



MEANING BUSIN

News and information on business sales in Australia







STATE OF THE MARKET FOR EACH STATE INSIDE!

Welcome to the Quarter 2 2021 edition of Meaning Business.

Each Quarter we review the last three months of business sale transactions and analyse buyer demand, business values and supply of businesses in several markets and industries across Australia.

This report has been prepared to show the State Of The Market in five regions; NSW, Victoria, Queensland, South Australia, and Western Australia. This is Benchmark's "view of the world" and it may differ from brokerage to brokerage - just as we have found that there are differences in regional markets, different firms will also have experienced different results to those which Benchmark has achieved over the last three months.

This guide to the market is intended to provide information on what sort of values business owners are getting when selling, and what sort of demand movements the market is seeing.

Benchmark Business Sales and valuations is Australia's largest business brokerage with six offices in five states, and 50 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.

















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 March 2021 that number was 11,600. The number of businesses listed for sale on websites is a guide only, but the trend is clear. There are less businesses on the market today than were for sale a year ago.



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.

- Service Stations
- Supermarkets
- Cleaning companies
- · Construction and maintenance
- · Labour hire
- Transport
- Online retail
- · Vegetation management



WHAT'S NOT

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

- Motels and accommodation
- Hospitality
- Bakeries
- Bars & Clubs
- Entertainment
- Retail
- Professions
- Gymnasiums



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:



INCREASED

- Service stations
- Supermarkets
- · Construction and maintenance
- Labour hire
- Transport
- Online retail

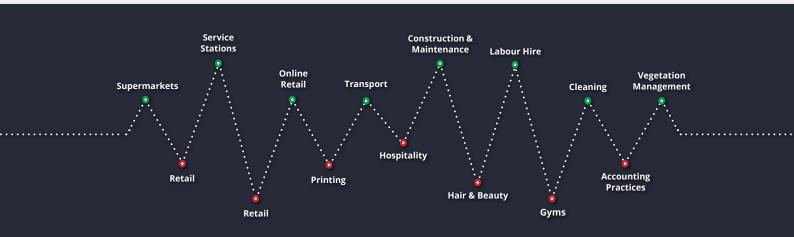
Some sectors have suffered a loss in value.



REDUCED

- Gymnasiums
- Professions
- Retail
- Hospitality
- Medical
- Hair & Beauty
- Print

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.





