





How to Buy, Value or Sell a Business

Bob House

General Manager, BizBuySell

Ed Pendarvis

Founder, Business Buyers University



Bob House, GM BizBuySell

- BizBuySell.com - the Internet's largest and most active business-for-sale marketplace.
 - ✓ 47,000 businesses listed for sale
 - ✓ 1.6 million monthly visits
 - ✓ Database of over 75,000 sold business comps
 - ✓ Leading franchise directory
- Bob formerly served as **Director of Product** for several Internet businesses including BizBuySell and AllBusiness.com, a leading online resource for starting, growing, and managing small businesses.
- Bob is a former small business owner of an independent travel tour company.



How to Buy, Value or Sell a Business

1. Buying a Business

2. Valuing a Business

3. Selling a Business

Start or Buy: Some things to consider



Advantages of Buying an *Existing* Business

- Actual results rather than proforma
- Immediate, predictable cash flow
- Trained employees
- Established suppliers and credit
- Establish customers and referral business
- Existing licenses and permits
- A business plan for growth and seller training
- Easier to secure financing (plus option of seller financing)
- Work-life balance



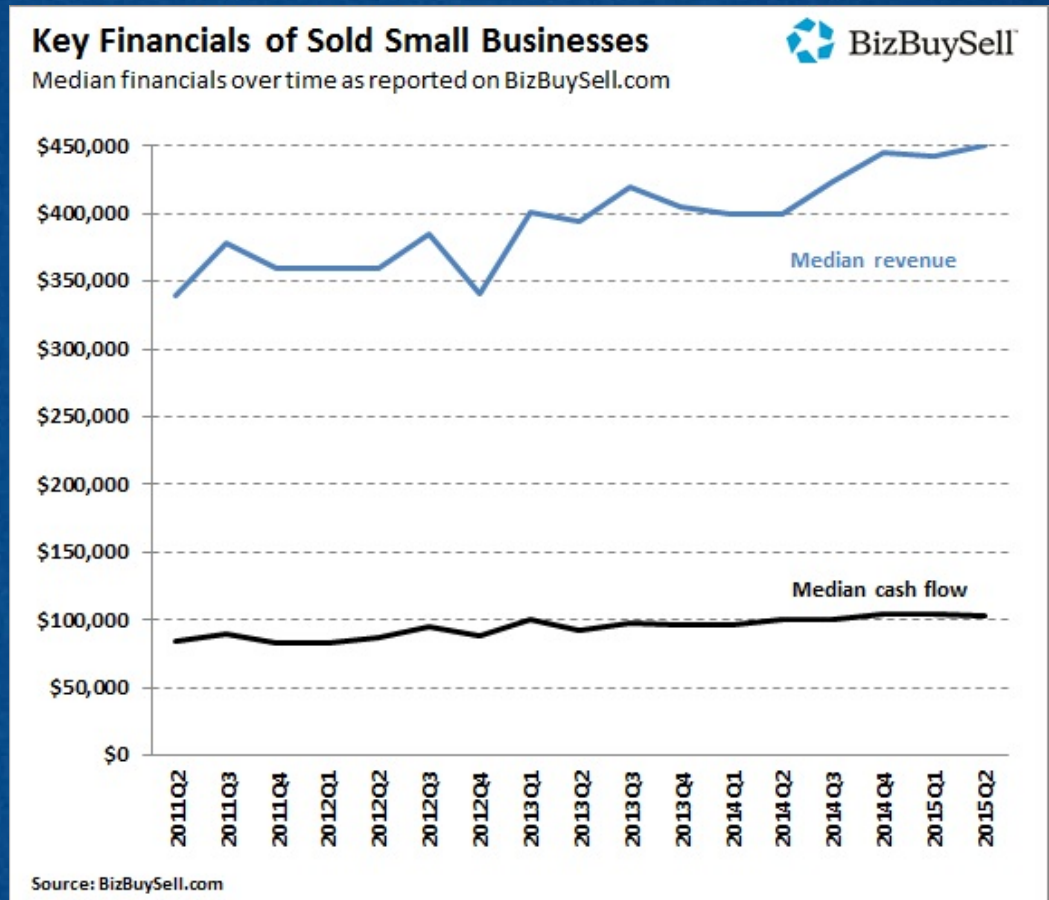
Advantages of Buying a *Franchise*

- Brand recognition
- Proven product or service
- Ongoing support means you are in business for yourself, but not by yourself
- High success rates
- Operating system in place - all the mistakes have been made already!
- Opportunity to add additional units within the franchise system
- Training by the franchisor
- Availability of seller financing



Now is a great time to buy a business

- Strong and improving small business financials
- Historically low sales prices as a multiple of cash flow
- Improved financing conditions
- Increased choice as boomers exit



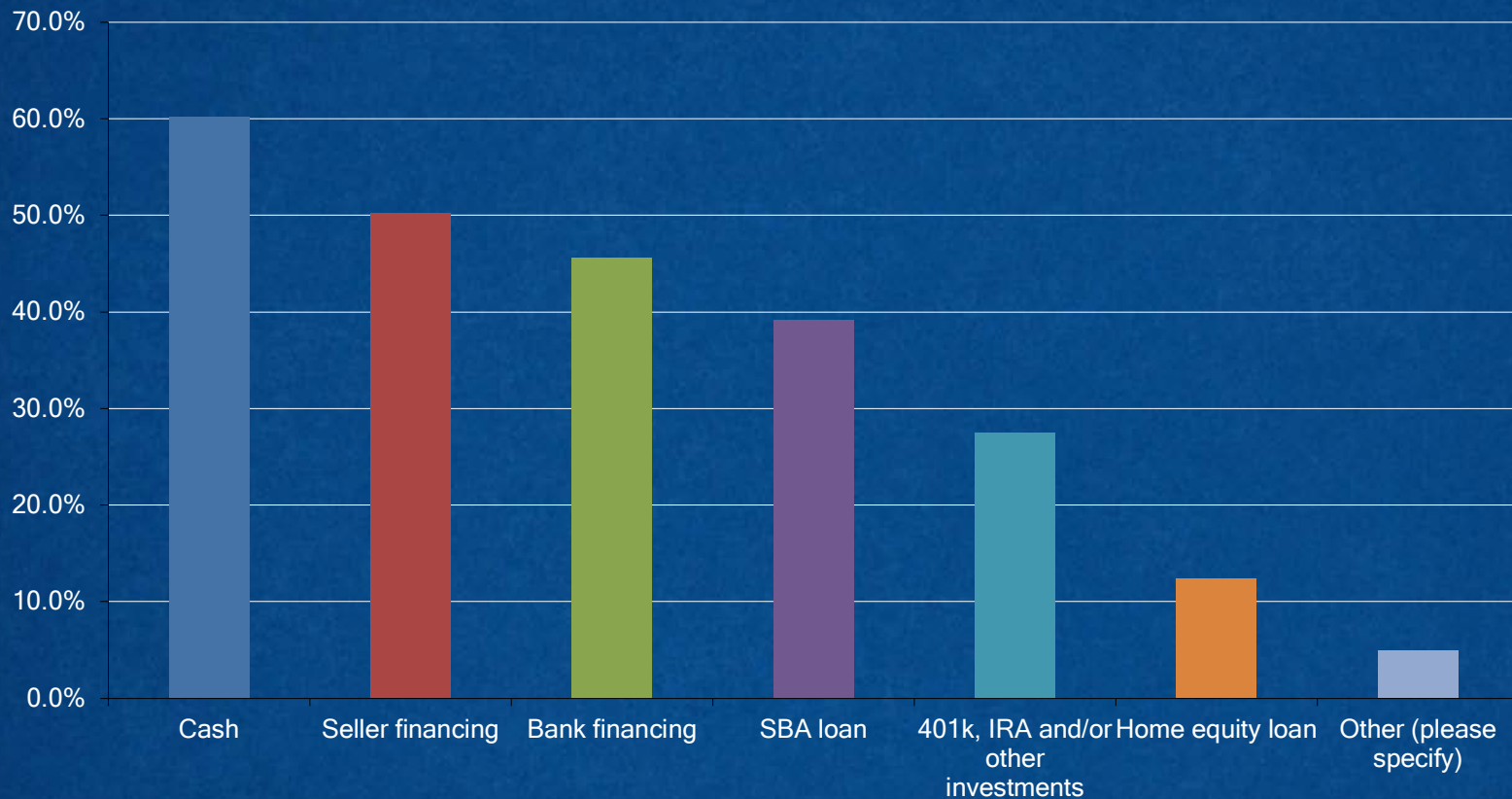
Buyers are (still) confident

- August 2015 survey of 700+ buyers
- 95% plan to buy within 1-2 years (same as 2014)
- 71% of buyers think they can buy for an acceptable price today (down from 78% in 2014, 80% in 2013)
- More buyers believe they could have received better value a year ago (31%) versus buying today (14%)
- China effect? 28% of buyers believe they can get better value by waiting a year versus 18% who believe they get better value today

Business Purchase Funding

How do you plan to pay for the business?

