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Benchmark

SALES & VALUATIONS

QUARTER 4 2022

MEANING BUSINES

News and information on business sales in Australia



STATE OF THE MARKET FOR EACH STATE INSIDE!

This is the Benchmark "State Of The Market" Report for Quarter 4 of 2022.

At the end of each Quarter we review the previous three months of business sale transactions and we analyse prices and demand. We also look at "time on the market" and "total buyer enquiry" numbers, and the number of businesses on the market across Australia. This report has been prepared to show the state of each market in five states.

- NSW
- Queensland
- Victoria
- South Australia
- Western Australia

This report is based upon the sale data collated across Australia through the Benchmark offices. We also use data on businesses which are not selling, and we utilise information gathered from third party website providers and from observation of the market for the sale of Australian Small Businesses. This guide is intended to demonstrate the results that business owners are achieving when selling their businesses across Australia. In many cases the sale price achieved could be greater if planning and preparation for the sale had been implemented at an earlier time.

Benchmark Business Sales and valuations is Australia's largest business brokerage with six offices in five states, and specialist business brokers covering a wide range of business sectors. Each year Benchmark sells hundreds of businesses and provides business valuations and appraisals for many small business owners and their advisors.

Benchmark has the largest database of business sales data (produced by a brokerage) in Australia.

DID YOU KNOW?

Benchmark Business Sales has sold almost 5,000 businesses since 1999!

Scan the QR code below to see the latest sold data from Benchmark.



benchmarkbusiness.com.au

SMALL BUSINESS SALESWHAT'S HOT? WHAT'S NOT?QUARTER 4 2022

Each Quarter we review the past three months of business sales, buyer enquiry and values. We separate the data onto monthly information and show the trends for each state in a table of many industry types (*Small Business Sales* and *Supply*). It is interesting to note that the number of businesses listed across Australia has dropped over the last year. In March 2020 approximately 13,500 businesses were listed for sale. In December 2021 that number was approximately 10,400. In December 2022 there were approximately 18,700 businesses listed for sale Across Australia.

WHATS HOT

Buyer enquiry has been consistent throughout the quarter. What has changed is the sectors which have received the greatest number of enquiries. Buyer demand for Hospitality has dropped, and other sectors have risen. Here is a short list of the new "hot" sectors.

- Home improvement
- Service Stations
- Supermarkets
- Cleaning companies
- Construction and Home Improvement
- Labour hire
- Transport
- Online retail
- Vegetation management
- Medical

VHAT'S NOT

Some small business categories have seen decreased interest from buyers. Main sectors which have seen reduced interest are:

- Hotels/Motels
- Hospitality
- Bakeries
- Bars & Clubs
- Entertainment
- Retail
- Professions
- Gymnasiums
- Printing
- Post Offices



VALUES AND PRICES

Increases and decreases in buyer demand do not always affect value. Value is also impacted by sentiment and (of course) profit. The following sectors have seen increased values:

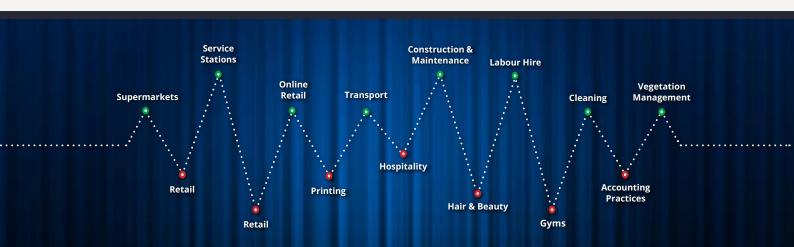
- Home improvement
- Service stations
- Supermarkets
- Rent Rolls
- Labour hire
- Transport
- Online retail
- Facilities Management
- Accounting Practices

Some sectors have suffered a loss in value.



- Cafes
- Gymnasiums
- Professions
- Retail
- Hospitality
- Hair & Beauty
- Print
- Motels
- Post Offices

The following pages display the "State Of The Market" report for each state across Australia, based upon the enquiry and sales results achieved by Benchmark business brokers across Australia for the last quarter.





