QUARTER 3 2026

MEANING BUSINESS

News and information on business sales in Australia

This is the Benchmark "State Of The Market" Report for Quarter 3 of 2026.

At the end of each Quarter we review the previous three months of business sale transactions and we analyse prices and demand.

We also look at "time on the market" and "total buyer enquiry" numbers, and the number of businesses on the market across Australia. This report has been prepared to show the state of each market in five states.

- NSW
- Queensland
- Victoria
- South Australia
- Western Australia

This report is based upon the sale data collated across Australia through the Benchmark offices. We also use data on businesses which are not selling, and we utilise information gathered from third party website providers and from observation of the market for the sale of Australian Small Businesses. This guide is intended to demonstrate the results that business owners are achieving when selling their businesses across Australia. In many cases the sale price achieved could be greater if planning and preparation for the sale had been implemented at an earlier time.

Benchmark Business Sales and valuations is Australia's largest business brokerage with six offices in five states, and specialist business brokers covering a wide range of business sectors.

Each year Benchmark sells hundreds of businesses and provides business valuations and appraisals for many small business owners and their advisors.

Benchmark has the largest database of business sales data (produced by a brokerage) in Australia.

Benchmark
BUSINESS SALES & VALUATIONS

AIBB · BUSINESS BROKERS OF THE YEAR

STATE OF THE MARKET FOR EACH STATE INSIDE

SMALL BUSINESS SALES

QUARTER 3 2026

MARKET DEMAND OVERVIEW

Each Quarter we review the past three months of business sales, buyer enquiry and business values. We separate the data onto monthly information and show the trends for each state in a table of many industry types (***Small Business Sales*** and ***Supply***).
It is interesting to note that the number of businesses listed across Australia has increased over the last year. In March 2020 approximately 13,500 businesses were listed for sale. In December 2021 that number was approximately 10,400. In September 2026 there were approximately **16,500** businesses listed for sale Across Australia.

Buyer enquiry has been consistent throughout the quarter. What has changed is the sectors which have received the greatest number of enquiries. Buyer demand for Hospitality has dropped, and other sectors have risen. Here is a short list of the new "hot" sectors. Some small business categories have seen decreased interest from buyers. Main sectors which have seen reduced interest.

BUYER DEMAND

Buyer demand for small businesses in the Australian market is driven by a mix of economic, strategic and personal factors:

SECTORS WITH STRONG BUYER DEMAND

- Aged Care
- Car Washes
- Food Production
- Laundromat/Dry Cleaning
- Service Stations
- Supermarkets
- Mining Services
- Labour hire
- Vegetation management
- Medical

SECTORS WITH REDUCED BUYER DEMAND

- Hotels/Motels
- Bakeries
- Bars & Clubs
- Entertainment
- Retail
- Construction
- Gymnasiums
- Printing

VALUES AND PRICES

Increases and decreases in buyer demand do not always affect value. Value is also impacted by sentiment and (of course) profit:

SECTORS WITH INCREASING VALUE

- Laundromats
- Manufacturing
- Home improvement
- Service stations
- Supermarkets
- Rent Rolls
- Labour hire
- Facilities Management
- Wholesale
- Landscape Supplies

SECTORS WITH DECREASING VALUE

- Gymnasiums
- Professions
- Retail
- Hospitality
- Print
- Motels
- Online Businesses
- Bars & Night Clubs
- Transport

*The following pages display the **"State Of The Market"** report for each state across Australia, based upon the enquiry and sales results achieved by Benchmark business brokers across Australia for the last quarter.*