The Queensland Small Business **STATE OF THE MARKET REPORT**



Туре	Category	Demand	Value	Approx ROI	Туре	Category	Demand	Value	Approx ROI
	Aged Care	1	=	9% to 14%		Equipment Hire	1	=	20% to 33%
	Caravan Parks Freehold	1	=	9% to 19%		Labour Hire	1	1	25% to 33%
ACCOMMODATION	Caravan Parks Leasehold	=	=	16% to 25%		Printing	1	1	50% to 100%
	Hotels Leasehold	=	=	13% to 30%	SERVICES	Professions	1	1	50% to 100%
	Motels	1	1	19% to 40%		Real Estate/Property Management	1	=	20% to 33%
	Automotive Dealership	1	1	14% to 25%		Security	1	1	20% to 33%
	Car Rental	=	1	18% to 36%		Serviced Office	1	1	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	1	=	20% to 40%		Clothing Retail	1	1	50% to 200%
	Mechanical Workshops	=	=	33% to 100%		Discount & Variety	1	↑ ↓ ↓ = ↑	50% to 100%
	Service Stations	1	1	33% to 45%		Gifts & Florists	1	1	50% to 100%
DOMESTIC	Cleaning Companies	1	1	22% to 33%		Homeware & Furniture	1	1	50% to 100%
SERVICES	Maintenance	1	1	25% to 37%	RETAIL	Online Retail	1	=	20% to 33%
EDUCATION &	Childcare Centre	1	=	16% to 20%		Pet Services & Products	1	=	25% to 33%
TRAINING	RTO & Training	1	1	22% to 50%		Post Office & Newsagencies	1	=	33% to 100%
HAIR &	Cosmetic Salons	1	=	33% to 50%		Supermarket (Large)	1	1	25% to 38%
BEAUTY	Hair & Beauty Salons	=	=	45% to 100%		Supermarket (Small)	1	<pre></pre>	50% to 100%
	Bakeries	1	1	50% to 100%	SPORTS &	Adventure	=	=	35% to 50%
	Bars & Clubs	1	1	33% to 100%	RECREATION	Gymnasiums	1	1	33% to 50%
	Café/Coffee Lounge	1	1	50% to 100%	STORAGE	Storage Complexes	1	=	16% to26%
HOSPITALITY	Catering & Events	1	=	33% to 100%		Air Conditioning	1	1	25% to 50%
	Food Franchise	1	1	50% to 100%	TRADES	Electrical & Plumbing	1	=	33% to 55%
	Takeaway & Casual Dining	1	1	50% to 100%	IRADES	Home Improvement	=	=	33% to 100%
	Vending	1	=	22% to 35%		Pool Servicing	=	=	33% to 100%
	Construction	1	=	25% to 38%		Courier	1	1	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	1	1	24% to 33%	TRAVEL & TRANSPORT	Road Transport	1	1	25% to 50%
	Manufacturing	1	1	25% to 50%		Logistics	1	1	25% to 38%
	Entertainment	1	1	50% to 100%		Vegetation Management	1	1	22% to 40%
MEDIA &	Internet	1	=	20% to 33%	UTILITIES &	Power Supply & Solar	1	=	22% to 33%
COMMUNICATION	IT & Communications	=	=	25% to 50%	INFRASTRUCTURE	Waste	1	1	16% to 33%
	Marketing	=	1	40% to 80%		Water Treatment	1	=	16% to 25%
	Accounting Practices	=	=	25% to 33%		Equipment Wholesale	=	=	25% to 33%
SERVICES	Dental & Medical	1	=	18% to 33%	WHOLESALE	Food Wholesale	1	=	25% to 33%
	Facilities Management	1	1	20% to 33%		Product Wholesale	=	=	25% to 33%

About this report