The Queensland Small Business STATE OF THE MARKET REPORT

D = Demand V = Value \$ = EBITDA or PEBITDA

OUARTER 4

D = Demand	/ = Value \$ = EBITDA o	r PEB	ITDA				RISING 🕇 F	ALLIN	G 🖡	•	STEADY =
Туре	Category	D	v	\$	Aprx. ROI	Туре	Category	D	v	\$	Aprx. ROI
ACCOMMODATION	Aged Care	1	=	E	9% to 12%	SERVICES	Equipment Hire	=	=	Р	20% to 33%
	Caravan Parks Freehold	=	=	Е	11% to 19%		Labour Hire	=	=	Е	25% to 33%
	Caravan Parks Leasehold	∔	=	Ρ	17% to 25%		Printing	➡	=	Ρ	50% to 100%
	Hotels Leasehold	₽	=	Ρ	15% to 30%		Professions	=	=	Е	50% to 100%
	Motels	₽	₽	Ρ	20% to 40%		Real Estate/Property Management		=	Е	25% to 33%
	Automotive Dealership	=	₽	Е	15% to 25%		Security		=	Ρ	20% to 33%
	Car Rental	=	=	Ρ	22% to 36%		Serviced Office	₽	₽	Ρ	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	=	=	Е	28% to 40%		Clothing Retail	₽	₽	Ρ	50% to 200%
	Mechanical Workshops	=	=	Ρ	50% to 100%		Discount & Variety	₽	₽	Ρ	50% to 100%
	Service Stations	1	1	Ρ	33% to 45%		Gifts & Florists	₽	₽	Ρ	50% to 100%
DOMESTIC	Cleaning Companies			Р	22% to 33%		Homeware & Furniture	₽	₽	Ρ	50% to 100%
SERVICES	Maintenance		1	Ρ	25% to 37%	RETAIL SPORTS & RECREATION	Online Retail	=	1	Е	20% to 33%
EDUCATION &	Childcare Centre		=	Е	16% to 20%		Pet Services & Products	=	=	Ρ	25% to 33%
TRAINING	RTO & Training	1	=	Ρ	26% to 40%		Post Office & Newsagencies	➡	=	Р	50% to 100%
HAIR & BEAUTY	Cosmetic Salons	1	=	Ρ	25% to 40%		Supermarket (Large)	1	1	Ρ	25% to 38%
	Hair & Beauty Salons	=	=	Ρ	50% to 100%		Supermarket (Small)		=	Ρ	50% to 100%
	Bakeries	╇	₽	Ρ	50% to 100%		Adventure	=	=	Ρ	35% to 50%
	Bars & Clubs	╇	=	Ρ	33% to 100%		Gymnasiums	➡	╇	Ρ	33% to 50%
	Café/Coffee Lounge		=	Ρ	50% to 100%	STORAGE	Storage Complexes		1	Е	16% to 22%
HOSPITALITY	Catering & Events	╇	=	Ρ	33% to 100%		Air Conditioning	=	=	Ρ	33% to 50%
	Food Franchise	=	=	Ρ	50% to 100%	TRADES	Electrical & Plumbing		=	Ρ	33% to 55%
	Takeaway & Casual Dining	1	=	Ρ	50% to 100%		Home Improvement		=	Ρ	33% to 100%
	Vending	╇	=	Е	22% to 35%		Pool Servicing	=	=	Ρ	33% to 100%
	Construction		=	Ρ	25% to 38%		Courier		=	Ρ	50% to 100%
ENGINEERING & MANUFACTURING	Engineering		=	Ρ	24% to 33%	TRAVEL & TRANSPORT	Road Transport	=	=	Ρ	33% to 50%
	Manufacturing		1	Е	20% to 50%		Logistics	=	=	Е	25% to 38%
	Entertainment	╇	₽	Р	50% to 100%		Vegetation Management		1	Ρ	25% to 40%
MEDIA &	Internet		=	Ρ	20% to 33%	UTILITIES &	Power Supply & Solar	=	=	Ρ	22% to 33%
COMMUNICATION	IT & Communications	=	=	Ρ	25% to 40%	INFRASTRUCTURE	Waste		1	Е	16% to 40%
	Marketing	=	₽	Ρ	40% to 80%		Water Treatment		=	Е	16% to 30%
	Accounting Practices	=	=	Е	25% to 33%		Equipment Wholesale	1	=	Ρ	25% to 33%
SERVICES	Dental & Medical	=	=	Е	20% to 33%	WHOLESALE	Food Wholesale	1	1	Р	25% to 30%
	Facilities Management			Е	25% to 33%		Product Wholesale	=	=	Р	25% to 30%

