

## 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 Cash Flow	Cash Flow Multiple (average)
Agriculture	Greenhouses	4	\$279,000	\$299,000	0.93	\$800,000	0.35	\$88,500	3.15
Agriculture	Tree Forms & Orchards	4	\$871,000	\$965,000	0.90	\$378,000	2.30	\$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 & Media	Magazines & Newspapers	9	\$150,000	\$165,000	0.87	\$272,000	0.77	\$98,242	1.90
Communication & Media	Production Companies	4	\$275,000	\$275,000	0.91	\$500,000	0.65	\$185,000	2.04
Communication & Media	Other Communication & 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 & Mechanical Contracting Businesses	36	\$803,000	\$828,000	0.89	\$1,398,555	0.50	\$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 & Construction Businesses	180	\$450,000	\$499,000	0.91	\$1,380,199	0.42	\$237,694	2.12
Manufacturing	Auto, Boat & Aircraft Mfg.	10	\$944,043	\$1,400,000	0.89	\$1,500,000	0.61	\$119,000	3.32
Manufacturing	Chemical & Related Product Mfg.	3	\$775,000	\$850,000	0.88	\$788,383	0.73	\$275,000	2.68
Manufacturing	Clothing & Fabric Mfg.	14	\$500,000	\$525,000	0.92	\$1,136,797	0.99	\$212,238	2.83
Manufacturing	Electronic & Electrical Equipment Mfg.	19	\$550,000	\$675,000	0.87	\$1,230,903	0.54	\$171,029	2.99
Manufacturing	Energy & Petroleum Production Businesses	2	\$550,000	\$575,000	0.96	\$932,900	0.59	\$200,000	2.75
Manufacturing	Food & Related Product Mfg.	34	\$636,000	\$650,000	0.91	\$900,456	0.60	\$200,000	3.54
Manufacturing	Furniture & Fixtures Mfg.	14	\$675,000	\$750,000	0.90	\$1,183,981	0.67	\$219,867	2.79
Manufacturing	Glass, Stone & Concrete Mfg.	12	\$550,000	\$625,000	0.92	\$1,003,702	0.74	\$209,679	2.98
Manufacturing	Industrial & Commercial Machinery Mfg.	12	\$1,200,000	\$1,300,000	0.93	\$1,513,363	0.89	\$316,000	3.38
Manufacturing	Lumber & Wood Products Mfg.	25	\$1,220,000	\$1,337,500	0.96	\$1,905,000	0.71	\$380,724	3.15
Manufacturing	Machine Shops & Tool Mfg.	25	\$705,000	\$845,000	0.95	\$833,524	0.85	\$250,000	3.10
Manufacturing	Medical Device & Product Mfg.	8	\$444,500	\$548,500	0.85	\$492,292	0.90	\$160,613	2.63
Manufacturing	Metal Product Mfg.	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 Mfg. & Printing Businesses	41	\$367,500	\$462,000	0.85	\$694,273	0.59	\$166,020	2.76
Manufacturing	Rubber & Plastic Products Mfg.	13	\$1,050,000	\$1,012,500	1.02	\$1,057,628	0.84	\$332,500	2.99

Manufacturing	Sign Mfg. & 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 & Technology	Cell Phone & Computer Repair & Service	18	\$187,500	\$202,500	0.94	451,637	0.66	108524	2.19
Online & Technology	Graphic & Web Design Businesses	9	\$326,000	\$362,000	0.93	\$401,516	0.67	\$128,483	2.47
Online & Technology	IT & Software Service Businesses	22	\$850,000	\$895,000	0.95	\$1,148,559	0.92	\$266,686	2.85
Online & Technology	Software & App Companies	17	\$1,550,000	\$1,600,000	0.88	\$783,355	1.82	\$382,152	3.65
Online & Technology	Websites & Ecommerce Businesses	353	\$475,000	\$495,000	0.99	\$581,723	1.00	\$172,402	2.99
Online & Technology	Other Online & Technology Businesses	60	\$465,000	\$465,000	0.96	\$759,846	1.01	\$196,408	2.79
Online & Technology	Real Estate Businesses	42	\$900,000	\$975,000	0.95	\$1,528,000	1.69	400000	4.50
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 & Taverns	343	\$255,000	\$285,000	0.91	\$596,000	0.48	\$100,000	2.60
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 & Hardware Stores	35	\$600,000	\$675,000	0.91	\$1,827,000	0.46	\$238,000	2.90
Retail	Car Dealerships	30	\$700,000	\$874,950	0.81	\$2,451,519	0.43	\$269,472	2.93
Retail	Clothing & Accessory Stores	121	\$177,500	\$202,000	0.90	\$441,029	0.46	\$95,400	2.04
Retail	Coffee Shops & Cafes	187	\$150,000	\$162,500	0.92	\$361,000	0.44	\$79,620	2.14
Retail	Convenience Stores	273	\$175,000	\$199,500	0.90	\$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	3.60
Retail	Equipment Rental & Dealers	5	\$299,000	\$000,000	0.76	\$1,200,000	0.47	\$120,475	2.14
Retail	Flower Shops	57	\$110,000	\$125,000	0.90	\$337,170	0.47	\$72,193	2.00
Retail	Food Trucks	6	\$100,000	\$115,000	0.95	\$182,000	0.64	\$60,000	1.64
Retail	Furniture & 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 & Supermarkets	66	\$465,000	\$490,000	0.94	\$1,325,000	0.37	\$165,000	3.20
Retail	Health Food & Nutrition Businesses	18	\$249,000	\$249,500	0.89	\$639,838	0.42	\$94,700	2.59
Retail	Ice Cream & 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	2.20
Retail	Liquor Stores	301	\$332,500	\$349,998	0.91	\$900,000	0.44	\$139,050	2.85
Retail	Marine/Boat Services & Dealers	16	\$375,000	\$395,000	0.90	\$1,100,000	0.54	\$150,000	2.58