(Select all that apply)



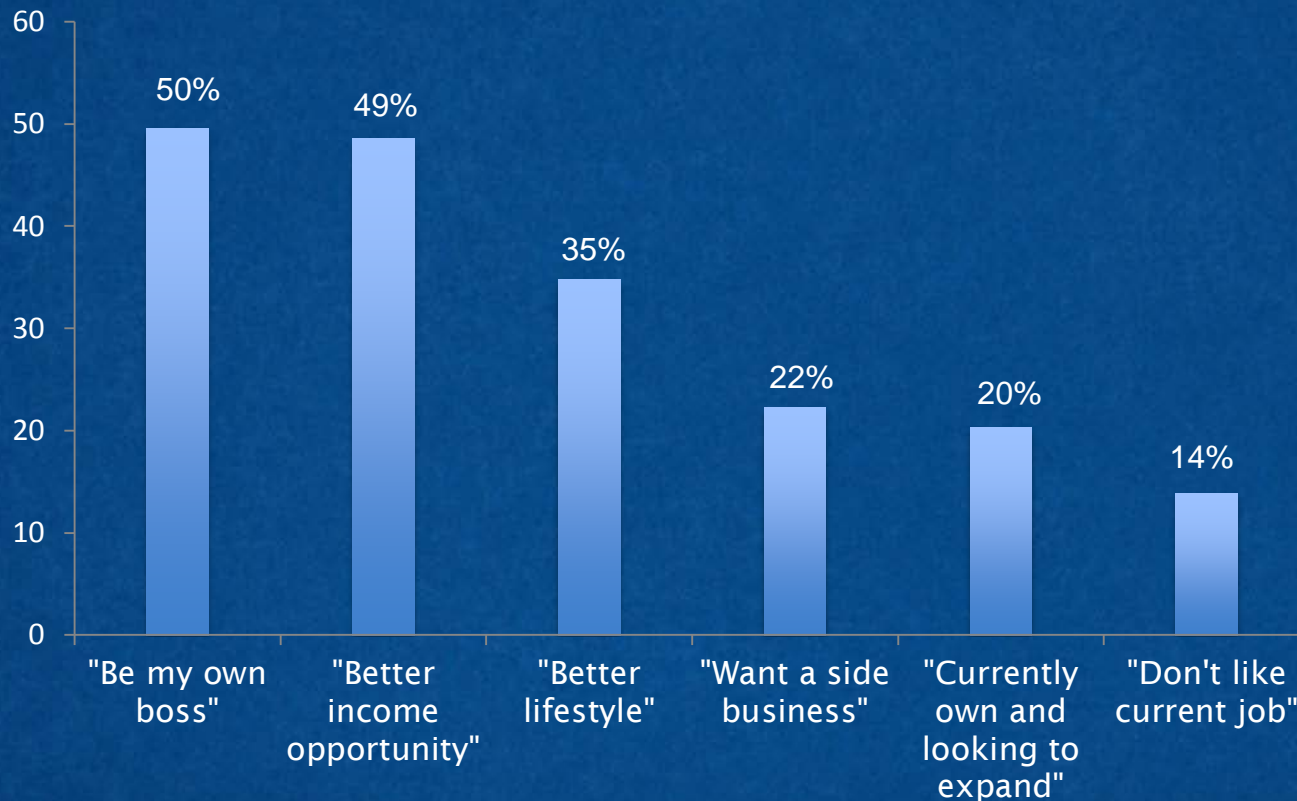
What Are Business Buyers Looking For?



What Motivates Business Buyers?

What are the primary reasons you are looking to purchase a business?

(Select all that apply)

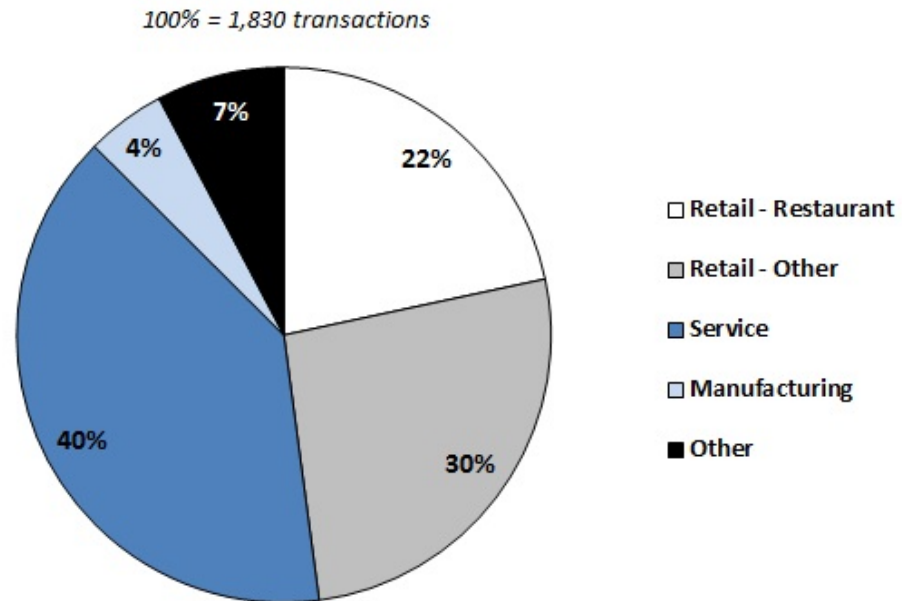


Top Business Categories

- Service Businesses
 - Health/Medical/Dental
 - Auto Repair
 - Dry-Cleaning/Laundry
- Retail Businesses
 - Restaurants
 - Convenience Stores
 - Bars/Taverns
- Manufacturing
- Internet/Online

Small Business Sales by Sector

Percent of transactions closed in Q2 2015 by sector as reported on BizBuySell.com



Source: BizBuySell.com

Finding a Business to Buy



Buying a Business: 3 Fast, Free & Easy Steps

1. Search online and find a few of businesses of interest
2. Educate yourself on buying a business
 - Local SBDC office
 - BizBuySell Guide to Buying a Business (free download)
 - Business Buyers University
3. Go see some businesses and the listing brokers
 - You have to go on some 'dates' before getting married
 - Brokers have other businesses which may be better fit

What Does BizBuySell Offer Counselors With Buying Clients?

Search 47,000 Businesses for Sale	Free
BizAlerts, Saved Searches, Saved Listings	Free
Franchise Directory (300+ opportunities)	Free
Valuation Reports	Free
Guide to Buying a Business	Free
Articles and Resources on Buying and Financing	Free
SBDC Resource Center	Free

SBDC Resource Center

- Access free e-book guides to buying and selling a business
- Access free valuation reports and how-to videos with redemption instructions
- Links to many free resources for clients and counselors
- Continual updates and additions until the next ASBDC conference

www.bizbuysell.com/asbdc

 BizBuySell™

AMERICA'S SBDC Resource Center
 Free Resources and Valuable Tools for SBDC Counselors
 Questions or suggestions? Email us: ask@bizbuysell.com

Planning & Advice

- **FREE 1-Year Premium Membership**
An \$89.95 value! Access exclusive features, educational videos, recommendations and more. Email Ask@BizBuySell.com for your promo code.
- **FREE Valuation Reports to Help Clients**
Get access to data from over 68,000 comparable sold businesses & 45,000 businesses for sale. Email Ask@BizBuySell.com for your FREE promo code.
- **FREE Resources for Buying or Selling a Business**
Search 45,000+ businesses for sale, 300+ franchise opportunities, access our Buyer and Seller Resource Libraries. Get email alerts of new businesses for sale.

Materials & Handouts

- **FREE Guide to Buying a Small Business**
A detailed overview of the business buying process, including how to find and value businesses, plus tips for negotiating a buyer-seller agreement.
- **FREE Guide to Selling Your Small Business**
A comprehensive overview of the small business sales process to help maximize selling success, including tips on how to prepare a business for sale.
- **FREE Presentations and Workshop Materials**
Our presentations discuss the benefits of buying a business, plus give advice on selling a business. Use our templates to promote and host your own workshop.



