

Closed Small Business Transaction Metrics by Sector for the Full-Year 2018

Key metrics from transactions reported on BizBuySell.com by sector during 2018

Sector	Sub-Sector	Number of Reported Sales	Median Sales Price	Median Asking Price	Sales to Asking Price (average)	Median Revenue	Revenue Multiple (average)	Median Profit	Profit Multiple (average)
Agriculture	Greenhouses	4	279,000	299,000	0.93	800,000	0.35	88,500	3.15
Agriculture	Tree Farms and Orchards	4	871,000	965,000	0.9	378,000	2.3	179,000	4.87
Agriculture	Other Agriculture Businesses	10	1,150,000	1,350,000	0.87	1,971,118	0.64	474,179	2.54
Communication and Media	Magazines and Newspapers	9	150,000	165,000	0.87	272,000	0.77	98,242	1.9
Communication and Media	Production Companies	4	275,000	275,000	0.91	500,000	0.65	185,000	2.04
Communication and Media	Other Communication and Media Businesses	25	450,000	450,000	0.88	641,677	0.71	172,402	2.24
Construction	Concrete Businesses	8	1,200,000	1,200,000	0.85	1,200,000	0.78	464,938	2.11
Construction	Electrical and Mechanical Contracting Businesses	36	803,000	828,000	0.89	1,398,555	0.5	400,000	2.21
Construction	Heavy Construction Businesses	7	1,200,000	1,300,000	0.93	3,000,000	0.85	400,000	3.72
Construction	HVAC Businesses	75	420,000	437,000	0.93	871,900	0.55	219,649	2.24
Construction	Plumbing Businesses	30	439,000	525,000	0.92	975,000	0.54	265,344	2.19
Construction	Other Building and Construction Businesses	180	450,000	499,000	0.91	1,380,199	0.42	237,694	2.12
Manufacturing	Auto, Boat and Aircraft Manufacturers	10	944,043	1,400,000	0.89	1,500,000	0.61	119,000	3.32
Manufacturing	Chemical and Related Product Manufacturers	3	775,000	850,000	0.88	788,383	0.73	275,000	2.68
Manufacturing	Clothing and Fabric Manufacturers	14	500,000	525,000	0.92	1,136,797	0.99	212,238	2.83
Manufacturing	Electronic and Electrical Equipment Manufacturers	19	550,000	675,000	0.87	1,230,903	0.54	171,029	2.99
Manufacturing	Energy and Petroleum Production Businesses	2	550,000	575,000	0.96	932,900	0.59	200,000	2.75
Manufacturing	Food and Related Product Manufacturers	34	636,000	650,000	0.91	900,456	0.6	200,000	3.54
Manufacturing	Furniture and Fixtures Manufacturers	14	675,000	750,000	0.9	1,183,981	0.67	219,867	2.79
Manufacturing	Glass, Stone and Concrete Manufacturers	12	550,000	625,000	0.92	1,003,702	0.74	209,679	2.98
Manufacturing	Industrial and Commercial Machinery Manufacturers	12	1,200,000	1,300,000	0.93	1,513,363	0.89	316,000	3.38
Manufacturing	Lumber and Wood Products Manufacturers	25	1,220,000	1,337,500	0.96	1,905,000	0.71	380,724	3.15
Manufacturing	Machine Shops and Tool Manufacturers	25	705,000	845,000	0.95	833,524	0.85	250,000	3.1
Manufacturing	Medical Device and Product Manufacturers	8	444,500	548,500	0.85	492,292	0.9	160,613	2.63
Manufacturing	Metal Product Manufacturers	61	587,500	750,000	0.88	1,323,204	0.69	303,500	3.24
Manufacturing	Mining Businesses	4	8,500,000	8,950,000	0.95	9,573,673	0.89	1,925,732	4.41
Manufacturing	Packaging Businesses	4	217,288	225,000	0.93	702,579	0.41	89,797	2.09
Manufacturing	Paper Manufacturers and Printing Businesses	41	367,500	462,000	0.85	694,273	0.59	166,020	2.76
Manufacturing	Rubber and Plastic Products Manufacturers	13	1,050,000	1,012,500	1.02	1,057,628	0.84	332,500	2.99