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. Demand is measured by buyer enquiry on websites. Value is a reflection of sales data.



The New South Wales Small Business STATE OF THE MARKET REPORT

QUARTER 4

2022

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D = Demand V = Value \$ = EBITDA or PEBITDA

Aged Care $\widehat{\ }$ E 9% to 12%Caravan Parks Freehold $=$ E 11% to 19%Caravan Parks Leasehold $\widehat{\ }$ $=$ P 15% to 25%Hotels Leasehold $\widehat{\ }$ $=$ P 13% to 30%Motels $\widehat{\ }$ P 13% to 30%SERVICESAutomotive Dealership $\widehat{\ }$ E 15% to 25%Caravan/Motorcycle/Marine $\widehat{\ }$ E 15% to 25%Caravan/Motorcycle/Marine $\widehat{\ }$ E 15% to 25%Caravan/Motorcycle/Marine $\widehat{\ }$ E 25% to 36%Caravan/Motorcycle/Marine $\widehat{\ }$ E 28% to 40%Mechanical Workshops $\widehat{\ }$ P 50% to 100%Service Stations $\widehat{\ }$ P 33% to 45%	x. ROI to 33% to 33% to 33% to 100% to 100% to 33% to 60%
ACCOMMODATION Caravan Parks Freehold = E 11% to 19% ACCOMMODATION Caravan Parks Leasehold Image:	to 33% to 100% to 100% to 33% to 33% to 60%
ACCOMMODATION Caravan Parks Leasehold Image: Caravan	to 100% to 100% to 33% to 33% to 60%
Hotels Leasehold Image: Constraint of the constraint of	to 100% to 33% to 33% to 60%
Motels Image: Construction of the second	to 33% to 33% to 60%
Automotive Dealership = + + + P 20% to 40% Automotive Dealership = + E 15% to 25% Security 1 = P 20% Car Rental = 1 P 25% to 36% Serviced Office + + P 33% Caravan/Motorcycle/Marine Dealership 1 = E 28% to 40% Clothing Retail + + P 50% Mechanical Workshops = = P 50% to 100% Discount & Variety + P 50% Service Stations 1 P 33% to 45% Gifts & Florists + P 50%	to 33% to 60%
AUTOMOTIVE Car Rental = 1 P 25% to 36% Serviced Office Image: Car Rental in the service of the	to 60%
AUTOMOTIVE Caravan/Motorcycle/Marine Dealership	
ADIOMOTIVE Dealership Image: Continuity retain Ima	o 200%
Service Stations 1 P 33% to 45%	
	to 100%
Cleaning Companies A A D 25% to 33% Homeware & Euroiture D 50%	to 100%
DOMESTIC Cleaning companies T P 25% to 33%	to 100%
SERVICES Maintenance 🔶 🌪 P 25% to 37% RETAIL Online Retail = E 20%	to 33%
Childcare Centre 🔶 E 16% to 20% Pet Services & Products 🔶 P 25%	to 33%
	to 100%
HAIR & Cosmetic Salons 1 = P 25% to 40% Supermarket (Large) 1 P 25%	to 38%
BEAUTY Hair & Beauty Salons = P 50% to 100% Supermarket (Small) 1 = P 50%	to 100%
Bakeries Image: P 50% to 100% Adventure Image: P 35%	to 50%
PECPEATION	to 50%
Café/Coffee Lounge 🕇 💳 P 50% to 100% STORAGE Storage Complexes 🕇 💳 E 16%	to 22%
HOSPITALITY Catering & Events 🕂 = P 33% to 100% Air Conditioning = P 33%	to 50%
	to 55%
Takeaway & Casual Dining = ↓ P 50% to 100% TRADES Home Improvement ↑ = P 33%	to 100%
Vending Image: Pool Servicing Image: Po	to 100%
Construction P 25% to 38% Courier P 50%	to 100%
ENGINEERING & Engineering 1 = P 24% to 33% TRAVEL & Road Transport 1 = P 33%	to 50%
Manufacturing	to 38%
Entertainment 🕂 🕂 P 50% to 100% Vegetation Management 🔶 P 22%	to 40%
MEDIA & Internet 1 = P 20% to 33% UTILITIES & Power Supply & Solar = P 22%	to 33%
COMMUNICATION IT & Communications Image: Communication of the second secon	to40%
Marketing = P 40% to 80% Water Treatment 1 E 16%	to 30%
Accounting Practices = E 25% to 33% Equipment Wholesale + P 25%	to 33%
SERVICES Dental & Medical 🚍 🚍 E 20% to 33% WHOLESALE Food Wholesale 🕇 T P 25%	to 30%
Facilities Management Image: Product Wholesale Image: Product Who	

