

Profit Multiples Report 2022

Sector	Subsector	Reported Sales	Median Sales Price	Sales to Asking Price (average)	Median Asking Price	Median Revenue	Revenue Multiple (average)	Median Profit	Profit Multiple (average)	Median Days on Market
Agriculture	Greenhouses	8	545,090	0.91	599,000	1,050,000	0.78	312,000	2.7	189
	Tree Farms and Orchards	6	228,035	1.01	225,777	711,777	0.32	130,777	1.74	287
	Vineyards and Wineries	4	919,100	1.01	910,000	432,823	1.74	164,570	4.18	450
	Other Agriculture Businesses	11	249,000	1	249,000	623,132	0.68	105,000	2.58	207
Automotive and Boat	Auto Repair and Service Shops	258	388,000	0.97	400,000	740,077	0.63	150,000	2.91	196
	Car Dealerships	30	2,052,000	1.08	1,900,000	4,803,470	0.64	540,000	3.28	244
	Car Washes	76	818,545	0.91	899,500	630,000	2	203,600	4.94	166
	Equipment Rental and Dealers	9	206,080	0.92	224,000	532,856	0.75	149,811	2	198
	Gas Stations	180	818,850	1.03	795,000	2,161,000	0.52	180,000	4.33	120
	Junk and Salvage Yards	6	955,200	0.96	995,000	1,200,000	0.81	200,000	3.44	228
	Marine/Boat Services and Dealers	27	509,250	0.97	525,000	1,547,254	0.51	212,989	3	232
	Towing Companies	12	754,500	1	754,500	939,275	0.88	274,000	2.83	252
	Truck Stops	2	4,514,400	0.88	5,130,000	7,023,824	0.64	872,883	5.16	222
	Other Automotive and Boat Businesses	33	493,500	0.94	525,000	960,000	0.76	220,000	2.77	229
Beauty and Personal Care	Hair Salons and Barber Shops	187	93,060	0.94	99,000	252,620	0.45	63,000	1.92	175
	Massage Businesses	13	181,350	0.93	195,000	596,000	0.5	130,000	2	188
	Nail Salons	33	139,200	0.87	160,000	360,000	0.42	87,654	1.7	169
	Spas	38	159,283	0.94	169,450	317,429	0.56	85,162	2.34	195
	Tanning Salons	6	161,000	0.92	175,000	302,000	0.57	91,058	2.23	59
	Other Beauty and Personal Care Businesses	32	234,060	0.94	249,000	515,088	0.57	135,474	2.22	154
Building and Construction	Building Material and Hardware Stores	33	674,460	1.08	624,500	1,668,070	0.5	255,000	2.97	246
	Concrete Businesses	17	637,000	0.91	700,000	1,017,139	0.65	318,680	2.24	249
	Electrical and Mechanical Contracting Businesses	46	1,199,700	0.93	1,290,000	1,686,445	0.66	420,206	2.51	246
	Heavy Construction Businesses	37	637,000	0.91	700,000	1,069,996	0.59	348,336	2.43	204
	HVAC Businesses	110	742,600	0.94	790,000	1,476,522	0.57	281,000	2.86	188
	Plumbing Businesses	45	545,300	0.95	574,000	1,099,844	0.69	244,625	2.56	178
	Other Building and Construction Businesses	259	704,060	0.94	749,000	1,428,426	0.57	295,109	2.45	204
Communication and Media	Magazines and Newspapers	5	252,000	0.84	300,000	507,500	0.45	80,000	3.31	332