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Manufacturing	Sign Manufacturers and Businesses	31	655,000	712,500	0.87	951,273	0.64	279,000	2.43
Manufacturing	Other Manufacturing Businesses	63	1,250,000	1,300,000	0.93	1,478,491	0.85	399,971	2.98
Mining	Mining Businesses	4	8,500,000	8,950,000	0.95	9,573,673	0.89	1,925,732	4.41
Online and Technology	Cell Phone and Computer Repair and Service Businesses	18	187,500	202,500	0.94	451,637	0.66	108,524	2.19
Online and Technology	Graphic and Web Design Businesses	9	326,000	362,000	0.93	401,516	0.67	128,483	2.47
Online and Technology	IT and Software Service Businesses	22	850,000	895,000	0.95	1,148,559	0.92	266,686	2.85
Online and Technology	Software and App Companies	17	1,550,000	1,600,000	0.88	783,355	1.82	382,152	3.65
Online and Technology	Websites and Ecommerce Businesses	353	475,000	495,000	0.99	581,723	1	172,402	2.99
Online and Technology	Other Online and Technology Businesses	60	465,000	465,000	0.96	759,846	1.01	196,408	2.79
Online and Technology	Real Estate Businesses	42	900,000	975,000	0.95	1,528,000	1.69	400,000	4.5
Retail	Art Galleries	3	1,187,500	1,197,500	0.89	641,620	1.28	194,799	4.22
Retail	Bakeries	85	120,000	159,000	0.88	340,254	0.42	80,000	1.79
Retail	Bars, Pubs and Taverns	343	255,000	285,000	0.91	596,000	0.48	100,000	2.6
Retail	Bike Shops	7	207,500	217,500	0.96	436,203	0.51	76,000	2.72
Retail	Breweries	10	572,500	507,500	0.95	810,391	0.84	120,310	3.74
Retail	Building Material and Hardware Stores	35	600,000	675,000	0.91	1,827,000	0.46	238,000	2.9
Retail	Car Dealerships	30	700,000	874,950	0.81	2,451,519	0.43	269,472	2.93
Retail	Clothing and Accessory Stores	121	177,500	202,000	0.9	441,029	0.46	95,400	2.04
Retail	Coffee Shops and Cafes	187	150,000	162,500	0.92	361,000	0.44	79,620	2.14
Retail	Convenience Stores	273	175,000	199,500	0.9	654,500	0.35	94,620	2.35
Retail	Dollar Stores	8	175,000	179,000	0.98	500,000	0.36	114,800	1.81
Retail	Donut Shops	31	165,500	185,000	0.94	357,606	0.65	97,500	3.6
Retail	Equipment Rental and Dealers	5	299,000	400,000	0.76	1,200,000	0.47	120,475	2.44
Retail	Flower Shops	57	110,000	125,000	0.9	337,170	0.47	72,193	2
Retail	Food Trucks	6	100,000	115,000	0.95	182,000	0.64	60,000	1.64
Retail	Furniture and Furnishings Stores	365	225,000	245,000	0.94	710,310	0.56	123,970	2.46
Retail	Gas Stations	300	225,000	225,000	0.98	633,150	0.51	120,000	2.56
Retail	Grocery Stores and Supermarkets	66	465,000	490,000	0.94	1,325,000	0.37	165,000	3.2
Retail	Health Food and Nutrition Businesses	18	249,000	249,500	0.89	639,838	0.42	94,700	2.59
Retail	Ice Cream and Frozen Yogurt Shops	175	135,000	164,000	0.92	302,159	0.52	70,178	2.05
Retail	Jewelry Stores	8	165,000	211,995	0.89	242,500	0.77	71,494	2.39
Retail	Juice Bars	24	325,000	327,500	0.93	679,705	0.52	115,392	2.2
Retail	Liquor Stores	301	332,500	349,998	0.91	900,000	0.44	139,050	2.85
Retail	Marine/Boat Services and Dealers	16	375,000	395,000	0.9	1,100,000	0.54	150,000	2.58
Retail	Nursery and Garden Centers	9	785,000	612,500	1.15	997,500	0.76	208,607	3.55
Retail	Pawn Shops	4	100,000	199,900	0.72	440,000	0.44	115,691	1.36
Retail	Pet Stores and Supply Businesses	21	197,500	246,500	0.88	633,898	0.42	96,830	2.24
Retail	Pharmacies	35	227,500	245,000	0.96	1,450,000	0.36	150,500	2.22