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. **Demand** is measured by buyer enquiry on websites. **Value** is a reflection of sales data.

The Victorian Small Business STATE OF THE MARKET REPORT

QUARTER 4

D = Demand V = Value \$ = EBITDA or PEBITDA

D = Demand	V = Value \$ = EBITDA o		RISING 🕇 F	ALLIN	G 🦊		STEADY =				
Туре	Category	D	v	\$	Aprx. ROI	Туре	Category	D	v	\$	Aprx. ROI
ACCOMMODATION	Aged Care	1	=	Е	9% to 12%	SERVICES	Equipment Hire	=	=	Ρ	20% to 33%
	Caravan Parks Freehold	=	=	Е	9% to 15%		Labour Hire	=	=	Е	25% to 33%
	Caravan Parks Leasehold	∔	=	Ρ	17% to 25%		Printing	➡	=	Ρ	50% to 100%
	Hotels Leasehold	₽	₽	Ρ	18% to 30%		Professions	=	=	E	50% to 100%
	Motels	∔	=	Ρ	18% to 33%		Real Estate/Property Management	=	╇	Е	25% to 33%
	Automotive Dealership	∔	₽	Е	17% to 25%		Security		=	Ρ	20% to 33%
	Car Rental	=	=	Ρ	22% to 30%		Serviced Office	➡	➡	Ρ	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	1	=	Е	25% to 35%		Clothing Retail	➡	➡	Ρ	50% to 200%
	Mechanical Workshops	=	=	Ρ	50% to 100%		Discount & Variety	₽	╇	Ρ	50% to 100%
	Service Stations	1	1	Ρ	33% to 45%		Gifts & Florists	➡	╇	Ρ	50% to 100%
DOMESTIC	Cleaning Companies		1	Ρ	22% to 33%		Homeware & Furniture	➡	╇	Ρ	50% to 100%
SERVICES	Maintenance	1	1	Ρ	25% to 37%	RETAIL	Online Retail	=	=	Е	20% to 40%
EDUCATION & TRAINING	Childcare Centre	1	=	Е	16% to 20%		Pet Services & Products	1	1	Ρ	25% to 30%
	RTO & Training	1	=	Ρ	26% to 50%		Post Office & Newsagencies	₽	╇	Ρ	50% to 100%
HAIR & BEAUTY	Cosmetic Salons	1	=	Ρ	25% to 40%		Supermarket (Large)		1	Ρ	25% to 38%
