50,000
TRUCKING COMPANY	1,350,000	2,603,000			
INDEPENDENT GROCERY (W/PPT)	1,300,000	1,400,000	250,000	100,000	50,000
HOTEL PROPERTY (LAND ONLY)	1,275,000	N/A	N/A		
LUBE & AUTO REPAIR	1,250,000	1,700,000	350,000	40,000	150,000
AUTO REPAIR (W/PPTY)	1,200,000	1,100,000	250,000	10,000	40,000
EMERGENCY RESPONSE CO.	1,100,000	1,800,000	300,000		500,000
INDEPENDENT GROCERY (W/PPT)	1,100,000	2,000,000	200,000	90,000	200,000
KINCAIDE ART GALLERY	1,055,000	2,400,000	350,000	300,000	300,000
FITNESS CENTER	989,000	1,200,000	320,000		400,000
CARWASH & LUBE	850,000	1,900,000	280,000	50,000	250,000
INDEPENDENT GROCERY	800,000	3,000,000	250,000	200,000	100,000
FITNESS CENTER	710,000	682,000			
EQUIPMENT RENTAL	700,000	2,100,000	300,000	500,000	75,000
MEDICAL EQUIPMENT REFURB.	675,000	1,200,000	300,000	75,000	20,000
CALIFORNIA CLOSETS FRANCHIS	655,000	1,200,000	275,000	50,000	200,000
ACE HARDWARE	650,000	1,513,000			
LIGHT MANUFACTURING	650,000	900,000	200,000	100,000	100,000
ACE HARDWARE	627,500	1,064,000			
WHOLESALE NURSERY	550,000	1,228,000	166,700	136,000	152,000
FITNESS CENTER	500,000	1,200,000	200,000		300,000
NURSERY & GARDEN CENTER	485,000	2,100,000	275,000	85,000	
NURSERY & GARDEN CENTER	485,000	1,626,000	228,219	135,000	50,000
ASPHALT PAVING COMPANY	475,000	900,000	200,000	10,000	30,000
SIERRA FOOTHILLS PHARMACY	450,000	2,431,000	224,000	149,500	35,000
COMM'L WINDOW CLEANING	450,000	600,000	225,000		60,000
OFFICE SUPPLY	425,000	1,500,000	200,000	150,000	50,000
ACE HARDWARE	401,710	1,021,000			
UPS STORE	400,000	600,000	175,000	10,000	50,000
ACE HARDWARE	400,000	670,000	101,000	181,000	85,000
PROPERTY MANAGEMENT CO.	375,000	750,000	175,000		

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PUBLISHING COMPANY	375,000	700,000	125,000		
HYDRAULIC REPAIR	362,000	650,000	150,000	30,000	75,000
RESTAURANT/CAFE	355,000	826,000	144,000	5,000	112,000
GRANITE & MARBLE SALES	310,000	950,000	175,000	20,000	40,000
PIZZA PARLOR	300,000	600,000	100,000	6,000	200,000
MEAL PREPARATION FRANCHISE	299,000	635,000	122,000	4,000	91,000
AUTO BODY SHOP	290,000	650,000	125,000	10,000	50,000
ACE HARDWARE	280,000	800,000			
PIZZA PARLOR	275,000	575,000	90,000	5,000	200,000
DAYCARE CENTER	265,000	351,000			
UPS STORE	260,000	590,000	110,000	10,000	75,000
MINIMARKET	250,000	850,000	10,000	60,000	50,000
MUSIC STORE	250,000	600,000	100,000	85,000	30,000
TRUCK LINERS	250,000	600,000	145,000	20,000	45,000
IMPORT BUSINESS	250,000	600,000	125,000	200,000	50,000
TRANSMISSION REPAIR	233,000	800,000	150,000	20,000	75,000
COMM'L CONSTRUCTION CO.	230,000	4,000,000	50,000		150,000
ACE HARDWARE	186,000	701,540	-67,000	165,000	129,000
CURVES FRANCHISE	205,000	425,000	100,000		150,000
SUBWAY RESTAURANT	170,000	425,000	75,000	5,000	50,000
PAPA MURPHY'S FRANCHISE	167,000	480,000	90,000	20,000	60,000
MEINEKE FRANCHISE	165,000	1,094,000	84,000	75,000	136,000
ENGINE REBUILDING CO.	150,000	700,000	75,000	N/A	45,000
LUBE & TUNE	145,000	500,000	80,000	10,000	50,000
BBOOKS ARE FUN	145,000	446,000	58,000	INCLUDED	INCLUDED
AIM MAIL CENTER FRANCHISE	140,000	325,000	70,000	10,000	50,000
HEALTHCARE SERVICE	135,900	152,500			
MEINEKE FRANCHISE	120,000	383,300	28,000	25,000	50,000
EXECUTIVE SUITES	119,000	400,000	70,000		75,000
MAACO FRANCHISE	80,000	324,000	40,000	6,000	115,000