The Queensland Small Business
STATE OF THE MARKET REPORT

QUARTER 3
2026

D = Demand V = Value $ = EBITDA or PEBITDA

INCREASED ↑ DECREASED ↓ STEADY —

Type	Category	D	V	$	Aprx. ROI
ACCOMMODATION	Aged Care	↑	—	E	9% to 16%
	Caravan Parks Freehold	—	—	E	12% to 15%
	Caravan Parks Leasehold	—	—	P	19% to 25%
	Hotels Leasehold	—	↑	P	16% to 30%
	Motels	—	↓	P	23% to 50%
AUTOMOTIVE	Car Washes	↑	↑	E	20% to 33%
	Automotive Dealership	—	↓	E	22% to 25%
	Car Rental	—	—	P	28% to 36%
	Caravan/Motorcycle/Marine Dealership	—	↓	E	33% to 40%
	Mechanical Workshops	↓	↓	P	50% to 100%
	Service Stations	↑	↑	P	28% to 35%
DOMESTIC SERVICES	Cleaning Companies	↑	↑	P	30% to 45%
	Maintenance	↑	↑	P	30% to 37%
EDUCATION & TRAINING	Childcare Centre	—	—	E	18% to 20%
	RTO & Training	—	—	P	26% to 40%
HAIR & BEAUTY	Cosmetic Salons	—	—	P	25% to 40%
	Hair & Beauty Salons	—	—	P	50% to 100%
HOSPITALITY	Bakeries	↓	↓	P	50% to 100%
	Bars & Clubs	↓	—	P	33% to 100%
	Café/Coffee Lounge	↓	—	P	50% to 100%
	Catering & Events	—	—	P	33% to 100%
	Food Franchise	↓	↓	P	50% to 100%
	Takeaway & Casual Dining	—	—	P	50% to 100%
	Vending	—	—	E	25% to 35%
ENGINEERING & MANUFACTURING	Construction	—	↓	P	27% to 40%
	Engineering	↑	—	P	25% to 33%
	Manufacturing	↑	—	E	25% to 40%
MEDIA & COMMUNICATION	Entertainment	↓	↓	P	50% to 100%
	Internet	—	↓	P	20% to 33%
	IT & Communications	—	—	P	25% to 40%
	Marketing	↓	↓	P	40% to 60%
SERVICES	Accounting Practices	—	—	E	25% to 33%
	Dental & Medical	↑	—	E	20% to 33%
	Facilities Management	—	↑	E	25% to 33%

Type	Category	D	V	$	Aprx. ROI
SERVICES	Equipment Hire	↑	↑	P	20% to 33%
	Labour Hire	↑	—	E	25% to 33%
	Printing	↓	↓	P	50% to 100%
	Professions	—	↓	E	33% to 100%
	Real Estate/Property Management	↑	—	E	25% to 33%
	Security	↑	—	P	25% to 33%
	Serviced Office	—	—	P	30% to 50%
	NDIS	—	—	E	25% to 30%
RETAIL	Discount & Variety	↓	↓	P	50% to 100%
	Gifts & Florists	↓	↓	P	50% to 100%
	Hardware	↑	—	P	30% to 50%
	Online Retail	—	—	E	25% to 33%
	Pet Services & Products	↑	↑	P	25% to 33%
	Post Office & Newsagencies	↓	↓	P	50% to 100%
	Supermarket (Large)	↑	↑	P	25% to 35%
	Supermarket (Small)	—	—	P	50% to 60%
SPORTS & RECREATION	Adventure	—	—	P	35% to 50%
	Gymnasiums	↓	↓	P	40% to 50%
STORAGE	Storage Complexes	↑	↑	E	16% to 22%
TRADES	Air Conditioning	↑	↑	P	26% to 40%
	Electrical & Plumbing	↑	—	P	33% to 60%
	Home Improvement	↑	↑	P	33% to 100%
	Pool Servicing	↑	—	P	33% to 100%
TRAVEL & TRANSPORT	Courier	—	—	P	50% to 100%
	Road Transport	—	↓	P	33% to 50%
	Logistics	↑	—	E	25% to 38%
UTILITIES & INFRASTRUCTURE	Vegetation Management	↑	↑	P	25% to 36%
	Power Supply & Solar	—	—	P	26% to 33%
	Waste	↑	↑	E	20% to 35%
	Water Treatment	↑	↑	E	20% to 30%
WHOLESALE	Equipment Wholesale	↑	—	P	25% to 33%
	Food Wholesale	↑	—	P	25% to 30%
	Product Wholesale	↑	—	P	25% to 30%

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. **Demand** is measured by buyer enquiry on websites. **Value** is a reflection of sales data.

NOTE: Some business sectors are assessed using **PEBITDA** and others are assessed on an **EBITDA** basis. **PEBITDA** = Proprietors Earnings Before Interest Tax Depreciation and Amortisation. **EBITDA** = Earnings Before Interest Tax Depreciation and Amortisation. **PEBITDA** includes any wages or salary paid to a single owner/operator/proprietor.