	Hair & Beauty Salons	1	=	Ρ	45% to 100%		Supermarket (Small)	=	=	Ρ	50% to 100%
	Bakeries	➡	₽	Ρ	50% to 100%	SPORTS & RECREATION	Adventure	=	=	Ρ	25% to 50%
	Bars & Clubs	➡	=	Ρ	33% to 100%		Gymnasiums	➡	╇	Ρ	33% to 50%
	Café/Coffee Lounge		=	Ρ	50% to 100%	STORAGE	Storage Complexes	1	1	Е	16% to 23%
HOSPITALITY	Catering & Events	₽	=	Ρ	33% to 100%	TRADES	Air Conditioning	=	=	Ρ	33% to 50%
	Food Franchise	=	=	Ρ	50% to 100%		Electrical & Plumbing	=	=	Ρ	33% to 55%
	Takeaway & Casual Dining	1	=	Ρ	50% to 100%		Home Improvement		=	Ρ	25% to 100%
	Vending	➡	=	Е	22% to 35%		Pool Servicing	=	=	Ρ	33% to 100%
	Construction	1	1	Ρ	25% to 38%		Courier		=	Ρ	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	=	=	Ρ	24% to 33%	TRAVEL & TRANSPORT	Road Transport	=	=	Ρ	33% to 50%
	Manufacturing	=	1	Е	25% to 50%		Logistics		=	E	25% to 38%
MEDIA & COMMUNICATION	Entertainment	➡	➡	Ρ	50% to 100%		Vegetation Management		1	Ρ	22% to 40%
	Internet	1	1	Ρ	20% to 33%	UTILITIES &	Power Supply & Solar	=	=	Р	22% to 33%
	IT & Communications	=	=	Ρ	25% to 40%	INFRASTRUCTURE	Waste		1	Е	16% to 40%
	Marketing	1	=	Ρ	40% to 100%		Water Treatment	1	1	Е	16% to 30%
	Accounting Practices	=	=	E	25% to 33%		Equipment Wholesale	1	=	Ρ	25% to 33%
SERVICES	Dental & Medical	=	=	E	20% to 33%	WHOLESALE	Food Wholesale	1	1	Ρ	25% to 30%
	Facilities Management	1	=	Е	25% to 33%		Product Wholesale	=	=	Ρ	25% to 30%

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. **Demand** is measured by buyer enquiry on websites. **Value** is a reflection of sales data.