See You at America's SBDC 35th Annual Conference
Visit the BizBuySell Booth and Attend Our Workshop!
 BizBuySell Welcomes SBDC Counselors To San Francisco, September 8-11, 2015. Many of you will be traveling a long way and we want you to enjoy every minute. Here's a few recommendations from the BizBuySell team.

- "Tartine Bakery on 18th & Guerrero. Anything you get there will be unforgettable (though skip the cookies). For a truly life changing event order a loaf (or half loaf) of their bread. The line is worth it, I promise." –Advertising Specialist Liz Berman
- "Musee Mecanique on Pier 45 on Fisherman's Wharf. It's one of the largest privately owned collections of coin-operated mechanical musical instruments and antique arcade machines in the world." – Senior Product Manager, John Hale
- "San Francisco's cable cars are the only National Historic Monument that can move! San Francisco's cable cars have been around since 1873. Ride through historic neighborhoods of North Beach, Nob Hill and Union Square." – Quality Assurance Tester, Aurora Baron



Help Clients Find the Perfect Business with Premium Membership

- Premium Membership is FREE for 1-Year to All SBDC Counselors (\$89.95 value!). Get valuable information and advanced features to help your clients, including educational videos about buying and selling a business, custom recommendations, exclusive listing alerts, and more. Learn more about Premium Membership or email Ask@BizBuySell.com to get your centers promo code.

47,000 Businesses to Search

Search by dozens of categories, specialized keywords, and financials

RETAILING BUSINESSES

Apparel and Accessory Stores
Automotive Dealers
Bars/Tavern
Bldg Mat.
Hardware, Garden
Convenience Stores
Florists
Gasoline Service Stations
General Merchandise Stores
Home Furniture & Furnishings
Liquor Stores
Marine Dealers & Equipment
Miscellaneous Retail
Other Eating & Drinking Places
Other Food Stores
Pet Shops & Supplies
Restaurants
Supermarkets
Vending Machines

SERVICE BUSINESSES

Agents & Brokers
Amusement & Recreation
Auto Repair, Parts & Services

Beauty Salons, Barber Shops
Computer & Software Services
Dry-cleaning/Laundry Services
Educational Services
Engineering & Accounting Svcs
Finance, Banking, Loans, etc.
Freight, Moving/Delivery
Health, Medical & Dental
Hotels & Other Lodging Places
Landscaping & Yard Services
Legal Services
Marine Repair, Parts & Services
Membership Organizations
Miscellaneous Repair Services
Miscellaneous Services
Motion Pictures
Museums, Art Galleries, Zoos
Other Business Services
Other Personal Services
Other Travel & Transportation
Passenger Transportation
Pet Care & Grooming
Social Services
Storage & Warehousing
Travel Agencies

INTERNET BUSINESSES

Business Services (B2B)
Consumer Services (B2C)
Domain Name/Basic Site
General Internet
ISP/ASP Services
Software - Web Design/Tech Services

MANUFACTURING BUSINESSES

Apparel & finished fabrics
Chemicals & Allied Products
Electronic & Electrical Equip.
Fabricated Metal Products
Food and Kindred Products
Furniture and Fixtures
Industrial & Comm. Machinery
Leather and Leather Products
Lumber and Wood Products
Measuring & Analyzing Instr.
Miscellaneous
Paper & Allied Products
Petroleum Refining
Primary Metal Industries
Printing, Publishing
Rubber and Plastic Products
Stone, Clay, Glass, Concrete
Textile Mill Products
Tobacco Products
Transportation Equipment

WHOLESALE/DIST. BUSINESSES

Durable Goods
Nondurable Goods


CONSTRUCTION BUSINESSES

Building
Heavy
Special Trades

BUSINESS REAL ESTATE

For Lease
For Sale
Agriculture
Communications
Electric
Gas
Water
Sanitary Svcs
Mining
Non-classifiable Establishments

To search all businesses, go to the BizBuySell homepage



BizBuySell™ The Internet's Largest Business for Sale Marketplace

In alliance with **WALL STREET JOURNAL** Small Business wsj.com

[Buy a Business](#) [Buy a Franchise](#) [Sell a Business](#) [Tools & Advice](#) [Business Brokers](#) [Sign In](#)

The Most Buyers
100,000+ successful business sales

The Most Sellers
45,000 active for-sale listings

The Most Traffic
12.3 million monthly page views

[Find a Business for Sale](#) [Find a Franchise](#) [Find a Broker](#)

Show All Business Categories ▼ California ▼ – All Counties – ▼ \$ Min \$ Max [Search](#)

Advanced search


Top Business Categories in California [See more categories](#)

Seller Financed Businesses	Restaurants for Sale	Convenience Stores for Sale	Gas Stations for Sale
Dry Cleaners for Sale	Liquor Stores for Sale	Barber/Beauty Salons for Sale	Bars for Sale
Real Estate for Sale/Lease	Hotels & Motels for Sale	Vending Machine	Work From Home

Showcase Businesses
Over 9,000 daily viewers — Get featured here



Amazing Interactive Toy Company



Web Tech Business Investment Opportunity



Breathalyzer Vending Route Low Maintenance



#1 Opportunity Credit Repair Business

Spotlight Franchises
Market Your Franchise — Get listed in the directory

“Buy a Business” will take you to Advanced Search >>

Select your basic or advanced criteria

[Buy a Business](#)[Buy a Franchise](#)[Sell a Business](#)[Tools & Advice](#)[Business Brokers](#)[My BizBuySell](#)[Sign Out](#)

Search for Established Businesses for Sale

[Established Businesses](#)[Franchises](#)[Asset Sales](#)[Start-Up Businesses](#)[Real Estate](#)[Classifieds](#)[Your Saved Searches](#) ▼[Search Tips](#)**Select State/Region**

Florida ▼

Select County

Any County ▼

Business Categories

Restaurants ▼

City or Keyword☒ Any keyword ☐ All keywords**Asking Price**

\$Low

to

\$High

Gross Income

\$Low

to

\$High

Cash Flow

\$Low

to

\$High

Listings added

Any time ▼

Home Based Businesses

Show All ▼

Broker Membership

Do not search by membership ▼

Broker Certification

Do not search by certification ▼

- ☐ Hide listings with no prices
- ☐ Only show with seller financing
- ☐ Show relocatable listings

[Search Businesses For Sale](#)

BizAlerts

Be first to know when businesses are listed.

Valuation Reports

Instant access to actual for-sale and sold comps.

Business Brokers

Find the perfect business with the help of a local business broker.

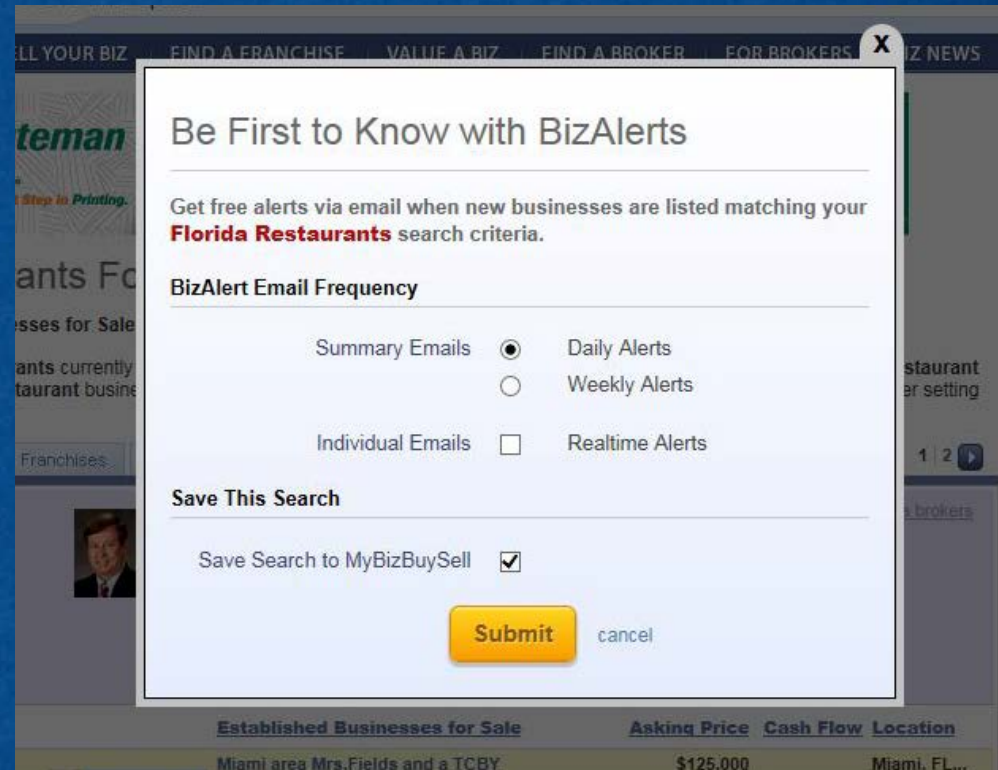
Great Franchise Opportunities![Find Yours Now ▶](#)**OPEN**

You can choose to save these parameters >>

You've Created a Search, Now Create a BizAlert

Receive a notification each time new businesses that match your search criteria are added to the market. BizAlerts are also a great way to help you monitor local markets for clients.