The New South Wales Small Business
STATE OF THE MARKET REPORT

QUARTER 3
2026

D = Demand V = Value $ = EBITDA or PEBITDA

INCREASED ↑ DECREASED ↓ STEADY —

Type	Category	D	V	$	Aprx. ROI
ACCOMMODATION	Aged Care	↑	—	E	9% to 16%
	Caravan Parks Freehold	—	—	E	12% to 16%
	Caravan Parks Leasehold	—	—	P	19% to 25%
	Hotels Leasehold	—	—	P	16% to 30%
	Motels	—	↓	P	23% to 50%
AUTOMOTIVE	Car Washes	↑	—	E	20% to 33%
	Automotive Dealership	↓	↓	E	22% to 25%
	Car Rental	—	↑	P	28% to 36%
	Caravan/Motorcycle/Marine Dealership	—	—	E	33% to 40%
	Mechanical Workshops	↓	↓	P	50% to 100%
	Service Stations	↑	↑	P	28% to 33%
DOMESTIC SERVICES	Cleaning Companies	↑	↑	P	30% to 45%
	Maintenance	↑	↑	P	30% to 37%
EDUCATION & TRAINING	Childcare Centre	—	—	E	18% to 20%
	RTO & Training	—	—	P	26% to 40%
HAIR & BEAUTY	Cosmetic Salons	—	—	P	25% to 40%
	Hair & Beauty Salons	—	—	P	50% to 100%
HOSPITALITY	Bakeries	↓	↓	P	50% to 100%
	Bars & Clubs	↓	↓	P	33% to 100%
	Café/Coffee Lounge	↓	—	P	50% to 100%
	Catering & Events	—	—	P	33% to 100%
	Food Franchise	—	↓	P	50% to 100%
	Takeaway & Casual Dining	↓	↓	P	50% to 100%
	Vending	—	—	E	25% to 35%
ENGINEERING & MANUFACTURING	Construction	—	—	P	27% to 40%
	Engineering	↑	—	P	24% to 33%
	Manufacturing	↑	—	E	25% to 40%
MEDIA & COMMUNICATION	Entertainment	↓	↓	P	50% to 100%
	Internet	—	↓	P	25% to 33%
	IT & Communications	—	—	P	25% to 40%
	Marketing	—	↓	P	40% to 60%
SERVICES	Accounting Practices	—	—	E	25% to 33%
	Dental & Medical	↑	—	E	20% to 33%
	Facilities Management	—	↑	E	25% to 33%

Type	Category	D	V	$	Aprx. ROI
SERVICES	Equipment Hire	↑	↑	P	20% to 33%
	Labour Hire	↑	—	E	25% to 33%
	Printing	↓	↓	P	50% to 100%
	Professions	—	—	E	33% to 100%
	Real Estate/Property Management	—	—	E	25% to 33%
	Security	↑	—	P	25% to 33%
	Serviced Office	↓	↓	P	30% to 50%
	NDIS	↑	↑	E	25% to 30%
RETAIL	Discount & Variety	↓	↓	P	50% to 100%
	Gifts & Florists	↓	↓	P	50% to 100%
	Hardware	—	—	P	30% to 50%
	Online Retail	—	—	E	25% to 33%
	Pet Services & Products	↑	—	P	25% to 33%
	Post Office & Newsagencies	↓	↓	P	50% to 100%
	Supermarket (Large)	↑	↑	P	25% to 35%
	Supermarket (Small)	↑	—	P	50% to 60%
SPORTS & RECREATION	Adventure	—	—	P	35% to 50%
	Gymnasiums	↓	↓	P	40% to 50%
STORAGE	Storage Complexes	↑	↑	E	16% to 22%
TRADES	Air Conditioning	↑	↑	P	25% to 40%
	Electrical & Plumbing	↑	—	P	33% to 60%
	Home Improvement	↑	↑	P	33% to 100%
	Pool Servicing	—	—	P	33% to 100%
TRAVEL & TRANSPORT	Courier	—	—	P	50% to 100%
	Road Transport	—	↓	P	33% to 50%
	Logistics	↑	—	E	25% to 38%
UTILITIES & INFRASTRUCTURE	Vegetation Management	↑	↑	P	25% to 36%
	Power Supply & Solar	—	—	P	26% to 33%
	Waste	↑	↑	E	20% to 35%
	Water Treatment	↑	—	E	20% to 30%
WHOLESALE	Equipment Wholesale	↑	—	P	25% to 33%
	Food Wholesale	↑	—	P	25% to 30%
	Product Wholesale	↑	—	P	25% to 30%