The South Australian Small Business **STATE OF THE MARKET REPORT**

QUARTER 4

2022

D = Domand V = Value \$ = ERITDA or PERITDA

D = Demand	V = Value \$ = EBITDA d	or PEE	BITDA				RISING 🕇 I	FALLIN	IG 🖣	Ļ	STEADY =
Туре	Category	D	v	\$	Aprx. ROI	Туре	Category	D	v	\$	Aprx. ROI
	Aged Care	1	1	E	11% to 15%		Equipment Hire	=	=	Р	20% to 33%
	Caravan Parks Freehold	1	=	Е	12% to 19%		Labour Hire	=	=	Е	25% to 33%
ACCOMMODATION	Caravan Parks Leasehold	₽	=	Ρ	20% to 27%		Printing	➡	₽	Р	50% to 100%
	Hotels Leasehold	=	=	Ρ	20% to 30%	SERVICES	Professions	=	=	Е	50% to 100%
	Motels	₽	╇	Ρ	20% to 33%		Real Estate/Property Management	=	=	Е	25% to 33%
	Automotive Dealership	₽	₽	Е	14% to 25%		Security		=	Ρ	20% to 33%
	Car Rental	=	=	Ρ	22% to 36%		Serviced Office	➡	╇	Ρ	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	=	=	E	20% to 35%		Clothing Retail	₽	₽	Ρ	50% to 200%
	Mechanical Workshops	=	=	Ρ	50% to 100%	RETAIL	Discount & Variety	₽	╇	Ρ	50% to 100%
	Service Stations	1	1	Ρ	33% to 45%		Gifts & Florists	₽	➡	Ρ	50% to 100%
DOMESTIC	Cleaning Companies		1	Ρ	22% to 33%		Homeware & Furniture	➡	╇	Ρ	50% to 100%
SERVICES	Maintenance	1	1	Ρ	25% to 37%		Online Retail	=	=	Е	20% to 30%
EDUCATION & TRAINING	Childcare Centre	1	1	Е	16% to 20%		Pet Services & Products	1	=	Ρ	25% to 33%
	RTO & Training	1	=	Ρ	25% to 40%		Post Office & Newsagencies	•	╇	Ρ	50% to 100%
HAIR & BEAUTY	Cosmetic Salons	=	1	Ρ	25% to 40%		Supermarket (Large)	1	1	Ρ	25% to 38%
	Hair & Beauty Salons	=	╇	Ρ	50% to 100%		Supermarket (Small)	1	1	Ρ	50% to 100%
	Bakeries	➡	╇	Ρ	50% to 100%	SPORTS & RECREATION	Adventure	➡	➡	Ρ	25% to 50%
	Bars & Clubs	₽	₽	Ρ	33% to 100%		Gymnasiums	➡	➡	Ρ	33% to 50%
	Café/Coffee Lounge		=	Ρ	50% to 100%	STORAGE	Storage Complexes	1	1	Е	16% to 24%
HOSPITALITY	Catering & Events	₽	╇	Ρ	33% to 100%		Air Conditioning	1	=	Ρ	33% to 50%
	Food Franchise	₽	=	Ρ	50% to 100%	TRADEC	Electrical & Plumbing	=	=	Ρ	33% to 55%
	Takeaway & Casual Dining	=	=	Ρ	50% to 100%	TRADES	Home Improvement			Ρ	33% to 100%
	Vending	₽	₽	Е	22% to 35%		Pool Servicing	=	=	Ρ	33% to 100%
	Construction	=	=	Ρ	25% to 38%		Courier		1	Ρ	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	=	=	Ρ	24% to 33%	TRAVEL & TRANSPORT	Road Transport		=	Ρ	33% to 50%
	Manufacturing	=		Е	25% to 50%		Logistics		=	Е	25% to 38%
	Entertainment	➡	=	Ρ	50% to 100%		Vegetation Management		1	Р	22% to 40%
MEDIA &	Internet		=	Ρ	20% to 33%	UTILITIES &	Power Supply & Solar		=	Ρ	22% to 33%
COMMUNICATION	IT & Communications	=	=	Ρ	25% to 42%	INFRASTRUCTURE	Waste		1	Е	16% to 33%
	Marketing	=	=	Ρ	40% to 100%		Water Treatment		1	Е	16% to 33%
	Accounting Practices	=	=	Е	25% to 33%		Equipment Wholesale	1	=	Ρ	25% to 33%
SERVICES	Dental & Medical	=	=	Е	20% to 33%	WHOLESALE	Food Wholesale	1	1	Ρ	25% to 33%
	Facilities Management	1	1	E	25% to 33%		Product Wholesale	=	=	Ρ	25% to 33%

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The Western Australian Small Business STATE OF THE MARKET REPORT