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, - across Australia. Within Australia there can be variances in business values which may be a reflection of local conditions.

RISING 1

FALLING 4



The New South Wales Small Business STATE OF THE MARKET REPORT

Туре	Category	Demand	Value	Approx ROI	Туре	Category	Demand	Value	Approx ROI
	Aged Care	1	=	9% to 14%		Equipment Hire	1	=	20% to 33%
	Caravan Parks Freehold	1	=	9% to 19%		Labour Hire	1	1	25% to 33%
ACCOMMODATION	Caravan Parks Leasehold	=	=	16% to 25%		Printing	1	1	50% to 100%
	Hotels Leasehold	=	=	13% to 30%	SERVICES	Professions	1	1	50% to 100%
	Motels	•	1	19% to 40%		Real Estate/Property Management	1	=	20% to 33%
	Automotive Dealership	=	1	14% to 25%		Security	1	1	20% to 33%
	Car Rental	=	1	18% to 36%		Serviced Office	1	+ + +	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	1	=	20% to 40%		Clothing Retail	1	1	50% to 200%
	Mechanical Workshops	=	=	33% to 100%		Discount & Variety	+		50% to 100%
	Service Stations	1	1	33% to 45%		Gifts & Florists	1		50% to 100%
DOMESTIC	Cleaning Companies	1	1	22% to 33%		Homeware & Furniture	+		50% to 100%
SERVICES	Maintenance	1	1	25% to 37%	RETAIL	Online Retail	1		20% to 33%
EDUCATION &	Childcare Centre	1	=	16% to 20%		Pet Services & Products	1	=	25% to 33%
TRAINING	RTO & Training	1	1	22% to 50%		Post Office & Newsagencies	1	=	33% to 100%
HAIR &	Cosmetic Salons	1	=	33% to 50%		Supermarket (Large)	1	1	25% to 38%
BEAUTY	Hair & Beauty Salons	=	=	45% to 100%		Supermarket (Small)	1	1	50% to 100%
	Bakeries	1	1	50% to 100%	SPORTS &	Adventure	=	=	35% to 50%
	Bars & Clubs	1	1	33% to 100%	RECREATION	Gymnasiums	1		33% to 50%
	Café/Coffee Lounge	1	1	50% to 100%	STORAGE	Storage Complexes	1		16% to26%
HOSPITALITY	Catering & Events	1	=	33% to 100%		Air Conditioning	1	1	25% to 50%
	Food Franchise	1	1	50% to 100%	TRADES	Electrical & Plumbing	1	=	33% to 55%
	Takeaway & Casual Dining	1	1	50% to 100%	IKADES	Home Improvement	=		33% to 100%
	Vending	1	=	22% to 35%		Pool Servicing	=		33% to 100%
	Construction	1	=	25% to 38%		Courier	1	1	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	1	1	24% to 33%	TRAVEL & TRANSPORT	Road Transport	1	1	25% to 50%
	Manufacturing	1	1	25% to 50%		Logistics	1	1	25% to 38%
	Entertainment	1	1	50% to 100%		Vegetation Management	1	1	22% to 40%
MEDIA &	Internet	1	=	20% to 33%	UTILITIES &	Power Supply & Solar	1	=	22% to 33%
COMMUNICATION	IT & Communications	=	=	25% to 50%	INFRASTRUCTURE	Waste	1	1	16% to 33%
	Marketing	=	1	40% to 80%		Water Treatment	1	1	16% to 25%
	Accounting Practices	=		25% to 33%		Equipment Wholesale	=	=	25% to 33%
SERVICES	Dental & Medical	1	=	18% to 33%	WHOLESALE	Food Wholesale	1	=	25% to 33%
	Facilities Management	1	1	20% to 33%		Product Wholesale	=	=	25% to 33%