#1 - Choose frequency and to save the search



Be First to Know with BizAlerts

Get free alerts via email when new businesses are listed matching your **Florida Restaurants** search criteria.

BizAlert Email Frequency

Summary Emails ☒ Daily Alerts
☐ Weekly Alerts

Individual Emails ☐ Realtime Alerts

Save This Search

Save Search to MyBizBuySell ☒

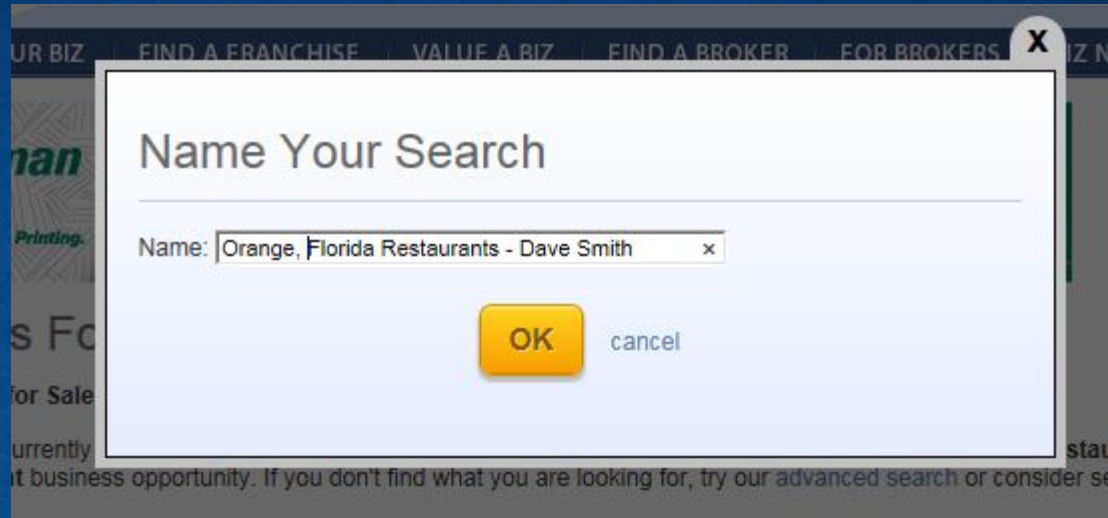
Submit cancel

Established Businesses for Sale	Asking Price	Cash Flow	Location
Miami area Mrs.Fields and a TCBY	\$125,000		Miami, FL...

Click out of it to continue to the Search Results, or continue >>

#2- Name Your Search

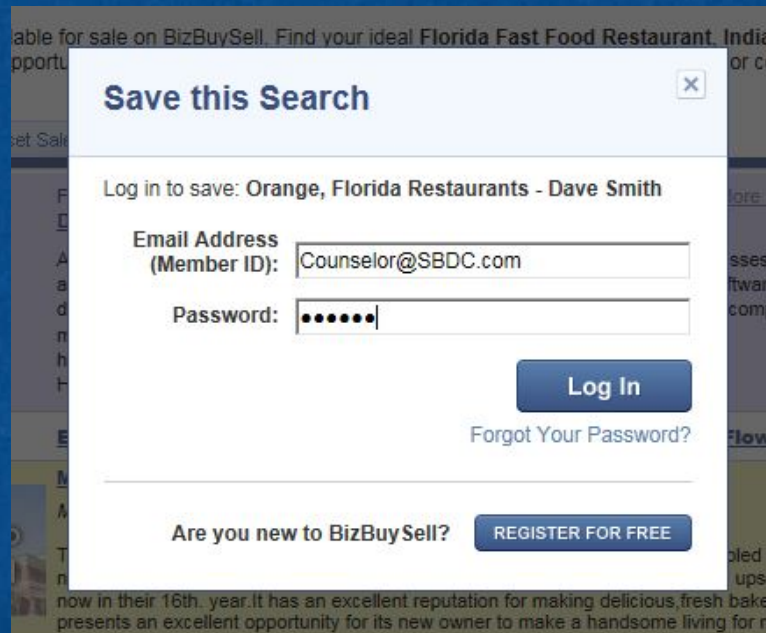
Tip: Personalize with client's name for easy reference



The screenshot shows a web browser window with the BizBuySell website. A modal dialog box titled "Name Your Search" is open. It contains a text input field labeled "Name:" with the text "Orange, Florida Restaurants - Dave Smith" entered. To the right of the input field is a small "x" icon. Below the input field are two buttons: a yellow "OK" button and a gray "cancel" button.

#3- Sign-In & Save

(If you haven't already) to save the search



The screenshot shows a web browser window with the BizBuySell website. A modal dialog box titled "Save this Search" is open. It contains a text input field labeled "Email Address (Member ID):" with the text "Counselor@SBDC.com" entered. Below this is a password field labeled "Password:" with a masked password "•••••". To the right of the password field is a small "x" icon. Below the password field are two buttons: a blue "Log In" button and a gray "Forgot Your Password?" button. At the bottom of the dialog box, there is a text input field labeled "Are you new to BizBuySell?" and a blue "REGISTER FOR FREE" button.

Next, you'll be taken to the Search Results >>

Refine Your Results



Florida Restaurants For Sale

1164 Florida Restaurants For Sale Found.

Established Businesses

Franchises

Asset Sales

Start-Up Businesses

Real Estate

Classifieds

▼ Refine Your Search

★ Save This Search

✉ Get BizAlert

▼ Sort Results



Featured Florida Broker
Foster Business Brokers

We're small-office with a lot of contacts in South Florida.

[More Florida Brokers](#)



Downtown Miami Restaurant

Downtown Miami Restaurant

Miami, FL

1,000 SF Restaurant with 2COP in the heart of Miami's 24 Entertainment District Rent - \$2,700/month 7 years remaining on lease Only open for Dinner 5 days per week Perfect for a chef/operator Great...

\$295,000

Seller Financing Available

Cash Flow: \$150,000



Karma Sushi & Steakbar in Mizner For Sale

Karma Sushi & Steakbar in Mizner For Sale

Boca Raton, FL

-Huge Price Reduction!!! -Multi-Million Dollar Build Out! -Located in the heart of Mizner Park surrounded by office space, apartments, retail and restaurants. -5,000 sq.ft. Restaurant with large, wraparound patio...

\$295,000



Old Florida Seafood House

Old Florida Seafood House

Wilton Manors, FL

12,000SF plus Restaurant for sale. Located in the heart of Wilton Manors!! Can be converted to be one of the biggest nightclub in Broward County. Super low rent. Long term lease remaining. 120 parking...

\$425,000



Italian Restaurant Parkland/North West...

Italian Restaurant Parkland/North West Broward

Broward County, FL

Step into this fantastic opportunity without the hassle of building your own from scratch.

Hot | \$149,900

Seller Financing Available

Cash Flow: \$230,000



Pizza Cafe: Best Location on South Beach!

Hot Location! Neighbors are Burger Fi and Mansion Nightclub

Miami Beach, FL

Pizza Cafe has the absolute best location on Washington Avenue on South Beach. Located on the corner that has the highest amount of Pedestrian traffic on Washington Avenue. Neighbors include Mansion Nightclub...

