Considering Buying or Selling a Small Business? 15 Stats You Need to Know

The surge of the US stock market, tax reform, relaxed government regulations and a general feeling of optimism are contributing to the strength of the small business economy.



"The market for buying and selling small businesses is gathering momentum." – Fox News http://www.foxbusiness.com/features/2017/10/23/get-started-market-for-buying-selling-businesses-surges.html

1. **146 Days**: The median time to sell a business, down 14.6 percent from the 171 days in Q2 of 2016.
2. **11.2%**: Increase in Q2 2017 gross of $507,865 versus Q2 2016.
3. **8.9%**: Increase in Q2 2017 average selling price of $237,000, versus $216,000 in Q2 2016.
4. **5**%: Decrease in Q3 2017 average selling price of $225,000, versus $237,000 in Q2 2017.
5. **24%**: Increase in Q3 2017 closed transactions at 2,589, versus Q3 2016.
6. **6.9%**: Increase in year-to-year Q3 2017 median cash flow for small businesses versus Q3 2016.
7. **14.6%**: Decrease in days to sell a business in Q3 2017 to 146 days versus 171 in Q3 2016.
8. **15.7%**: Increase in the median asking price of sold businesses in Q3 2017 at $250,000 versus Q3 of 2016.
9. **23%**: Increase in retail business sale transactions in Q3 2017 versus Q3 2016.
10. **26%**: Increase in service industry business sale transactions in Q3 2017 versus Q3 2016.
11. **7.1%**: Decrease in the median revenue of retail businesses sold in Q3 2017 at $573,921 versus $533,179 in Q3 2016..
12. **22.2%**: Increase in the median revenue of restaurant industry businesses sold in Q3 2017 versus Q3 2016..
13. **12.5%**: Decrease in the median sale prices of retail businesses during Q3 2017 versus Q3 2016.

14. **9.1%**: Increase in the median sale prices of restaurant sector businesses during Q3 2017 versus Q3 2016.

15. **26%**: Increase in business sales and buying transactions in the service industry in Q3 2017 versus Q3 2016.

Third Quarter Insight Report: Small Business Transactions Reach Record High As Buyers Shrug Off Amazon Effect
https://www.bizbuysell.com/news/media_insight.html

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