About this report

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, - across Australia. Within Australia there can be variances in business values which may be a reflection of local conditions.

RISING 1

FALLING -



The Victorian Small Business **STATE OF THE MARKET REPORT**



FALLING -

STEADY =

RISING 1

Aged Care								Approx ROI
_	1	1	9% to 14%		Equipment Hire	1	=	20% to 33%
Caravan Parks Freehold	=	=	9% to 19%		Labour Hire	1	=	25% to 33%
Caravan Parks Leasehold	=	=	16% to 25%		Printing	1	=	50% to 100%
Hotels Leasehold	1	1	13% to 30%	SERVICES	Professions	1	1	50% to 100%
Motels	1	1	18% to 33%		Real Estate/Property Management	=	=	20% to 33%
Automotive Dealership	1	1	14% to 25%		Security	1	1	20% to 33%
Car Rental	=	=	18% to 30%		Serviced Office	1	1	33% to 60%
Caravan/Motorcycle/Marine Dealership	1	1	20% to 35%		Clothing Retail	1	1	50% to 200%
Mechanical Workshops	1	1	33% to 60%		Discount & Variety	+		50% to 100%
Service Stations	1	1	33% to 45%		Gifts & Florists	1	+	50% to 100%
Cleaning Companies	1	1	22% to 33%		Homeware & Furniture	1	= = = + + + = + + + + + + + + + + + + +	50% to 100%
Maintenance	1	1	25% to 37%	RETAIL	Online Retail	1		20% to 40%
Childcare Centre	1	=	16% to 20%		Pet Services & Products	=	=	25% to 33%
RTO & Training	1	=	25% to 50%		Post Office & Newsagencies	=	=	33% to 100%
Cosmetic Salons	1	=	33% to 50%		Supermarket (Large)	1	=	25% to 38%
Hair & Beauty Salons	=	1	45% to 100%		Supermarket (Small)	1		50% to 100%
Bakeries	1	1	50% to 100%	CDODTC 9.	Adventure	1	1	25% to 50%
Bars & Clubs	1	1	33% to 100%	RECREATION	Gymnasiums	1	1	33% to 50%
Café/Coffee Lounge	1	1	50% to 100%	STORAGE	Storage Complexes	1		16% to26%
Catering & Events	1	=	33% to 100%		Air Conditioning	=		25% to 50%
Food Franchise	1	1	50% to 100%		Electrical & Plumbing	=	=	33% to 55%
Takeaway & Casual Dining	1	1	50% to 100%	TRADES	Home Improvement	=	1	25% to 100%
Vending	•	=	22% to 35%		Pool Servicing	1	_	33% to 100%
Construction	1	1	25% to 38%		Courier	1	1	50% to 100%
Engineering	=	=	24% to 33%	TRAVEL & TRANSPORT	Road Transport	1	1	25% to 50%
Manufacturing	=	1	25% to 50%		Logistics	1	1	25% to 38%
Entertainment	1	1	50% to 100%		Vegetation Management	1	1	22% to 40%
Internet	1	1	20% to 33%	UTILITIES &	Power Supply & Solar	1		22% to 33%
IT & Communications	=	=	25% to 50%	INFRASTRUCTURE	Waste	1	1	16% to 33%
Marketing	1	=	40% to 100%		Water Treatment	1		16% to 25%
Accounting Practices	=	=	25% to 33%		Equipment Wholesale	1	_	25% to 33%
Dental & Medical	1	=	18% to 33%	WHOLESALE	Food Wholesale	1	=	25% to 33%
Facilities Management	_	1	20% to 33%		Product Wholesale	=	+ + + + + + + + + + + + + + + + + + +	25% to 33%
	Hotels Leasehold Motels Automotive Dealership Car Rental Caravan/Motorcycle/Marine Dealership Mechanical Workshops Service Stations Cleaning Companies Maintenance Childcare Centre RTO & Training Cosmetic Salons Hair & Beauty Salons Bakeries Bars & Clubs Café/Coffee Lounge Catering & Events Food Franchise Takeaway & Casual Dining Vending Construction Engineering Manufacturing Entertainment Internet IT & Communications Marketing Accounting Practices Dental & Medical	Hotels Leasehold Motels Automotive Dealership Car Rental Caravan/Motorcycle/Marine Dealership Mechanical Workshops Service Stations Cleaning Companies Maintenance Childcare Centre RTO & Training Cosmetic Salons Hair & Beauty Salons Bakeries Bars & Clubs Café/Coffee Lounge Catering & Events Food Franchise Takeaway & Casual Dining Vending Construction Engineering Manufacturing Entertainment Internet IT & Communications Marketing Accounting Practices Dental & Medical	Hotels Leasehold Motels Automotive Dealership Car Rental Caravan/Motorcycle/Marine Dealership Mechanical Workshops Service Stations Cleaning Companies Maintenance Childcare Centre RTO & Training Cosmetic Salons Hair & Beauty Salons Bakeries Bars & Clubs Café/Coffee Lounge Catering & Events Food Franchise Takeaway & Casual Dining Vending Construction Engineering Manufacturing Entertainment Internet IT & Communications Marketing Accounting Practices Dental & Medical	Hotels Leasehold	Hotels Leasehold Motels Automotive Dealership Car Rental Earavan/Motorcycle/Marine Dealership Mechanical Workshops Service Stations Cleaning Companies Maintenance Childcare Centre RTO & Training Cosmetic Salons Hair & Beauty Salons Bakeries Bass & Clubs Catering & Events Catering & Events Takeaway & Casual Dining Vending Vending Construction Internet Internet Marketing Marketing Accounting Practices I 18% to 33% 1 14% to 25% 1 14% to 25% 20% to 35% RETAIL RETAIL SERVICES SERVICES SERVICES SERVICES SERVICES SERVICES 1 14% to 30% 1 45% to 30% RETAIL RETAIL RETAIL TRAYEL TRA	Hotels Leasehold Motels Automotive Dealership Car Rental Caravan/Motorcycle/Marine Dealership Mechanical Workshops Service Office Caravan/Motorcycle/Marine Dealership Mechanical Workshops Service Stations Automotive Dealership Mechanical Workshops Service Office Clothing Retail Discount & Variety Gifts & Florists Homeware & Furniture RETAIL Online Retail Pet Services & Products Post Office & Newsagencies Supermarket (Large) Supermarket (Small) Supermarket (Small)	Hotels Leasehold Motels Automotive Dealership Car Rental	Hotels Leasehold Motels Motels Automotive Dealership Life to 33% Automotive Dealership Loar Rental

About this report

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, - across Australia. Within Australia there can be variances in business values which may be a reflection of local conditions.