📷 \$229,000

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★ Save This Search

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▼ Sort Results

Choose Location

Select State or Region

Select US Counties

City or Keyword

☒ Any keyword ☐ All keywords

Business Types

Select Categories

Listings added

Anytime ▼

Price Range

\$Low to \$High

Gross Income Range

\$Low to \$High

Cash Flow Range

to

Broker Membership

No membership filter ▼

Broker Certification

No certification filter ▼

Home Based Businesses

Show All ▼

☐ Only w/seller financing

☐ Only listings with prices

☐ Show relocatable listings

Update Results

Fewer search options



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Refine results by:

- Location
- Category
- Keywords
- Price
- Gross Income
- Cash Flow
- Seller Financing
- Recent Listings
- & More!



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📷 \$229,000

Click on a listing >>


Karma Sushi & Steakbar in Mizner For Sale

Boca Raton, FL (Palm Beach County)



Asking Price:	\$295,000	EBITDA:	N/A	Real Estate:	N/A
Gross Income:	N/A	FF&E:	N/A	Established:	N/A
Cash Flow:	N/A	Inventory:	N/A	Employees:	N/A

 Valuation Report

 Watch

 Print


 Share

Business Description

Karma Sushi & Steakbar in Mizner For Sale

- Huge Price Reduction!!!
- Multi-Million Dollar Build Out!
- Located in the heart of Mizner Park surrounded by office space, apartments, retail and restaurants.
- 5,000 sq.ft. Restaurant with large, wraparound patio, with 4COP license included!!
- Phenomenal rent and unbelievable terms.
- Surrounded by Regional and National Tenants such as Lord & Taylor, iPic Theaters, Starbucks and many more!

Attached Documents

 Karma PDF.pdf

Contact the Seller

Your Name

Your Phone

Your Email

Please send me additional information about this business.

- ☐ Learn to use your IRA/401K to buy a business: Guidant Financial (min. \$50K needed in IRA/401K)

[Send Message](#)



Business Listed By:
Prakas & Company
Prakas and Company

 [Show Phone Number](#)

[View My Listings](#)
[Broker's Website](#)



Using spreadsheets for
expenses isn't free.

There's a better way with Concur!

[Learn more >](#)

 CONCUR

Industry Leading Franchise Directory

Franchise Filters

Category

All Franchises

State

All States

Capital Investment

All Amounts

Go


Top Industries

- Business Services
- Food and Restaurant
- Health, Beauty, and Fitness
- Low Cost Franchises
- Home Based Businesses


Investment Levels

- Up to \$25,000
- Up to \$50,000
- Up to \$100,000
- Up to \$250,000
- Up to \$500,000

Spotlight Franchises




Low investment
Sky-high opportunity



Search Franchise Opportunities

324 Franchise Opportunities Found.

Learn about the best franchises on BizBuySell. Listed are franchises of every type, from home based and low cost franchises to top retail and restaurant franchise brands. Request more information on any of these franchises using our Request List.




Oggi's Sports|Brewhouse|Pizza

Oggi's is a casual-dining franchise that for the past 21 years continues to define the integration of sports, proprietary award-winning craft beers, and a delicious menu.

\$500,000 - \$1,300,000 Capital Required

Add to Request List




U.S. Lawns

Commercial landscape management is one of the most sustainable new businesses you can start. Mother Nature is on your side. Grass and plants grow every day. Commercial property landscape...

\$50,000 - \$75,000 Capital Required

Add to Request List



ACFN the ATM Franchise Business

If you are looking for a part time franchise that can lead to financial independence with a strong long term residual income without the complexity of employees or the demanding schedule of...


Franchise Request List

1 Selected Franchise(s)

☒ Oxi Fresh Carpet Clean...

Get More Info

Your information is safe. [Privacy policy.](#)


TRUSTe
 CERTIFIED PRIVACY

Anytime Fitness Franchise

[Return to Search Results](#)
[Florida Franchises For Sale](#)
[Veteran's Franchises For Sale](#)

☒ Added to Request List

[Return to Search Results](#)

No employees. Low investment. **Explosive industry growth.**
 Discover the freedom of Anytime Fitness.



FastFacts—

- Anytime Fitness is the first and only co-ed fitness franchise in the world with more than 1,800 clubs open.
- Anytime Fitness clubs sold in 50 states and over 17 countries.
- Over 38% of Anytime Fitness franchisees own multiple clubs or franchise territories.

Accolades

- FranchiseChatter.com (2011) ranks Anytime Fitness the #1 Best Franchise Business Model."
- Entrepreneur magazine (2011) ranks Anytime Fitness #1 on the "Fitness Business" list, #11 on the "Franchise 500" list, and #10 on the "Top Global Franchise" list.
- CNN Money (June 2011) honored Anytime Fitness as one of "10 Great Franchise Bets"
- Forbes magazine named Anytime Fitness as one of the "Top 20 Franchises for the Buck"

Be a part of our growth:

- More than 1,000 clubs opened over the past 4 years
- A new club opens approximately every business day. Expect to open club #2000 in 2012.
- A new member joins every 3 minutes.

The Anytime Fitness Philosophy—Convenience and Affordability

Anytime Fitness, the world's first 24-hour fitness, tanning, and reciprocal membership franchise, offers the convenience and affordability people are seeking in a fitness club. At Anytime Fitness, members can work out any time of the day or night. They use a security-access card to enter the club, even when it is not staffed. The ability to own a fitness center without staff gives you an enormous competitive



Detailed Information

Liquid Capital ?

\$80,000

Net Worth ?

\$250,000

Financing Assistance

Available

Training and Support

Available

Franchise Request List

1 Selected Franchise(s)

☒ Anytime Fitness

All Fields Required

SBDC

Counselor

Counselor@sbdc

503-856-5552

Zip Code

Min. Liquid Capital: \$80,000

\$100,000

1-3 months

Florida

☒ Sign Up for the BizBuySell Franchise Newsletter


☐ Guidant Financial can help you use your IRA/401K for purchase (min. \$50k needed).

[Request FREE Info](#)

Your information is safe. [Privacy policy.](#)

Premium Membership

- Free to Counselors!
 - Stop by our booth or email ask@bizbuysell.com
- Features
 - 12-part video series on how to buy a business
 - Personalized business recommendations
 - “Price Reduced” and “Hot” listing indicators
 - Listing Statistics
 - Add private notes to favorite listings
 - Premium Member designation for faster seller response
- Only \$10/mo for clients



BizBuySell™ The Internet's Largest Business for Sale Marketplace
 In alliance with **WALL STREET JOURNAL** Small Business wsj.com

[Buy a Business](#)
[Buy a Franchise](#)
[Sell a Business](#)
[Tools & Advice](#)
[Business Brokers](#)
[Sign In](#)

Powerful Tools for Premium Members

Unlock advanced features to help you find the perfect business

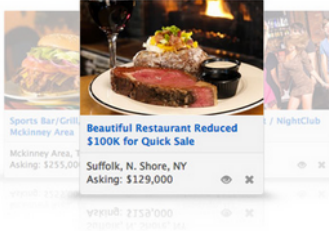
[Become a Premium Member](#) As low as \$7.50/Month



Ed Pendarvis, Dean
Business Buyers University

Access our 12-part educational video series for business buyers


Ed Pendarvis, creator of the largest small-business brokerage network in the world, hosts a video education series which will guide you step-by-step through the entire process of successfully buying a business. The video series covers topics such as finding the right business, evaluating financing options, and negotiating the final price with sellers.



Beautiful Restaurant Reduced \$100K for Quick Sale
Suffolk, N. Shore, NY
Asking: \$129,000

Get custom business recommendations

You are unique, and so are your business goals. Put our intelligent, automated business search agent to work to identify only the best matches from our inventory of 45,000 active for-sale listings. See your personalized recommendations now, and get new results daily!



Beautiful wellness center value in a lovely location
Central Mass. in beautiful and high growth market
Established 10+ years of seller contact
This beauty center for sale is located in a busy corridor in beautiful central Mass. in a prime location. It is a full service center offering wellness, hair services, manicures, and more.

Reveal hidden alerts in search results & business detail pages

Quickly identify the best deals with icons for Hot Business and Price Reductions. Also unlock a “Seller Contacted” badge that lets you easily see only the newest listings.

Listing Statistics

Watching this Listing: 2

Days Active on Site: 20

Appeared in Search:

Listing Detail Views:

Get the full picture with activity stats

Gauge the popularity of business-for-sale listings with an expanded Listing Statistics section, visible to Premium Members only. Activity tracking data is calculated real-time, and available for all 45,000 businesses in our marketplace.

