

Business Valuation Scorecard

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Total = 746

| Business Size | | | |
|---------------|------------|------------|---------------|
| Range (\$) | | # | % |
| 0 | 500,000 | 243 | 32.6% |
| 500,000 | 1,000,000 | 166 | 22.3% |
| 1,000,000 | 2,000,000 | 155 | 20.8% |
| 2,000,000 | 5,000,000 | 121 | 16.2% |
| 5,000,000 | 10,000,000 | 40 | 5.4% |
| 10,000,000 | + | 21 | 2.8% |
| Total | | 746 | 100.0% |

| Business Type | | | |
|----------------------------------|------------|---------------|--|
| Type | # | % | |
| Construction & Agriculture | 57 | 7.6% | |
| Manufacturing | 62 | 8.3% | |
| Wholesale - Distribution | 31 | 4.2% | |
| Retail | 98 | 13.1% | |
| Bars, Restaurants & Food Service | 107 | 14.3% | |
| Healthcare | 65 | 8.7% | |
| Professional | 30 | 4.0% | |
| Business services | 106 | 14.2% | |
| Personal services | 66 | 8.8% | |
| Education | 9 | 1.2% | |
| Finance, Insurance & Real Estate | 40 | 5.4% | |
| Fitness & Recreation | 23 | 3.1% | |
| Transportation - Trucking | 10 | 1.3% | |
| Information - Publishing | 15 | 2.0% | |
| Liquor license | 26 | 3.5% | |
| Other | 1 | 0.1% | |
| Total | 746 | 100.0% | |

| Purpose of Valuation | | | |
|----------------------------------|------------|---------------|--|
| Purpose | # | % | |
| Buying - Selling | 272 | 36.5% | |
| Lending - SBA | 227 | 30.4% | |
| Divorce | 104 | 13.9% | |
| Business Planning | 57 | 7.6% | |
| Financial Planning | 31 | 4.2% | |
| Estate & Gift | 27 | 3.6% | |
| Litigation | 11 | 1.5% | |
| ESOP | 8 | 1.1% | |
| Built-in Gains, Price Allocation | 6 | 0.8% | |
| Bankruptcy | 3 | 0.4% | |
| Total | 746 | 100.0% | |