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The Victorian Small Business
STATE OF THE MARKET REPORT

QUARTER 3
2026

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INCREASED ↑ DECREASED ↓ STEADY —

Type	Category	D	V	$	Aprx. ROI
ACCOMMODATION	Aged Care	↑	—	E	9% to 16%
	Caravan Parks Freehold	—	—	E	14% to 20%
	Caravan Parks Leasehold	↓	—	P	17% to 25%
	Hotels Leasehold	—	—	P	18% to 30%
	Motels	—	↓	P	23% to 50%
AUTOMOTIVE	Car Washes	↑	↑	E	20% to 33%
	Automotive Dealership	↓	↓	E	25% to 25%
	Car Rental	—	—	P	28% to 36%
	Caravan/Motorcycle/Marine Dealership	—	—	E	30% to 40%
	Mechanical Workshops	↓	↓	P	50% to 100%
	Service Stations	↑	↑	P	28% to 35%
DOMESTIC SERVICES	Cleaning Companies	↑	—	P	30% to 40%
	Maintenance	↑	↑	P	30% to 35%
EDUCATION & TRAINING	Childcare Centre	—	—	E	18% to 20%
	RTO & Training	—	—	P	26% to 40%
HAIR & BEAUTY	Cosmetic Salons	—	—	P	25% to 40%
	Hair & Beauty Salons	—	—	P	50% to 100%
HOSPITALITY	Bakeries	↓	↓	P	50% to 100%
	Bars & Clubs	↓	—	P	33% to 100%
	Café/Coffee Lounge	↓	—	P	50% to 100%
	Catering & Events	—	—	P	33% to 100%
	Food Franchise	—	—	P	50% to 100%
	Takeaway & Casual Dining	—	—	P	50% to 100%
	Vending	—	—	E	25% to 35%
ENGINEERING & MANUFACTURING	Construction	—	↓	P	27% to 40%
	Engineering	—	—	P	24% to 33%
	Manufacturing	↑	—	E	25% to 40%
MEDIA & COMMUNICATION	Entertainment	↓	↓	P	50% to 100%
	Internet	↑	—	P	20% to 33%
	IT & Communications	—	—	P	25% to 40%
	Marketing	—	—	P	40% to 60%
SERVICES	Accounting Practices	—	—	E	25% to 33%
	Dental & Medical	↑	—	E	20% to 33%
	Facilities Management	—	↑	E	25% to 33%

Type	Category	D	V	$	Aprx. ROI
SERVICES	Equipment Hire	↑	↑	P	20% to 33%
	Labour Hire	↑		E	25% to 33%
	Printing	↓	↓	P	50% to 100%
	Professions	—	—	E	33% to 100%
	Real Estate/Property Management	↑	—	E	25% to 33%
	Security	—	—	P	25% to 33%
	Serviced Office	↓	↓	P	30% to 50%
	NDIS	—	—	E	25% to 30%
RETAIL	Discount & Variety	↓	↓	P	50% to 100%
	Gifts & Florists	↓	↓	P	50% to 100%
	Hardware	↑	—	P	30% to 50%
	Online Retail	—	—	E	25% to 33%
	Pet Services & Products	↑	↑	P	25% to 33%
	Post Office & Newsagencies	↓	↓	P	50% to 100%
	Supermarket (Large)	↑	↑	P	25% to 35%
	Supermarket (Small)	—	—	P	50% to 60%
SPORTS & RECREATION	Adventure	—	—	P	35% to 50%
	Gymnasiums	↓	↓	P	40% to 50%
STORAGE	Storage Complexes	↑	↑	E	16% to 22%
TRADES	Air Conditioning	↑	↑	P	25% to 40%
	Electrical & Plumbing	—	—	P	33% to 60%
	Home Improvement	↑	—	P	33% to 100%
	Pool Servicing	—	—	P	33% to 100%
TRAVEL & TRANSPORT	Courier	—	—	P	50% to 100%
	Road Transport	—	↓	P	33% to 50%
	Logistics	↑	—	E	25% to 38%
UTILITIES & INFRASTRUCTURE	Vegetation Management	↑	↑	P	25% to 36%
	Power Supply & Solar	—	—	P	26% to 33%
	Waste	↑	—	E	20% to 35%
	Water Treatment	↑	↑	E	20% to 30%
WHOLESALE	Equipment Wholesale	↑	—	P	25% to 33%
	Food Wholesale	↑	—	P	25% to 30%
	Product Wholesale	↑	—	P	25% to 40%