How to Buy, Value or Sell a Business

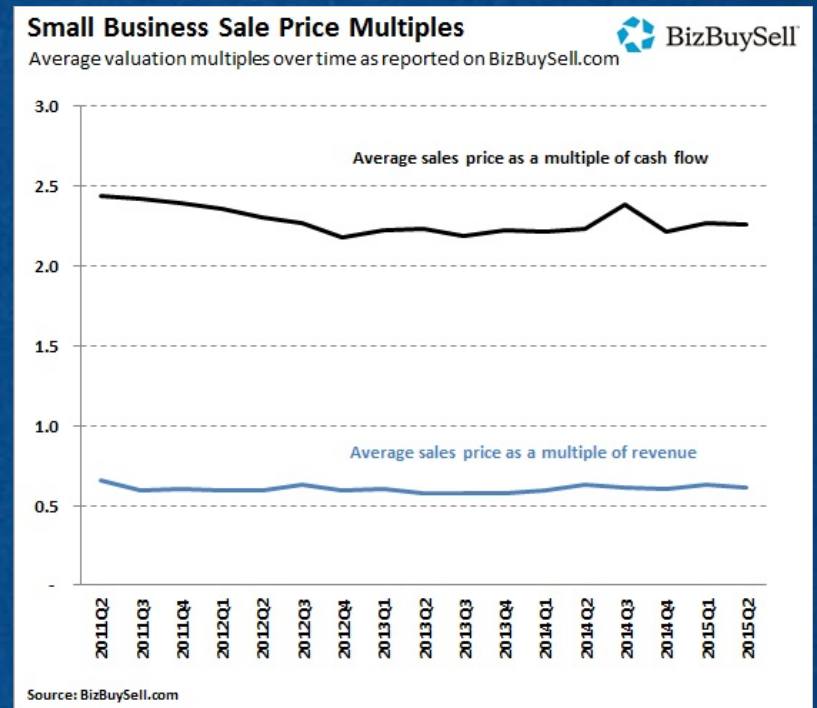
1. Buying a Business

2. Valuing a Business

3. Selling a Business

Valuation Methods

- Comparables
 - BizBuySell (~75,000)
 - Pratt's Stats (~23,000)
 - BizComps (~11,000)
- Multiples
 - Of Revenue (Sales)
 - Of Cash Flow (EBITDA+SDE)
 - Sources: BBP Business Reference Guide (Rules of Thumb), BizBuySell Insights Reports
- Appraisals/Formal Valuations



Closed Small Business Transaction Metrics by Sector for the Full-Year 2014

Key metrics from transactions reported on BizBuySell.com by sector during 2014

Time Period: 2014

Source: BizBuySell.com

Sector	Sub-Sector	Number of Reported Sales	Median Sales Price	Median Asking Price	Sales to Asking Price (average)	Median Revenue	Revenue Multiple (average)	Median Cash Flow	Cash Flow Multiple (average)
Retail	Apparel and Accessory Stores	86	\$160,000	\$165,000	0.92	\$400,087	0.48	\$85,000	2.32
	Automotive Dealers	34	\$750,000	\$785,000	0.93	\$1,806,651	0.38	\$247,500	2.56
	Bars/Taverns	304	\$195,000	\$210,000	0.88	\$500,000	0.46	\$86,414	2.36
	Blding Mat., Hardware, Garden	26	\$425,923	\$474,898	0.96	\$789,262	0.51	\$159,318	2.57
	Convenience Stores	350	\$175,000	\$195,000	0.90	\$595,000	0.37	\$104,172	2.10
	Florists	37	\$95,590	\$104,500	0.95	\$335,277	0.32	\$60,000	1.96
	Gasoline Service Stations	306	\$252,500	\$275,000	0.98	\$568,656	0.62	\$149,586	2.73
	General Merchandise Stores	35	\$124,500	\$125,000	0.85	\$392,500	0.52	\$90,600	2.17
	Home Furniture & Furnishings	43	\$173,000	\$200,000	0.89	\$437,991	0.47	\$94,320	2.06
	Liquor Stores	271	\$270,000	\$289,000	0.90	\$800,000	0.41	\$125,000	2.58
	Marine Dealers & Equipment	6	\$450,000	\$495,000	0.92	\$4,255,795	0.25	\$242,129	2.07
	Miscellaneous Retail	208	\$145,000	\$160,000	0.89	\$346,000	0.47	\$75,647	2.19
	Other Eating & Drinking Places	278	\$130,000	\$149,500	0.89	\$308,000	0.46	\$75,000	2.03
	Other Food Stores	89	\$136,000	\$150,000	0.90	\$350,000	0.51	\$80,000	2.01
	Pet Shops & Supplies	21	\$95,000	\$95,000	0.92	\$248,572	0.39	\$67,712	1.59
	Restaurants	1562	\$128,750	\$149,250	0.89	\$401,739	0.38	\$80,000	1.89
	Supermarkets	63	\$270,000	\$275,000	0.86	\$1,200,000	0.21	\$160,000	1.98
	Vending Machines	64	\$150,000	\$165,000	0.92	\$212,000	0.79	\$72,800	2.19
Service	Agents & Brokers	31	\$175,000	\$173,500	0.93	\$148,000	1.23	\$88,000	2.48
	Amusement & Recreation	84	\$165,000	\$189,000	0.87	\$275,000	0.73	\$84,416	2.26
	Auto Repair, Parts & Services	251	\$240,000	\$260,000	0.91	\$572,000	0.62	\$120,840	2.52
	Beauty Salons, Barber Shops	217	\$80,000	\$89,000	0.89	\$208,520	0.50	\$52,000	1.85
	Computer & Software Services	43	\$230,000	\$250,000	0.90	\$469,564	0.62	\$113,059	2.04
	Drycleaning/Laundry Services	325	\$199,000	\$224,900	0.90	\$201,922	0.96	\$79,776	2.69
	Educational Services	94	\$275,000	\$325,000	0.88	\$437,443	0.87	\$112,410	3.17
	Engineering & Accounting Svcs	36	\$189,900	\$225,000	0.93	\$180,000	0.95	\$87,329	2.11
	Finance, Banking, Loans, etc.	27	\$352,366	\$425,000	0.92	\$300,000	1.13	\$165,000	2.35
	Freight, Moving/Delivery	64	\$262,500	\$277,500	0.89	\$482,798	0.65	\$126,553	2.24
	Health, Medical & Dental	259	\$325,000	\$350,000	0.94	\$544,000	0.70	\$151,000	2.39
	Hotels & Other Lodging Places	56	\$542,750	\$577,500	0.90	\$384,208	1.54	\$144,075	3.44
	Landscaping & Yard Services	163	\$128,500	\$139,500	0.93	\$216,000	0.66	\$82,541	1.83
	Legal Services	10	\$149,500	\$192,000	0.82	\$294,032	0.71	\$112,281	1.59
	Marine Repair, Parts & Services	6	\$182,500	\$205,000	0.89	\$496,415	0.41	\$100,875	1.90
	Membership Organizations	7	\$800,000	\$950,000	0.92	\$526,000	1.42	\$180,000	3.19
	Miscellaneous Repair Services	52	\$300,000	\$399,000	0.89	\$700,000	0.68	\$149,586	2.09
	Miscellaneous Services	279	\$142,990	\$156,500	0.93	\$242,218	0.71	\$90,000	1.95
	Motion Pictures	1	\$1,100,000	\$1,100,000	1.00	\$2,703,647	0.41	\$956,155	1.15
	Museums, Art Galleries, Zoos	2	\$222,500	\$222,500	1.00	\$822,999	0.49	\$99,483	2.24
	Other Business Services	248	\$222,000	\$250,000	0.91	\$466,000	0.64	\$116,900	2.27
	Other Personal Services	176	\$87,000	\$96,000	0.94	\$139,600	0.66	\$75,000	1.34

BizBuySell Insights Reports

Broker reported transactions by category, metro-area

http://www.bizbuysell.com/news/media_insight.html

How to Value a Business Using a Valuation Report

Value any business, anywhere, in minutes

Gain powerful insight into your chosen business category by analyzing sold businesses similar to the one you're interested in valuing.

Learn what a fair "Asking Price" should be for the business you're interested in buying or selling based on recently sold businesses.

Assess the value of any business with our inventory of 75,000 sold businesses and 47,000 businesses for sale.