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



Туре	Category	Demand	Value	Approx ROI	Туре	Category	Demand	Value	Approx ROI
	Aged Care	1	1	9% to 14%		Equipment Hire	1	=	20% to 33%
	Caravan Parks Freehold	1	=	9% to 19%		Labour Hire	=	=	25% to 33%
ACCOMMODATION	Caravan Parks Leasehold	1	=	16% to 25%		Printing	1	=	50% to 100%
	Hotels Leasehold	1	1	13% to 30%	SERVICES	Professions	1	1	50% to 100%
	Motels	1	1	18% to 33%		Real Estate/Property Management	1	=	20% to 33%
	Automotive Dealership	1	1	14% to 25%		Security	1	1	20% to 33%
	Car Rental	=	=	18% to 30%		Serviced Office	1	1	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	1	1	20% to 35%		Clothing Retail	1	1	50% to 200%
	Mechanical Workshops	1	1	33% to 60%		Discount & Variety	1	= = + + + + + + + + + + + + + + + + + +	50% to 100%
	Service Stations	1	1	33% to 45%		Gifts & Florists	1		50% to 100%
DOMESTIC	Cleaning Companies	1	1	22% to 33%		Homeware & Furniture	1	+	50% to 100%
SERVICES	Maintenance	1	1	25% to 37%	RETAIL	Online Retail	1	1	20% to 30%
EDUCATION &	Childcare Centre	1	1	16% to 20%		Pet Services & Products	=	25% to 33%	
TRAINING	RTO & Training	1	=	25% to 50%		Post Office & Newsagencies	=	=	33% to 100%
HAIR &	Cosmetic Salons	1	=	33% to 50%		Supermarket (Large)	1	1	25% to 38%
BEAUTY	Hair & Beauty Salons	=	1	45% to 100%		Supermarket (Small)	1		50% to 100%
	Bakeries	1	1	50% to 100%	SPORTS &	Adventure	1	1	25% to 50%
	Bars & Clubs	1	1	33% to 100%	RECREATION	Gymnasiums	1	1	33% to 50%
	Café/Coffee Lounge	1	1	50% to 100%	STORAGE	Storage Complexes	1	=	16% to26%
HOSPITALITY	Catering & Events	1	1	33% to 100%		Air Conditioning	1	= = = = + + + = + + = + + = + + = = + + = = + + =	25% to 50%
	Food Franchise	1	1	50% to 100%	TRADEC	Electrical & Plumbing	=	=	33% to 55%
	Takeaway & Casual Dining	1	1	50% to 100%	TRADES	Home Improvement	=	= = = = + + + + + + + + + + + + + + + +	33% to 100%
	Vending	1	1	22% to 35%		Pool Servicing	=	=	33% to 100%
	Construction	=	1	25% to 38%		Courier	1	1	50% to 100%
ENGINEERING & MANUFACTURING	Engineering	=	=	24% to 33%	TRAVEL & TRANSPORT	Road Transport	1	1	25% to 50%
	Manufacturing	=	=	25% to 50%		Logistics	1	=	25% to 38%
	Entertainment	1	1	50% to 100%		Vegetation Management	1	1	22% to 40%
MEDIA &	Internet	1	=	20% to 33%	UTILITIES & INFRASTRUCTURE	Power Supply & Solar	1	=	22% to 33%
COMMUNICATION	IT & Communications	=	=	25% to 50%		Waste	1	1	16% to 33%
	Marketing	=	1	40% to 100%		Water Treatment	1	1	16% to 25%
	Accounting Practices	=	=	25% to 33%		Equipment Wholesale	=	=	25% to 33%
SERVICES	Dental & Medical	1	=	18% to 33%	WHOLESALE	Food Wholesale	1	=	25% to 33%
	Facilities Management	1	1	20% to 33%		Product Wholesale	=		25% to 33%

About this report

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, - across Australia. Within Australia there can be variances in business values which may be a reflection of local conditions.