	Production Companies	7	848,000	1.06	800,000	949,142	1.02	256,268	3.13	188
	Other Communication and Media Businesses	25	517,000	0.88	587,500	625,045	0.94	209,986	2.43	142
Education and Children	Day Care and Child Care Centers	95	629,100	0.9	699,000	657,086	1.17	172,000	4.01	250
	Preschools	26	409,500	0.91	450,000	514,582	0.81	148,500	3.08	192
	Schools	20	492,710	1.16	424,750	435,736	0.95	184,994	2.65	169

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	Other Education and Children Businesses	33	455,458	0.89	511,750	625,393	0.72	192,611	2.32	162
Entertainment and Recreation	Art Galleries	7	129,338	1	129,338	333,024	0.38	91,563	1.46	160
	Banquet Halls	5	0							85
	Bowling Alleys	2	899,100	0.9	999,000	2,400,000	0.38	275,000	3.27	292
	Casinos	2	140,000	0.56	250,000	400,000	0.35	120,000	1.17	27
	Golf Courses and Service Businesses	10	892,530	0.94	949,500	820,000	0.76	206,500	2.97	184
	Marinas and Fishing Businesses	11	472,390	0.97	487,000	1,027,743	0.72	231,304	2.13	284
	Nightclubs and Theaters	10	425,850	1.02	417,500	807,500	0.58	162,500	2.36	148
	Other Entertainment and Recreation Businesses	82	356,000	0.89	400,000	352,500	0.98	167,164	2.53	186
Financial Services	Accounting Businesses and Tax Practices	71	441,120	0.96	459,500	400,000	1.08	212,149	2.2	156
	Banking and Loan Businesses	3	2,001,000	0.87	2,300,000	2,789,268	0.72	1,020,078	1.96	178
	Check Cashing Businesses	2	123,156	0.88	139,950	138,000	0.84	62,300	1.91	243
	Insurance Agencies	55	522,500	0.95	550,000	327,000	1.43	186,290	2.84	190
	Other Financial Services Businesses	15	1,274,000	0.91	1,400,000	1,200,000	1.15	331,001	3.3	176
Food and Restaurants	Bakeries	107	215,260	0.94	229,000	543,000	0.57	106,102	2.49	189
	Bars, Pubs and Taverns	213	336,420	0.89	378,000	780,000	0.49	148,777	2.65	193
	Breweries	12	548,250	0.86	637,500	1,259,000	0.6	177,606	3.68	224
	Coffee Shops and Cafes	167	156,400	0.92	170,000	420,000	0.44	85,000	1.97	155
	Donut Shops	22	199,200	0.83	240,000	480,000	0.48	132,000	1.67	128
	Food Trucks	4	70,500	0.94	75,000	289,000	0.5	73,868	1.86	129
	Ice Cream and Frozen Yogurt Shops	141	175,500	0.9	195,000	378,500	0.62	79,546	2.51	194
	Juice Bars	32	146,999	0.84	174,999	466,229	0.41	73,776	2.04	152
	Restaurants	1,737	229,080	0.92	249,000	671,000	0.4	124,462	2.09	169
Health Care and Fitness	Assisted Living and Nursing Homes	54	520,650	0.89	585,000	520,452	1.25	133,991	4.16	204
	Dance, Pilates and Yoga Studios	16	121,500	0.81	150,000	188,645	0.72	74,529	2.34	101