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The South Australian Small Business
STATE OF THE MARKET REPORT

QUARTER 3
2026

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INCREASED ↑ DECREASED ↓ STEADY —

Type	Category	D	V	$	Aprx. ROI
ACCOMMODATION	Aged Care	↑	—	E	9% to 16%
	Caravan Parks Freehold	—	—	E	13% to 21%
	Caravan Parks Leasehold	↓	—	P	18% to 25%
	Hotels Leasehold	—	—	P	16% to 30%
	Motels	—	↓	P	25% to 40%
AUTOMOTIVE	Car Washes	↑	—	E	20% to 33%
	Automotive Dealership	—	↓	E	23% to 30%
	Car Rental	—	—	P	30% to 36%
	Caravan/Motorcycle/Marine Dealership	—	↓	E	33% to 40%
	Mechanical Workshops	↓	↓	P	50% to 100%
	Service Stations	↑	↑	P	28% to 35%
DOMESTIC SERVICES	Cleaning Companies	—	—	P	26% to 33%
	Maintenance	↑	↑	P	25% to 37%
EDUCATION & TRAINING	Childcare Centre	—	—	E	18% to 20%
	RTO & Training	—	—	P	26% to 40%
HAIR & BEAUTY	Cosmetic Salons	—	↓	P	25% to 40%
	Hair & Beauty Salons	—	—	P	50% to 100%
HOSPITALITY	Bakeries	↓	↓	P	50% to 100%
	Bars & Clubs	↓	↓	P	33% to 100%
	Café/Coffee Lounge	↓	—	P	50% to 100%
	Catering & Events	—	—	P	33% to 100%
	Food Franchise	↓	↓	P	50% to 100%
	Takeaway & Casual Dining	—	—	P	50% to 100%
	Vending	—	—	E	28% to 35%
ENGINEERING & MANUFACTURING	Construction	—	—	P	27% to 40%
	Engineering	↑	—	P	24% to 33%
	Manufacturing	↑	—	E	25% to 40%
MEDIA & COMMUNICATION	Entertainment	↓	—	P	50% to 100%
	Internet	—	—	P	23% to 33%
	IT & Communications	—	—	P	25% to 40%
	Marketing	—	—	P	40% to 50%
SERVICES	Accounting Practices	↑	—	E	25% to 33%
	Dental & Medical	↑	—	E	20% to 33%
	Facilities Management	—	↑	E	25% to 33%

Type	Category	D	V	$	Aprx. ROI
SERVICES	Equipment Hire	↑	↑	P	20% to 33%
	Labour Hire	↑	—	E	25% to 36%
	Printing	—	—	P	50% to 100%
	Professions	↓	—	E	33% to 100%
	Real Estate/Property Management	↑	—	E	25% to 33%
	Security	—	—	P	30% to 33%
	Serviced Office	↓	↓	P	30% to 50%
	NDIS	↑	↑	E	25% to 33%
RETAIL	Discount & Variety	↓	↓	P	50% to 100%
	Gifts & Florists	↓	↓	P	50% to 100%
	Hardware	↑	—	P	30% to 50%
	Online Retail	—	—	E	25% to 33%
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	Gymnasiums	↓	↓	P	33% to 50%
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TRADES	Air Conditioning	↑	↑	P	27% to 40%
	Electrical & Plumbing	—	↑	P	33% to 60%
	Home Improvement	—	↑	P	33% to 100%
	Pool Servicing	—	—	P	33% to 100%
TRAVEL & TRANSPORT	Courier	—	—	P	50% to 100%
	Road Transport	—	↓	P	33% to 50%
	Logistics	↑	↑	E	25% to 38%
UTILITIES & INFRASTRUCTURE	Vegetation Management	↑	↑	P	25% to 35%
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The Western Australian Small Business
STATE OF THE MARKET REPORT