Retail	Restaurants	2195	180,000	200,000	0.9	582,826	0.38	106,008	2.08
Retail	Smoke Shops	23	101,000	105,000	0.97	375,000	0.36	84,000	1.6
Retail	Truck Stops	6	3,850,000	4,000,000	0.96	9,000,000	0.43	750,000	5.13
Retail	Vending Machine Businesses	46	153,000	165,000	0.95	300,000	0.7	77,400	2.34

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Retail	Other Retail Businesses	196	200,000	225,000	0.9	517,813	0.48	100,036	2.2
Service Businesses	Accounting Businesses and Tax Practices	81	227,500	259,000	0.91	295,002	0.97	163,944	2.03
Service Businesses	Architecture and Engineering Firms	9	500,000	495,000	0.87	924,442	0.73	193,322	2.34
Service Businesses	Assisted Living and Nursing Homes	22	325,000	350,000	0.92	321,316	1.52	111,000	4.2
Service Businesses	Auto Repair and Service Shops	268	277,500	300,000	0.91	660,000	0.57	146,085	2.43
Service Businesses	Banking and Loan Businesses	11	152,000	159,000	0.95	695,000	0.31	164,000	1.28
Service Businesses	Bed and Breakfasts	12	887,500	1,024,500	0.86	294,618	3.04	105,853	8.37
Service Businesses	Bowling Alleys	2	399,000	399,000	1	458,660	0.87	224,455	1.78
Service Businesses	Car Washes	42	600,000	649,000	0.92	575,000	1.48	225,000	4.29
Service Businesses	Catering Companies	5	289,000	299,000	0.91	400,025	0.59	101,300	2.26
Service Businesses	Cleaning Businesses	97	236,000	255,000	0.92	337,258	0.71	120,000	2.12
Service Businesses	Commercial Laundry Businesses	14	274,750	314,750	0.91	283,490	1.24	115,896	2.86
Service Businesses	Dance, Pilates and Yoga Studios	13	125,000	189,500	0.8	378,299	0.51	55,187	2.29
Service Businesses	Day Care and Child Care Centers	91	300,000	350,000	0.93	539,477	0.78	112,000	3.43
Service Businesses	Dental Practices	13	314,500	360,000	0.9	495,364	0.64	191,565	1.75
Service Businesses	Dog Daycare and Boarding Businesses	18	220,000	270,000	0.91	390,644	0.8	105,870	2.49
Service Businesses	Dry Cleaners	158	167,000	190,000	0.88	249,715	0.76	84,500	2.27
Service Businesses	Golf Courses and Service Businesses	5	169,000	179,000	0.86	470,000	0.43	114,380	1.5
Service Businesses	Gyms and Fitness Centers	63	182,000	195,000	0.91	294,201	0.69	78,321	2.21
Service Businesses	Hair Salons and Barber Shops	213	99,000	100,000	0.89	250,000	0.42	57,568	1.83
Service Businesses	Home Health Care Businesses	64	275,000	300,000	0.92	778,101	0.51	145,000	2.4
Service Businesses	Hotels	29	5,800,000	6,000,000	0.97	1,625,000	3.57	637,000	9.11
Service Businesses	Insurance Agencies	57	432,500	562,500	0.93	351,206	1.46	125,000	3.28
Service Businesses	Junk and Salvage Yards	3	3,500,000	1,990,000	1.76	3,700,000	0.95	600,000	5.83
Service Businesses	Landscaping and Yard Service Businesses	106	174,000	199,000	0.91	353,342	0.6	101,492	1.81
Service Businesses	Laundromats and Coin Laundry Businesses	87	150,000	160,000	0.91	132,952	1.12	60,000	2.83
Service Businesses	Legal Services and Law Firms	11	400,000	400,000	0.87	480,000	0.57	150,000	1.79
Service Businesses	Limo and Passenger Transportation Businesses	20	640,000	725,000	0.9	1,100,000	0.64	250,000	2.41
Service Businesses	Locksmith Businesses	1	190,000	195,000	0.97	188,852	1.01	112,102	1.69
Service Businesses	Massage Businesses	15	167,750	174,500	0.97	650,000	0.33	131,908	1.75
