

Sunbelt Accounting Practice Sales – 2024

Revenue % By Service

2024	Status	Listing #	Location	Annual Revenue	Cashflow/SDE	Individual Tax Prep	Business Tax Prep	Payroll/Bookkeeping/Other
1	Active	55892	Central MN CPA Firm	\$1,978,656	831,426	34%	30%	36%
2	Active	55352	Metro Bookkeeping Franchise	\$266,396	\$90,379	0%	0%	100%
3	Active	55838	South Metro Tax and Accounting Firm	\$412,376	\$169,956	69%	26%	5%
4	Active	55770	St. Cloud Area CPA Firm	\$604,521	\$246,872	17%	42%	41%
5	Active	55972	Western WI CPA Firm	\$331,542	\$127,076	50%	13%	37%
6	Under LOI	55452	East Metro CPA Firm w/Real Estate	\$2,533,313	\$789,861	34%	20%	46%
7	Under LOI	55342	West Suburb CPA Firm	\$215,664	\$93,346	35%	36%	29%
8	Under LOI	54392	Metro Tax Firm w/Real Estate	\$1,676,165	\$500,484	79%	15%	6%
9	Under LOI	52086	East Metro CPA Firm	\$721,112	\$239,025	50%	13%	37%
10	Under LOI	55143	Northwest Suburb CPA Firm	\$1,188,361	\$280,223	41%	12%	47%
11	Under LOI	55079	High Margin Tax Book – 7 Clients	\$250,000	\$200,000	42%	22%	26%
12	Sold 2024	55582	West Suburb Tax and Accounting Book	\$130,000	\$100,000	40%	53%	7%
13	Sold 2024	54335	Southwest Metro CPA Firm w/Real Estate	\$358,304	\$210,047	64%	31%	5%
14	Sold 2024	51910	Northern MN CPA Firm	\$350,000	\$200,000	45%	20%	35%
15	Sold 2024	54537	Northwest Metro CPA Firm	\$443,596	\$271,989	27%	24%	49%
16	Sold 2024	52971	SE Metro CPA Firm w/Real Estate	\$812,928	\$257,385	71%	9%	20%
17	Sold 2024	54015	South Metro CPA Firm	\$622,038	\$372,855	42%	18%	40%



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Accounting Practices Sold – 2023

Revenue % By Service

2023	Status	Listing #	Location	Annual Revenue	Cashflow/SDE	Individual Tax Prep	Business Tax Prep	Payroll/Bookkeeping/Other
1	Sold 2023	53176	South Metro CPA Firm	\$317,879	\$142,954	65%	30%	5%
Sale Notes: 20 showings, 2 Buyer/Seller meetings and 1 offer. Buyer was a small CPA firm in the area looking to further scale their business.								
2	Sold 2023	52906	West Metro CPA Firm	\$677,801	\$144,385	38%	27%	35%
Sale Notes: 16 showings, 2 Buyer/Seller meetings and 2 offers. Buyer was a wealth management firm in the twin cities with the goal of adding accounting and tax services.								
3	Sold 2023	53070	St Paul Area CPA Firm	\$430,021	\$124,931	47%	26%	27%
Sale Notes: 13 showings, 2 Buyer/Seller meetings and 1 offer. Buyers were two CPAs from out of state building a mostly remote CPA practice.								
4	Sold 2023	53159	Industry Niche Accounting and Tax Book	\$399,434	\$238,769	15%	25%	60%
Sale Notes: 29 showings, 5 Buyer/Seller meetings and 2 full price offers. Buyer was an CPA looking to hire employees and scale their tax and accounting practice.								
5	Sold 2023	53089	Bookkeeping & Consulting Business	\$332,343	\$227,457	38%	18%	44%
Sale Notes: 34 showings, 4 Buyer/Seller meetings and 1 offer. Buyer was an EA looking to scale their tax and accounting practice.								
6	Sold 2023	51955	NW Metro CPA Firm	\$1,021,635	\$180,568	34%	22%	44%
Sale Notes: 31 showings, 3 Buyer/Seller meetings and 2 offers. Buyer was an individual CPA with the goal of rolling up smaller firms.								
7	Sold 2023	52917	Northern MN Tax & Accounting Business	\$140,109	\$38,307	50%	21%	29%
Sale Notes: 23 showings, 3 Buyer/Seller meetings and 1 full priced offer. Buyer had a small accounting practice was looking to expand in Northern MN.								
8	Sold 2023	52140	Northwest Suburb Accounting Practice	\$415,784	\$154,441	29%	18%	53%
Sale Notes: 16 showings, 2 Buyer/Seller meetings and 1 full priced offer. Buyer had a small accounting practice similar in size and was looking to expand.								



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Accounting Practices Sold – 2023 (continued)

Revenue % By Service

2023	Status	Listing #	Location	Annual Revenue	Cashflow/SDE	Individual Tax Prep	Business Tax Prep	Payroll/ Bookkeeping/Other
9	Sold 2023	3-2568	St Paul CPA Firm	\$1,241,763	\$290,854	50%	36%	14%
Sale Notes: 24 showings, several buyer/seller meetings and 2 offers. Buyer was a wealth management firm looking to add accounting services to their client offerings.								
10	Sold 2023	52125	NE Outer Suburb CPA Firm	\$220,000	\$150,000	65%	25%	10%
Sale Notes: One time showing. Sunbelt had a very qualified, individual Buyer in the area and was able to negotiate a fair price and helped navigate due diligence to a closing before tax season.								
11	Sold 2023	58046	West Metro Tax Business	\$160,886	\$116,591	99%	1%	0%
Sale Notes: Quiet listing. Never launched advertising but presented the listing to a select list of about 4 Buyers. 2 Buyer/Seller meetings and 1 full priced offer.								



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