	Dental Practices	12	242,080	0.89	272,000	366,375	0.74	104,500	2.18	264
	Gyms and Fitness Centers	88	197,048	0.87	226,492	347,348	0.62	86,127	2.62	161
	Home Health Care Businesses	107	699,200	0.92	760,000	1,400,000	0.59	275,000	2.87	195
	Medical Practices	93	362,235	0.93	389,500	633,929	0.72	206,145	2	223
	Other Health Care and Fitness Businesses	101	479,400	0.94	510,000	809,915	0.75	202,475	2.86	225
Manufacturing	Auto, Boat and Aircraft Manufacturers	14	557,750	0.97	575,000	894,562	0.68	273,912	3.47	187

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	Chemical and Related Product Manufacturers	6	1,623,694	0.99	1,640,095	1,112,352	1.1	376,948	3.78	90
	Clothing and Fabric Manufacturers	16	252,300	0.87	290,000	602,580	0.48	120,445	2.5	187
	Electronic and Electrical Equipment Manufacturers	17	1,320,000	0.96	1,375,000	1,605,158	0.77	448,390	3.01	259
	Energy and Petroleum Production Businesses	4	1,400,000	1	1,400,000	2,500,000	0.57	500,000	3.64	251
	Food and Related Product Manufacturers	30	350,856	0.99	354,400	607,495	0.77	170,815	2.73	152
	Furniture and Fixtures Manufacturers	16	575,904	0.96	599,900	1,186,778	0.69	313,586	2.6	245
	Glass, Stone and Concrete Manufacturers	8	564,000	0.94	600,000	1,078,146	0.67	245,783	2.85	190
	Industrial and Commercial Machinery Manufacturers	15	1,563,500	1.06	1,475,000	1,400,287	1.17	304,799	5.55	186
	Lumber and Wood Products Manufacturers	18	1,162,500	0.93	1,250,000	1,956,056	0.66	328,757	3.35	247
	Machine Shops and Tool Manufacturers	49	771,630	0.89	867,000	1,349,271	0.79	231,808	3.18	254
	Medical Device and Product Manufacturers	8	473,715	0.87	544,500	1,089,705	0.82	219,404	2.71	189
	Metal Product Manufacturers	51	1,146,852	0.96	1,194,637	1,532,501	0.76	414,977	3.12	259
	Packaging Businesses	11	703,150	0.98	717,500	845,645	0.69	212,898	2.87	141
	Paper Manufacturers and Printing Businesses	22	355,110	0.89	399,000	1,000,000	0.53	134,473	2.47	174
	Rubber and Plastic Products Manufacturers	8	756,800	0.86	880,000	796,041	0.73	230,000	3.05	231
	Sign Manufacturers and Businesses	40	380,625	0.87	437,500	543,752	0.7	174,023	2.35	207
	Other Manufacturing Businesses	71	883,200	0.92	960,000	1,480,000	0.73	284,000	2.91	198
Online and Technology	Cell Phone and Computer Repair and Service Businesses	14	292,050	1.77	165,000	359,000	0.65	88,000	2.54	178
	Graphic and Web Design Businesses	16	418,500	0.9	465,000	408,246	1.26	184,272	2.76	94
	IT and Software Service Businesses	33	559,300	0.94	595,000	654,300	0.98	177,034	3.51	141