Refine Report

Show Businesses

☒ All Businesses

☐ For Sale

☐ Recently Sold

Gross Income

to

Cash Flow

to

Sale / Asking Price

200,000 to 400,000

Sale / Listed Date

All Dates

Location

All Selected States

Keyword

Update Report

Suggested Asking Price Analysis

By Average Sale/ Asking Price

\$210,000

(Average of ALL Sale / Asking Price)

Average Asking Price \$232,500

Average Sale Price \$202,256

By Gross Income

\$185,000

(Your Gross Income x Median Multiplier)

Average Gross Income \$175,000

Median Multiplier 1.75

Gross Income 100,000

By Cash Flow

\$202,280

(Your Cash Flow x Median Multiplier)

Average Cash Flow \$182,250

Median Multiplier 2.43

Cash Flow 75,000

335 businesses used in Price Analysis

To exclude any of these businesses from the analysis, select the checkbox and click "REMOVE" button.

Page 1 2 3 4 5 ... 20 Next

	REMOVE	Date	Status	Sale / Asking Price	Gross Income	Cash Flow
<input type="checkbox"/> Multi-Unit Franchise Opportunity		02/12/12	For Sale	\$380,000	\$410,000	\$92,000
Los Angeles County, California						
<input type="checkbox"/> Pizza Franchise		02/05/12	For Sale	\$140,000	\$185,000	\$42,500
Los Angeles County, California						
<input type="checkbox"/> High Revenue Buffet		12/14/11	Sold	\$182,000	\$190,000	\$38,000
Los Angeles County, California						

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✓ Gain Insight

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✓ Determine an Asking Price

Learn what a fair "Asking Price" should be for the business you're interested in buying or selling based on recently sold businesses.

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*Pricing depends on total number of available For Sale and Sold Businesses that will be analyzed in your report



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Gain powerful insight into your chosen business category by analyzing sold businesses similar to the one you're interested in valuing.

✓ Determine an Asking Price

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✓ Value a Business

Use our inventory of 68,000 sold businesses and 45,000 businesses for sale to assess the value of any business, anywhere.



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sample
report

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Customize your Valuation Report below:

Business Category

- Restaurants

Location

District of Columbia

Florida

Georgia

Hawaii


Based on your Selections, your Report will analyze:

1,000+
Sold Businesses

1,000+
For Sale Businesses

[Continue to Checkout](#)


Your Total Price: \$59.95




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Purchase Summary

Product Description	Price
Valuation Report for Restaurants in Florida - includes 30 day access to details of Active & Sold Businesses	\$59.95
Promo Code Discount	(\$59.95)
Total	\$0.00

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Transaction Information

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Date	09/04/2014
Name	Bob House
Email Address	bhouse@bizbuysell.com
Total	\$0.00
Promo Code	SBDCVAK

Purchase Summary

Product Description

Price

Valuation Report for Restaurants in Florida
- includes 30 day access to details of Active & Sold Businesses

\$59.95

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Total \$0.00

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Refine Report

Show Businesses

- ☒ All Businesses
☐ For Sale
☐ Recently Sold

Gross Income

to

Cash Flow

to

Sale / Asking Price

to

Sale / Listed Date

All Dates ▼

Location

All Selected Regions
 Florida

Hold CTRL key to multi-select

Keyword

[Update Report](#)

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Suggested Asking Price Analysis

By Average Sale and Asking Price

\$292,346

(Average of ALL Sale and Asking Price) ?

Average Asking Price \$311,760

Average Sale Price \$272,932

By Gross Income

Get a more accurate analysis!
 Enter the Gross Income of the
 business you'd like to value.

Gross Income [GO](#) ?

By Cash Flow

Get a more accurate analysis!
 Enter the Cash Flow of the
 business you'd like to value.

Cash Flow [GO](#) ?


2937 businesses used in Price Analysis

To exclude any of these businesses from the analysis, select the checkbox and click "REMOVE" button.

Page 1 [2](#) [3](#) [4](#) [5](#) of 118 Pages [Next](#) ▶

REMOVE	Date ▼	Status ▲	Sale / Asking Price ▲	Gross Income ▲	Cash Flow ▲
<input type="checkbox"/> Continental Dining in Boca - \$ 1 Mil gro... Boca Raton, FL	09/03/14	Sold	\$155,000	\$1,000,000	\$140,000
<input type="checkbox"/> Food Truck for Sale in South Florida is ... Boca Raton, FL	09/03/14	Sold	\$80,000	\$0	\$0
<input type="checkbox"/> Pizza & Italian Restaurant & Bar... Orlando, FL	09/02/14	Sold	\$170,000	\$245,046	\$42,885
<input type="checkbox"/> Deli Cafe for sale in Orlando area Orlando area, FL	09/02/14	Sold	\$90,000	\$139,364	\$60,218
<input type="checkbox"/> Planet Smoothie Cafe Orlando, FL	08/31/14	Sold	\$175,000	\$309,646	\$70,484
<input type="checkbox"/> Restaurant Cafe for sale in Orlando area Orlando, FL	08/29/14	Sold	\$70,000	\$276,956	\$73,654
<input type="checkbox"/> Restaurant Cafe for sale in Florida Altamonte/ Longwood, FL	08/29/14	Sold	\$70,000	\$237,682	\$77,328
<input type="checkbox"/> Pizzeria and Italian Restaurant Oakland Park, FL	08/29/14	Sold	\$35,000	\$330,000	\$0
<input type="checkbox"/> Exclusive Italian Restaurant Sarasota, FL	08/28/14	Sold	\$400,000	\$1,380,543	\$219,056
<input type="checkbox"/> Absentee run Restaurant in South Tampa FL	08/28/14	Sold	\$125,000	\$0	\$0
<input type="checkbox"/> Authentic NY Style Pizza Shop and Italia... Not disclosed, FL	08/28/14	Sold	\$115,000	\$518,775	\$137,764
<input type="checkbox"/> Latin Restaurant Miami, FL	08/26/14	Sold	\$95,000	\$700,000	\$116,240


Example record of a sold business


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Exclusive Italian Restaurant
Sarasota, Florida

TRANSACTION DETAILS

Sale Date	Sale Price	Asking Price	Gross Income	Cash Flow
08/28/2014	\$400,000	\$450,000	\$1,380,543	\$219,056

ORIGINAL LISTING BELOW

Restaurants | Other Eating & Drinking Places

Asking Price ?	\$450,000	Inventory ?	\$1000 **
Gross Income ?	\$1,380,543	Real Estate ?	
Cash Flow ?	\$219,056	Year Established	2012
FF&E ?	\$80000	Employees	FT6/2PT/1Mgr

* included in the asking price ** not included in the asking price

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3. Selling a Business


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- Connect clients with specialized brokers
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Atlanta M&A firm specializing in S.E. businesses priced \$100k to \$20m

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Company Information



www.waldenbus.com

Walden is an Atlanta based firm with offices in Atlanta, Costa Rica, Jacksonville and Raleigh specializing in closely held manufacturing, distribution and select service-related businesses. The principals of Walden Businesses have backgrounds in management, finance, real estate and have all previously owned their own companies. Using these skills, along with years of industry experience, the principals have created a powerful tool for the business owner looking to hire the right intermediary. We believe our experience, ethics and professionalism make the difference! Whether you are positioned to acquire or divest, your choice of Walden Businesses to assist you in the transaction will be a wise one.

Services Offered: Walden Businesses also provides confidential valuations, consulting, buyer representation, and real estate sales, with specialization in mergers and acquisitions of closely held companies.

Areas Served: Fulton County, Georgia. Cobb County, Georgia. Duval County, Florida. Gwinnett County, Georgia. Wake County, North Carolina.

Company: Walden Businesses assists corporations and individuals in the sales, acquisitions and mergers of light manufacturing, distribution, and service companies with valuations up to \$100 million. Based in the Southeast, our approach is one of flexibility, offering a full array of advisory services to a local, national and international marketplace. Our clients range from small businesses and serial entrepreneurs to major corporations and private equity firms.