QUARTER 4

FALLING

D = Demand V = Value \$ = EBITDA or PEBITDA

D = Demand	V = Value \$ = EBITDA o	r PEB	ITDA				RISING 🕇 F/	ALLIN	G 🖊	•	STEADY =
Туре	Category	D	v	\$	Aprx. ROI	Туре	Category	D	v	\$	Aprx. ROI
ACCOMMODATION	Aged Care	1	1	E	9% to 18%	SERVICES	Equipment Hire		=	Ρ	20% to 33%
	Caravan Parks Freehold		=	Е	10% to 19%		Labour Hire		=	Е	25% to 33%
	Caravan Parks Leasehold	=	=	Ρ	17% to 25%		Printing	➡	₽	Р	50% to 100%
	Hotels Leasehold	₽	╇	Ρ	17% to 30%		Professions	=	=	Е	50% to 100%
	Motels	₽	₽	Ρ	20% to 33%		Real Estate/Property Management	=	=	Е	25% to 33%
	Automotive Dealership	₽	=	Е	15% to 25%		Security		=	Ρ	20% to 33%
	Car Rental	=	=	Ρ	22% to 30%		Serviced Office	₽	₽	Р	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	=	=	Е	20% to 35%		Clothing Retail	➡	➡	Р	50% to 200%
	Mechanical Workshops	1	=	Ρ	50% to 100%		Discount & Variety	₽	₽	Ρ	50% to 100%
	Service Stations	1	1	Ρ	33% to 45%		Gifts & Florists	₽	₽	Ρ	50% to 100%
DOMESTIC	Cleaning Companies		1	Ρ	22% to 33%		Homeware & Furniture	₽	₽	Ρ	50% to 100%
SERVICES	Maintenance		1	Ρ	25% to 37%	RETAIL	Online Retail	=		Е	20% to 33%
EDUCATION & TRAINING	Childcare Centre	1	=	Е	16% to 20%		Pet Services & Products	=	=	Ρ	25% to 33%
	RTO & Training	=	=	Ρ	25% to 40%		Post Office & Newsagencies	╇	➡	Ρ	50% to 100%
HAIR & BEAUTY	Cosmetic Salons	=	1	Ρ	25% to 40%		Supermarket (Large)	1	=	Ρ	27% to 38%
	Hair & Beauty Salons	=	╇	Ρ	45% to 100%		Supermarket (Small)		=	Ρ	50% to 100%
	Bakeries	₽	₽	Ρ	50% to 100%	SPORTS & RECREATION	Adventure	=	=	Ρ	30% to 50%
	Bars & Clubs	₽	➡	Ρ	33% to 100%		Gymnasiums	₽	₽	Ρ	33% to 50%
	Café/Coffee Lounge	1	=	Ρ	50% to 100%	STORAGE	Storage Complexes	=	=	Е	16% to 22%
HOSPITALITY	Catering & Events	=	=	Ρ	33% to 100%	TRADES	Air Conditioning	1	=	Ρ	33% to 50%
	Food Franchise	=	=	Ρ	50% to 100%		Electrical & Plumbing	1	=	Ρ	33% to 55%
	Takeaway & Casual Dining	=	=	Ρ	30% to 100%		Home Improvement	=	1	Ρ	33% to 100%
	Vending	╇	=	Е	22% to 35%		Pool Servicing	1	=	Ρ	33% to 100%
	Construction	1		Ρ	25% to 38%		Courier		=	Ρ	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	1	=	Ρ	24% to 33%	TRAVEL & TRANSPORT	Road Transport		=	Ρ	25% to 50%
	Manufacturing	=	1	Е	25% to 50%		Logistics		=	E	25% to 38%
	Entertainment	=	=	Ρ	50% to 100%		Vegetation Management	1	1	Ρ	22% to 40%
MEDIA &	Internet	1	=	Ρ	20% to 33%	UTILITIES &	Power Supply & Solar	1	=	Р	22% to 33%
COMMUNICATION	IT & Communications	=	=	Ρ	25% to 40%	INFRASTRUCTURE	Waste	1	1	Е	16% to 33%
	Marketing	=	➡	Ρ	40% to 100%		Water Treatment			Е	20% to 40%
	Accounting Practices	=	=	Е	25% to 33%		Equipment Wholesale	=	=	Ρ	25% to 33%
SERVICES	Dental & Medical	=	=	Е	20% to 33%	WHOLESALE	Food Wholesale	1	1	Ρ	25% to 30%
	Facilities Management	1	1	Е	25% to 33%		Product Wholesale	=	=	Ρ	25% to 30%

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. **Demand** is measured by buyer enquiry on websites. **Value** is a reflection of sales data.

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