Service Businesses	Medical Billing Businesses	5	1,430,000	1,550,000	0.96	2,419,500	0.55	625,000	2.81
Service Businesses	Medical Practices	22	360,000	349,000	0.96	628,445	0.71	174,633	2.44
Service Businesses	Motels	20	812,500	849,950	0.92	353,700	2.32	154,106	4.75
Service Businesses	Moving and Shipping Businesses	49	309,000	325,000	0.95	520,616	0.56	142,589	2.44
Service Businesses	Nail Salons	22	173,000	220,000	0.9	423,434	0.42	150,000	1.51
Service Businesses	Pest Control Businesses	7	273,350	375,000	0.84	231,487	1.27	119,983	2.21
Service Businesses	Pet Grooming Businesses	30	80,000	100,000	0.89	268,294	0.65	70,208	1.95
Service Businesses	Preschools	8	575,000	612,500	0.86	629,500	1.29	271,000	3.06
Service Businesses	Property Management Businesses	33	220,000	225,000	0.89	309,220	0.73	111,363	2.19

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Service Businesses	Routes	354	175,692	179,000	0.96	467,168	0.67	111,000	2.02
Service Businesses	Schools	12	270,000	300,000	0.92	332,500	0.97	124,350	2.68
Service Businesses	Security Businesses	7	160,000	197,000	0.87	298,023	0.78	58,390	2.7
Service Businesses	Spas	35	255,000	270,000	0.89	480,000	0.51	120,000	1.86
Service Businesses	Staffing Agencies	26	500,000	550,000	0.97	1,153,936	0.37	281,903	2.7
Service Businesses	Storage Facilities and Warehouses	12	250,000	250,000	0.88	1,452,299	0.27	190,000	1.78
Service Businesses	Tanning Salons	12	78,500	83,500	0.96	180,330	0.56	69,050	1.71
Service Businesses	Towing Companies	5	415,000	512,500	0.85	772,500	0.76	165,000	2.89
Service Businesses	Travel Agencies	2	45,000	99,000	0.45	157,314	0.29	64,095	0.7
Service Businesses	Trucking Companies	23	649,500	674,500	0.9	917,680	0.63	229,767	2.84
Service Businesses	Waste Management and Recycling Businesses	9	750,000	812,500	0.87	847,500	0.75	277,000	2.66
Service Businesses	Other Automotive and Boat Businesses	7	167,500	190,000	0.89	158,482	1.24	57,019	3.4
Service Businesses	Other Beauty and Personal Care Businesses	9	105,500	115,000	0.86	226,607	0.5	55,687	1.62
Service Businesses	Other Education and Children Businesses	37	165,000	174,900	0.91	320,000	0.62	93,000	2.26
Service Businesses	Other Entertainment and Recreation Businesses	70	207,500	242,500	0.91	305,361	0.77	97,963	2.65
Service Businesses	Other Financial Services Businesses	21	712,500	712,500	1	563,861	0.93	321,110	2.34
Service Businesses	Other Health Care and Fitness Businesses	103	294,500	350,000	0.92	486,448	0.76	127,804	2.36
Service Businesses	Other Pet Service Businesses	7	537,500	552,500	0.97	628,001	0.83	214,744	2.54
Service Businesses	Other Service Businesses	439	215,000	235,000	0.94	350,260	0.67	127,973	1.99
Service Businesses	Other Transportation and Storage Businesses	35	350,000	399,000	0.9	578,000	0.66	197,000	2.15
Service Businesses	Other Travel Businesses	1	299,000	299,000	1	260,000	1.15	130,000	2.3
Wholesale and Distributors	Durable Goods Wholesalers and Distributors	73	609,000	650,000	0.94	1,304,489	0.59	216,529	2.82
Wholesale and Distributors	Nondurable Goods Wholesalers and Distributors	53	190,000	190,000	0.96	405,000	0.56	80,392	2.43
Wholesale and Distributors	Other Wholesalers and Distributors	24	271,950	275,498	0.99	1,000,000	0.42	150,018	2.65
Other	All Non-Classifiable Establishments	17	577,500	640,000	0.92	570,511	0.97	198,110	2.87