Retail	Nursery & 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 & 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	0.90	\$582,826	0.38	\$106,008	2.08
Retail	Smoke Shops	23	\$101,000	\$105,000	0.97	\$375,000	0.36	\$84,000	1.60
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
Retail	Other Retail Businesses	196	\$200,000	\$5,000	0.90	\$517,813	0.48	\$100,036	2.2
Service Businesses	Accounting Businesses & Tax Practices	81	\$227,500	\$259,000	0.91	\$295,002	0.97	\$163,944	2.03
Service Businesses	Architecture & Engineering Firms	9	\$500,000	\$495,000	0.87	\$924,442	0.73	\$5,193,322	2.34
Service Businesses	Assisted Living & Nursing Homes	22	\$325,000	\$350,000	0.92	\$321,316	1.52	\$111,000	4.2
Service Businesses	Auto Repair & Service Shops	268	\$277,500	\$300,000	0.91	\$660,000	0.57	\$146,085	2.43
Service Businesses	Banking & Loan Businesses	11	\$152,000	\$159,000	0.95	\$695,000	0.31	\$164,000	1.28
Service Businesses	Bed & 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	1.00	\$458,660	0.87	\$224,455	1.78
Service Businesses	Car Washes	42	\$600,000	\$649,000	0.92	\$575,000	1.48	\$5,225,000	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	274750	314750	0.91	283490	1.24	115896	2.86
Service Businesses	Dance, Pilates & Yoga Studios	13	\$125,000	\$189,500	0.80	\$378,299	0.51	\$55,187	2.29
Service Businesses	Day Care & 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	0.90	\$495,364	0.64	\$191,565	1.75
Service Businesses	Dog Daycare & Boarding Businesses	18	\$220,000	\$270,000	0.91	\$390,644	0.80	\$105,870	2.49
Service Businesses	Dry Cleaners	158	\$167000	19000	0.88	\$249,715	0.76	\$84,500	2.27
Service Businesses	Golf Courses & Service Businesses	5	\$169000	\$179000	0.86	\$470,000	0.43	\$114,380	1.50
Service Businesses	Gyms & Fitness Centers	63	\$182000	\$195,000	0.91	\$294,201	0.69	\$78,321	2.21
Service Businesses	Hair Salons & Barber Shops	213	\$99000	\$100000	0.89	\$250,000	0.42	\$57,568	1.83
Service Businesses	Home Health Care Businesses	64	\$275000	\$300,000	0.92	\$778,101	0.51	\$145,000	2.40
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	\$432500	\$562,500	0.93	\$351,206	1.46	\$125,000	3.28
Service Businesses	Junk & Salvage Yards	3	\$3,500,000	\$1,990,000	1.76	\$3,700,000	0.95	\$600,000	5.83
Service Businesses	L&scaping & Yard Service Businesses	106	\$174000	\$199000	0.91	\$353,342	0.60	\$101,492	1.81
Service Businesses	Laundromats & Coin Laundry Businesses	87	\$150000	\$160000	0.91	\$132,952	1.12	\$60,000	2.83

Service Businesses	Legal Services & Law Firms	11	\$400,000	\$400,000	0.87	\$480,000	0.57	\$150,000	1.79
Service Businesses	Limo & Passenger Transportation Businesses	20	\$640,000	\$725,000	0.90	\$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 Ruling 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	\$812,500	0.92	\$353,700	2.32	\$154,106	4.75
Service Businesses	Moving & 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	0.90	\$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
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 & 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	\$5,157,314	0.29	\$64,095	0.7
Service Businesses	Trucking Companies	23	\$649,500	\$674,500	0.90	\$917,680	0.63	\$229,767	2.8
Service Businesses	Waste Management & Recycling Businesses	9	\$750,000	\$812,500	0.87	\$847,500	0.75	\$277,000	2.66
Service Businesses	Other Automotive & Boat Businesses	7	\$167,500	\$190,000	0.89	\$158,482	1.24	\$57,019	3.40
Service Businesses	Other Beauty & Personal Care Businesses	9	\$105,500	\$115,000	0.86	\$226,607	0.50	\$55,687	1.62
Service Businesses	Other Education & Children Businesses	37	\$165,000	\$174,900	0.91	\$320,000	0.62	\$93,000	2.26
Service Businesses	Other Entertainment & 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	1.00	\$563,861	0.93	\$321,110	2.34
Service Businesses	Other Health Care & 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 & Storage Businesses	35	\$350,000	\$399,000	0.90	\$578,000	0.66	\$197,000	2.15
Service Businesses	Other Travel Businesses	1	\$299,000	\$299,000	1.00	\$260,000	1.15	\$130,000	2.30

Wholesale & Distributors	Durable Goods Wholesalers & Distributors	73	\$609,000	\$650,000	0.94	\$1,304,489	0.59	\$216,529	2.82
Wholesale & Distributors	Nondurable Goods Wholesalers & Distributors	53	\$190,000	\$190,000	0.96	\$405,000	0.56	\$80,392	2.43
Wholesale & Distributors	Wholesale & Other Wholesalers & Distributors	24	\$271,950	\$275,498	0.99	\$1,000,000	0.42	\$150,018	2.65