	Software and App Companies	17	515,999	0.86	599,999	359,312	1.68	235,857	3.57	171
	Websites and Ecommerce Businesses	197	579,090	0.97	597,000	756,526	0.96	210,571	3.17	75

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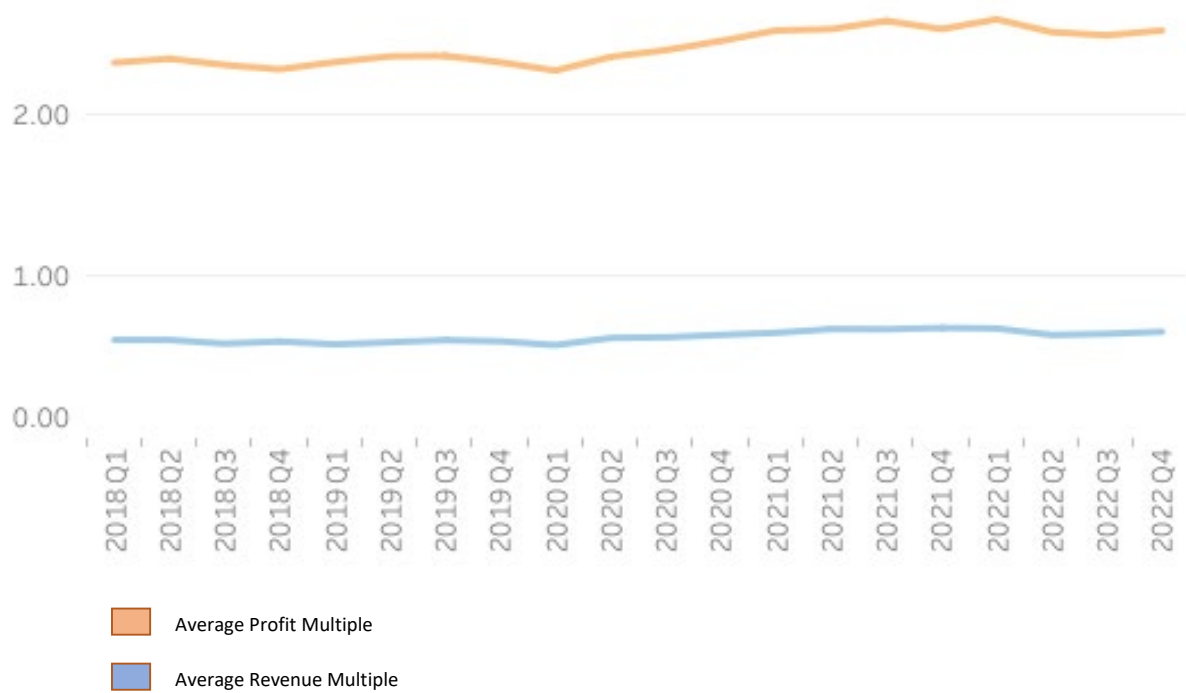
Sector	Subsector	Reported Sales	Median Sales Price	Sales to Asking Price (average)	Median Asking Price	Median Revenue	Revenue Multiple (average)	Median Profit	Profit Multiple (average)	Median Days on Market
	Other Online and Technology Businesses	22	759,000	0.92	825,000	933,392	1.06	316,864	2.59	193
Other	All Non-Classifiable Establishments	21	317,590	0.91	349,000	768,333	0.8	137,000	3.19	202
Pet Services	Dog Daycare and Boarding Businesses	48	264,000	0.96	275,000	525,803	0.8	148,000	2.58	160
	Pet Grooming Businesses	50	125,615	0.97	129,500	212,500	0.56	72,274	2.07	180
	Pet Stores and Supply Businesses	29	323,000	0.95	340,000	845,709	0.46	140,787	2.76	201
	Other Pet Service Businesses	24	201,468	0.96	209,862	285,000	0.82	100,000	2.29	141
Real Estate	Real Estate Businesses	1	0							676
Retail	Bike Shops	5	192,660	1.14	169,000	575,000	0.4	75,000	4.45	106
	Clothing and Accessory Stores	72	241,530	0.97	249,000	533,776	0.49	114,458	2.45	172
	Convenience Stores	165	195,300	0.93	210,000	650,500	0.41	114,080	2.49	192
	Dollar Stores	3	50,000	1	50,000	165,057	0.3	33,397	1.5	316
	Flower Shops	58	236,250	0.9	262,500	600,817	0.49	135,734	1.99	194
	Furniture and Furnishings Stores	48	504,900	1.02	495,000	1,019,705	0.55	225,000	2.36	242
	Grocery Stores and Supermarkets	63	277,095	0.91	304,500	1,036,191	0.29	170,890	2.27	197
	Health Food and Nutrition Businesses	17	325,500	0.93	350,000	978,000	0.57	145,459	2.21	106
	Jewelry Stores	9	113,710	0.83	137,000	271,244	0.43	82,586	1.67	205
	Liquor Stores	222	406,915	0.97	419,500	955,847	0.47	127,993	3.3	154
	Nursery and Garden Centers	10	415,200	1.2	346,000	813,816	0.66	146,967	2.55	195
	Pawn Shops	2	0							252
	Pharmacies	35	273,963	0.87	314,900	1,184,216	0.3	149,325	3.06	194
	Smoke Shops	70	162,750	0.93	175,000	435,000	0.53	107,500	1.91	95
	Vending Machine Businesses	33	78,720	0.96	82,000	52,000	1.2	40,000	2.45	79
	Other Retail Businesses	233	402,900	1.02	395,000	739,375	0.58	162,730	2.58	169
Service Businesses	Architecture and Engineering Firms	20	925,900	0.94	985,000	1,600,000	0.8	320,000	2.51	281
	Catering Companies	16	699,600	0.88	795,000	2,084,900	0.36	346,402	2.31	169
	Cleaning Businesses	166	278,535	0.93	299,500	509,500	0.69	145,000	2.16	181