QUARTER 3
2026

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	Motels	↓	↓	P	17% to 40%
AUTOMOTIVE	Car Washes	↑	↑	E	22% to 33%
	Automotive Dealership	—	—	E	18% to 25%
	Car Rental	—	—	P	27% to 36%
	Caravan/Motorcycle/Marine Dealership	—	↓	E	33% to 40%
	Mechanical Workshops	↓	↓	P	50% to 100%
	Service Stations	↑	↑	P	30% to 35%
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EDUCATION & TRAINING	Childcare Centre	—	—	E	18% to 20%
	RTO & Training	—	—	P	26% to 40%
HAIR & BEAUTY	Cosmetic Salons	—	—	P	25% to 50%
	Hair & Beauty Salons	↑	—	P	50% to 100%
HOSPITALITY	Bakeries	↓	↓	P	50% to 100%
	Bars & Clubs	—	—	P	33% to 100%
	Café/Coffee Lounge	↓	—	P	50% to 100%
	Catering & Events	—	↑	P	33% to 100%
	Food Franchise	↑	—	P	50% to 100%
	Takeaway & Casual Dining	—	—	P	50% to 100%
	Vending	—	—	E	26% to 35%
ENGINEERING & MANUFACTURING	Construction	—	—	P	27% to 40%
	Engineering	↑	—	P	25% to 33%
	Manufacturing	↑	—	E	25% to 40%
MEDIA & COMMUNICATION	Entertainment	↓	—	P	50% to 100%
	Internet	↓	↓	P	30% to 33%
	IT & Communications	—	—	P	25% to 40%
	Marketing	↓	↓	P	40% to 50%
SERVICES	Accounting Practices	↑	—	E	25% to 33%
	Dental & Medical	↑	—	E	20% to 33%
	Facilities Management	↑	↑	E	25% to 33%

Type	Category	D	V	$	Aprx. ROI
SERVICES	Equipment Hire	↑	↑	P	20% to 33%
	Labour Hire	↑	—	E	25% to 33%
	Printing	↓	↓	P	50% to 100%
	Professions	—	↑	E	33% to 100%
	Real Estate/Property Management	↑	—	E	25% to 33%
	Security	↑	—	P	25% to 36%
	Serviced Office	↓	↓	P	33% to 50%
	NDIS	—	—	E	25% to 30%
RETAIL	Discount & Variety	↓	↓	P	50% to 100%
	Gifts & Florists	↓	↓	P	50% to 100%
	Hardware	↑	—	P	30% to 40%
	Online Retail	—	—	E	25% to 38%
	Pet Services & Products	—	↑	P	25% to 30%
	Post Office & Newsagencies	↑	↑	P	50% to 100%
	Supermarket (Large)	↑	↑	P	25% to 35%
	Supermarket (Small)	↑	—	P	50% to 70%
SPORTS & RECREATION	Adventure	—	—	P	25% to 50%
	Gymnasiums	↓	↓	P	33% to 50%
STORAGE	Storage Complexes	↑	↑	E	16% to 23%
TRADES	Air Conditioning	↑	↑	P	26% to 40%
	Electrical & Plumbing	↑	—	P	33% to 55%
	Home Improvement	—	↑	P	25% to 100%
	Pool Servicing	—	—	P	33% to 100%
TRAVEL & TRANSPORT	Courier	—	—	P	50% to 100%
	Road Transport	—	↓	P	33% to 50%
	Logistics	—	—	E	25% to 33%
UTILITIES & INFRASTRUCTURE	Vegetation Management	↑	↑	P	22% to 40%
	Power Supply & Solar	—	—	P	25% to 33%
	Waste	↑	—	E	20% to 35%
	Water Treatment	—	—	E	20% to 30%
WHOLESALE	Equipment Wholesale	↑	—	P	25% to 33%
	Food Wholesale	↑	↑	P	25% to 30%
	Product Wholesale	↑	—	P	25% to 30%

This **State Of the Market Report** compares the current sale prices for a range of business types with sale prices from the previous quarter. Usually supply and demand are the greatest factors influencing values, but there are other factors which influence the value of small businesses. In this report we provide a guide to business values across many sectors. Within Australia there can be variances in business values which may be a reflection of local conditions hence these reports are state based. **Demand** is measured by buyer enquiry on websites. **Value** is a reflection of sales data.

NOTE: Some business sectors are assessed using **PEBITDA** and others are assessed on an **EBITDA** basis. **PEBITDA** = Proprietors Earnings Before Interest Tax Depreciation and Amortisation. **EBITDA** = Earnings Before Interest Tax Depreciation and Amortisation. **PEBITDA** includes any wages or salary paid to a single owner/operator/proprietor.

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