business
for sale



BUSINESS REPORT

Date: **19th November 2026**
Business Reference:**38564**

About the Business:

Established Tax and Accounting Firm for Sale in Bloemfontein

This Bloemfontein practice has built a loyal client base over approximately 17 years. It supports individuals and small businesses with year-end accounts, bookkeeping, payroll, SARS matters and day-to-day financial compliance. Monthly retainers and repeat assignments provide an established base of work. The practice also trains aspiring accountants through an accredited three-year articles programme. There is

scope to grow by taking on more SMEs, expanding advisory services and improving workflows. The seller can assist with a transition, and vendor finance and a 12-month turnover warranty can form part of the agreed deal. Approved buyers can request the detailed prospectus under confidentiality.

Established Tax and Accounting Firm for Sale in Bloemfontein



Sector: **Services**

Asking Price:

R 1,250,000

Monthly Profit:

R 29,696

Asset Value:
R 1

Stock Value:
R 0

Yearly Net Profit :
R 356,346

Business Report

Fully describe the business's activities?

Based in Bloemfontein, this practice helps individuals, entrepreneurs and small businesses with their accounting, tax and statutory obligations. The team handles bookkeeping, annual financial statements, payroll support, tax submissions and advice, and assists with SARS queries and disputes. Clients receive practical guidance on managing their financial and tax affairs. The practice also offers an accredited three-year accounting articles programme that combines practical training with mentorship.

How does the business operate on a daily basis?

Work starts with collecting and processing client records. The team assigns work around filing dates and each client's needs, then reviews it before delivery or submission. Regular work includes monthly retainers and annual financial statements, alongside seasonal tax filings, advisory assignments and SARS matters. The owner supervises staff, maintains client relationships and oversees quality. The accounting and training officer handles initial file reviews and supports the trainees.

What Advertising/Marketing is carried out?

Referrals, word of mouth and professional relationships drive marketing. The seller sees scope to improve the website and social media presence and to develop targeted SME campaigns and referral partnerships.

What competition exists?

Competitors include accounting and tax practices, independent accountants, bookkeepers and larger firms. The practice emphasises personal service, practical advice, client education and value for money, drawing on its experience with individuals and SMEs.

How could the profitability of the business be improved?

Grow the SME client base and monthly retainers, review fees regularly against the scope and complexity of the work, automate workflows and delegate routine work to trained staff. Additional senior capacity could free the owner to focus on business development, higher-value advice and strategy.

Give a breakdown of staff/ functions/ length of service?

Owner/Director (approximately 17 years as owner). Oversees management, client relationships, technical work, quality control and business development.

Trainee Accountant (12 months with the practice, including nine months of training). Registered with a professional body and undertakes accounting, tax and client assignments.

Administration Officer (12 months). Handles reception, office support, client accounting administration, SARS follow-ups, CIPC filings, invoicing and accounting work on selected files.

Accounting and Training Officer (three months). Handles accounting and tax work, supports trainees, performs first reviews and carries out many duties delegated by the owner.

Intern. The seller planned an additional intern to assist with workload during the trainee's temporary absence.

Do any have management potential?

The accounting and training officer has management potential. Trainees could progress into senior or supervisory roles with experience, and the administration function could take on more responsibility with training and suitable systems.

How involved is the Owner in running the business?

The owner delegates much of the day-to-day work to experienced staff, remains available for technical and operational support, and liaises regularly with clients.

When does the current lease end?

The three-year lease expires on 28 February 2028.

What are the trading hours?

The office opens at 08:00 on weekdays and closes earlier on Fridays.

What are the main assets of the business?

A full asset list is available for due diligence. The seller's overview does not itemise the main assets.

Strengths?

• Approximately 17 years in operation.
• Loyal, longstanding clients and recurring monthly retainer work.
• The seller reports turnover close to R1 million in each of the past three years and resilience through COVID-19 and difficult economic conditions.
• Experience serving individuals and SMEs across accounting, tax and advisory services.
• Accredited training provider offering a three-year accounting articles programme and practical mentorship.
• Emphasis on quality, integrity, client education and value for money.

Weaknesses?

• A small team may limit the pace of growth and come under pressure during peak tax and statutory filing periods.
• Reliance on a single owner for client relationships and technical oversight.
• Additional senior management capacity and stronger delegation would support continuity and growth.

Opportunities?

• Expand the SME client base and grow recurring monthly accounting, tax and financial management engagements.
• Build referral and collaboration arrangements with other professional firms to reach larger clients and new markets.
• Recruit senior managers and additional trainees to increase capacity and reduce reliance on the owner.
• Improve systems and software and automate workflows to serve more clients.
• Develop higher-value advisory services and strengthen marketing and online visibility.
• Continue the accredited training and mentorship programme to develop future staff.

Threats?

The seller identified no current threats.

What is the reason for the sale?

The seller is exploring other professional and business opportunities after approximately 17 years of running and developing the practice. A priority in selecting a buyer is protecting the trust built with clients and the practice's reputation. The seller is prepared to help with a handover that gives clients continuity of service and allows the new owner to build on those relationships.