	Commercial Laundry Businesses	11	176,640	0.92	192,000	199,100	1.11	76,617	2.73	112
	Dry Cleaners	100	246,404	0.93	264,950	330,420	0.81	130,000	2.22	187
	Funeral Homes	7	2,269,516	0.89	2,550,018	1,394,518	1.68	582,816	4.87	354
	Landscaping and Yard Service Businesses	173	376,650	0.93	405,000	655,141	0.67	169,866	2.42	176
	Laundromats and Coin Laundry Businesses	192	241,800	0.93	260,000	239,326	1.32	90,000	3.55	145
	Legal Services and Law Firms	4	215,000	0.86	250,000	472,518	0.54	238,996	1.46	185
	Locksmith Businesses	12	285,000	0.95	300,000	724,199	0.49	166,567	2.16	107

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	Medical Billing Businesses	9	1,881,000	0.99	1,900,000	1,082,000	1.53	300,000	4.05	175
	Mobile Home Parks	2	0							147
	Pest Control Businesses	20	203,510	0.94	216,500	221,391	1.01	109,754	2.16	86
	Property Management Businesses	57	373,180	0.94	397,000	503,396	1	150,000	2.61	145
	Security Businesses	10	832,050	0.9	924,500	1,213,504	0.79	317,384	2.71	169
	Staffing Agencies	22	744,000	0.93	800,000	1,312,257	0.68	326,154	3.05	206
	Waste Management and Recycling Businesses	33	587,500	0.94	625,000	450,000	1.07	174,909	3.05	204
	Other Service Businesses	341	427,500	0.95	450,000	664,000	0.7	180,000	2.55	198
Transportation and Storage	Limo and Passenger Transportation Businesses	19	592,410	0.91	651,000	879,797	0.78	240,204	2.6	111
	Moving and Shipping Businesses	52	375,060	0.94	399,000	628,000	0.66	166,000	2.57	201
	Routes	650	122,500	0.98	125,000	306,900	0.67	104,890	1.99	119
	Storage Facilities and Warehouses	21	1,598,000	0.94	1,700,000	2,342,000	0.93	477,684	3.07	170
	Trucking Companies	64	911,400	0.93	980,000	1,380,023	0.64	319,775	2.94	166
	Other Transportation and Storage Businesses	19	940,500	0.99	950,000	1,566,484	0.78	340,000	3.02	146
Travel	Bed and Breakfasts	12	0							240
	Campgrounds and RV Parks	9	0							173
	Hotels	10	0							209
	Motels	12	1,326,750	0.87	1,525,000	448,500	2.67	225,000	5.54	262
	Travel Agencies	3	4,952,204	0.93	5,324,950	2,754,287	1.5	621,905	4.71	264
	Other Travel Businesses	5	60,000	0.75	80,000	125,677	0.48	75,016	0.8	110
Wholesale and Distributors	Durable Goods Wholesalers and Distributors	51	637,050	0.93	685,000	1,310,525	0.55	255,000	2.91	232
	Nondurable Goods Wholesalers and Distributors	30	457,780	0.94	487,000	1,243,153	0.42	198,829	2.62	223
	Other Wholesalers and Distributors	71	371,070	0.93	399,000	700,000	0.53	150,470	2.71	219

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Average Financial Multiples



Sold Businesses Reported