RISING 1

FALLING -



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



Туре	Category	Demand	Value	Approx ROI	Туре	Category	Demand	Value	Approx ROI
	Aged Care	1	1	9% to 14%		Equipment Hire	1	=	20% to 33%
	Caravan Parks Freehold	1	=	9% to 19%		Labour Hire	=	=	25% to 33%
ACCOMMODATION	Caravan Parks Leasehold	1	=	16% to 25%		Printing	1	=	50% to 100%
	Hotels Leasehold	1	1	13% to 30%	SERVICES	Professions	1	=	50% to 100%
	Motels	1	1	18% to 33%		Real Estate/Property Management	=	=	20% to 33%
	Automotive Dealership	1	1	14% to 25%		Security	1	1	20% to 33%
	Car Rental	=	=	18% to 30%		Serviced Office	1	1	33% to 60%
AUTOMOTIVE	Caravan/Motorcycle/Marine Dealership	1	1	20% to 35%		Clothing Retail	1		50% to 200%
	Mechanical Workshops	1	1	33% to 60%		Discount & Variety	1		50% to 100%
	Service Stations	1	1	33% to 45%		Gifts & Florists	1		50% to 100%
DOMESTIC	Cleaning Companies	1	1	22% to 33%		Homeware & Furniture	-		50% to 100%
SERVICES	Maintenance	1	1	25% to 37%	RETAIL	Online Retail	1		20% to 33%
EDUCATION &	Childcare Centre	1	=	16% to 20%		Pet Services & Products	1	=	25% to 33%
TRAINING	RTO & Training	1	=	25% to 50%		Post Office & Newsagencies	1	1	33% to 100%
HAIR &	Cosmetic Salons	=	1	33% to 50%		Supermarket (Large)	=	=	27% to 38%
BEAUTY	Hair & Beauty Salons	_	+	45% to 100%		Supermarket (Small)	1		50% to 100%
	Bakeries	1	1	50% to 100%	SPORTS &	Adventure	=	=	30% to 50%
	Bars & Clubs	1	1	33% to 100%	RECREATION	Gymnasiums	1	1	33% to 50%
	Café/Coffee Lounge	1	1	50% to 100%	STORAGE	Storage Complexes	=	=	16% to26%
HOSPITALITY	Catering & Events	=	=	33% to 100%		Air Conditioning	1	= = = = = = = = + + = = + + + + + + + +	25% to 50%
	Food Franchise	1	1	50% to 100%	TRADES	Electrical & Plumbing	1		33% to 55%
	Takeaway & Casual Dining	1	1	50% to 100%	TRADES	Home Improvement	=		33% to 100%
	Vending	1	=	22% to 35%		Pool Servicing	1	=	33% to 100%
	Construction	=	1	25% to 38%		Courier	1		50% to 100%
ENGINEERING & MANUFACTURING	Engineering	=	=	24% to 33%	TRAVEL & TRANSPORT	Road Transport	1	1	25% to 50%
	Manufacturing	=	1	25% to 50%		Logistics	1	=	25% to 38%
	Entertainment	=	=	50% to 100%		Vegetation Management	1	1	22% to 40%
MEDIA &	Internet	1	=	20% to 33%	UTILITIES &	Power Supply & Solar	1	=	22% to 33%
COMMUNICATION	IT & Communications	=	=	25% to 50%	INFRASTRUCTURE	Waste	1	1	16% to 33%
	Marketing	=	1	40% to 100%		Water Treatment	1	1	16% to 25%
	Accounting Practices	=	=	25% to 33%		Equipment Wholesale	=	=	25% to 33%
SERVICES	Dental & Medical	1	=	18% to 33%	WHOLESALE	Food Wholesale	1	=	25% to 33%
	Facilities Management	1	1	20% to 33%		Product Wholesale	=	=	25% to 33%

About this report

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, - across Australia. Within Australia there can be variances in business values which may be a reflection of local conditions.

RISING 1

FALLING -

Deal with the specialists.

Australia's only national business brokerage.



61,500+ active buyer database.



600+ businesses listed with Benchmark.



businesses under contract.



4,000+ business sale transactions.



specialist business brokers.