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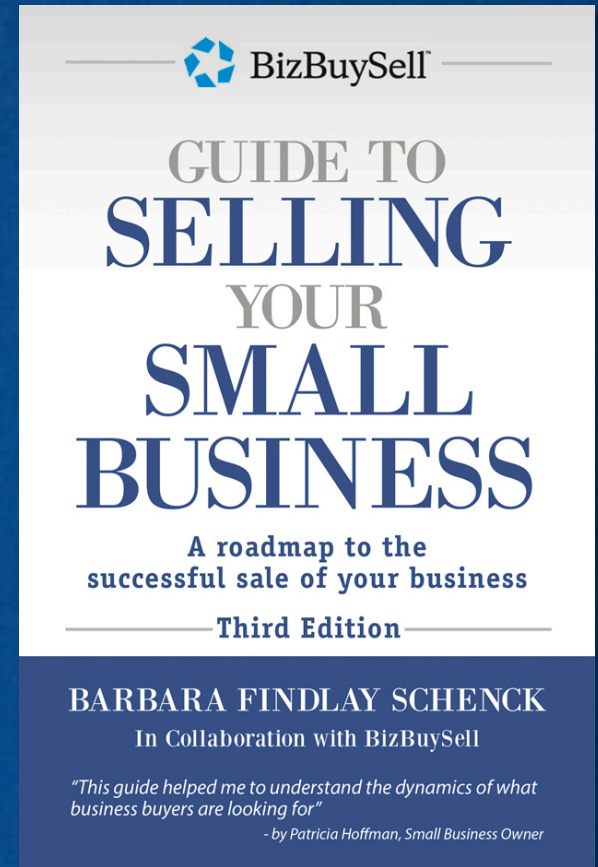
5 minutes is all it takes to create your business-for-sale ad. Get it live fast, and update it any time.



- Eye-catching Photos (optional)
- Instant Contact Form
- Financial Information
- Map of Business (optional)
- Business Description
- Embedded Video (optional)
- Attached Documents (optional)
- Business Details

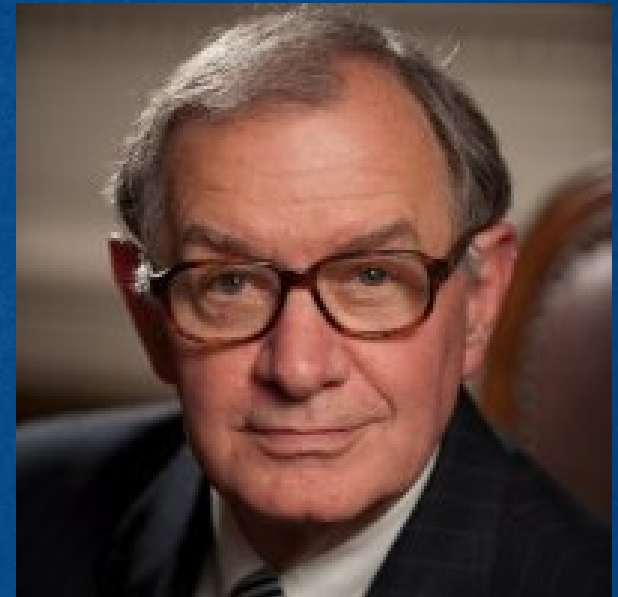
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- Get maximum value when you do find the right business



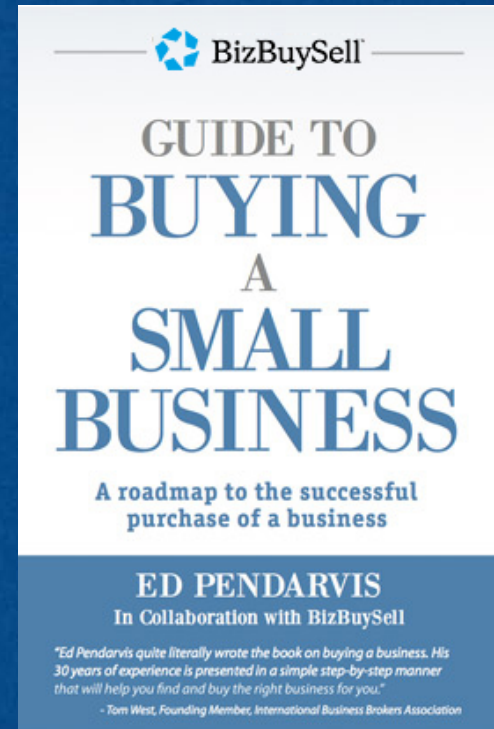
Ed Pendarvis, CBI

- **Founder and Chairman Emeritus** of Sunbelt Business Brokers Network, the largest Small Business Brokerage Franchise in the world
- **Over 30 years of experience** in educating Buyers, Sellers, Brokers, and Franchisees
- **Author** of 2 Books; *"Buying a Business to Secure Your Financial Freedom"* and *"The Secrets of Buying The Right Business (for you) Right"*
- **Founder of Business Buyers University**
- **Serves on the Board of Directors** of the **International Business Brokers Association (IBBA)** and is a licensed instructor



Secrets of Buying, Valuing, and Selling a Business

Ed Pendarvis, CBI,
Founder of Sunbelt and BBU



Forced Entrepreneurs

- Job security has lessened
- Options:
 - Get another job
 - Start up a business
 - Buy an existing business or franchise



Buyer May Accomplish 3 Very Important Things

1. Job for Life
2. Opportunity to Make More
 - how much can a buyer expect?
3. Build Value in Something to Sell
 - *you can't sell a job*



Defining Business Size

Big Business

(football rules)

- Financials
 - Often have publicly traded stock
 - Audited statements
 - 2 sets of books
- Management

Small Business

- \$30 million/100 employees
- SBA ("medium-sized business")

Very Small Business

(baseball rules)

- \$1 million/20 employees
- Confidentiality
- Financing
 - (on house- yes; on business -no)
 - 1) security; 2) debt payment
- Relationships
- Negotiating
- Valuation
- L.L.L.



Tips

- Focus on the business, *not the financials*
- Focus on the top line, *not the bottom line*
(earning should be 10-20% on sales)
- Focus on 70% after the sale, *not 30% before the sale*
(business plan for growth)

Buying a Small Business

- Confidentiality
- Location
- Track Record/Product or Service/Longevity/Reputation
- Management
- Why selling?
- What about these numbers?
- Tax Considerations
 - (minimize taxes/maximize owner's lifestyle)
- Security for Seller
 - (business assets, personal guarantee - not your house)
- Security for Buyer (Right of Offset)
 - Continuing a successful business
- How to Value a Business
 - (Rules of Thumb - multiple of real earnings)



90% Rule: Facts About Buyers

90% of all buyers

- are first time buyers, never been in business before
- will finance the purchase of their business
- don't know what business they want or best serves their needs
- are terrified and/or uneducated in the business buying process
- (or more) will not buy the business that was advertised or the one that they call in on
- have from \$50,000 to \$150,000 in "Hip National Bank"
- are very comfortable putting 10% down on everything

90% of all sales will be financed by the seller

Buying a Small Business or Franchise

1. Buy a business you like
2. Be flexible
3. Don't expect "traditional" financial information from the owner of a privately owned business
4. Consider chemistry
5. Owner financing is often the best way to go
6. Don't pay all cash - you will need your reserves
7. Make an offer sooner rather than later
8. Don't let emotions drag you down
9. Investigate the business
10. Make a quick close



Business Buyers University

A complete, comprehensive and valuable practical, educational resource to assist buyers, sellers and business brokers in reaching their goal line. BBU provides a “step-by-step” process to locate, value, negotiate, finance, complete due diligence on, and buy a business based on the overall value to the buyer and seller; both now and in the future; explains the distinctions between “main street” and “Wall Street” businesses; **helps you get the deal done!**

3 Options:

- Course 101: Use books and video as your guide maps
- Course 301: Advanced information that takes you "step-by-step" through the complete buying process
- Call to hire Ed as your personal business buyers coach

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"STREET SMARTS" approach to business value

- Tips on how to value a business as a buyer
 - Livable income for the buyer,
 - Debt Service of the purchase of the business,
 - Perceived Value of the Future Earnings.
- Tips for setting an "Asking Price" as the seller
 - "As Much as I Can Get!!!", says seller
 - BizBuySell Comps; BBP's "Business Reference Guide", "Rules of Thumb"
 - Price, Terms and Conditions
- Negotiated Value = Market Value (2.3 times Owners Benefit)

"STREET SMARTS" approach to selling a business

- Selecting a team of professionals (SBDC, Brokers, Attorneys, Accountants, etc)
- Increasing business value long before the sale (Financials, "Paint the Front Door")
- Overview of the "Confidential" business sales process ("Courtship & Marriage")
- Marketing your business; a "Step-by-Step" process to find the right (Qualified?) buyer
- Negotiations, Purchase & Sales Agreement, Due Diligence
- Financing (Bank, SBA, 3rd Party, Seller, Combination) and Tax Implications
- CLOSING the DEAL should produce a WIN-WIN-WIN-WIN!!!
- ASBDC + IBBA Business Brokers = "THE AMERICAN DREAM" of owning your own business
- Everybody WINS..., I like that!!!

Questions?

Email us at
ask@BizBuySell.com

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