

Sales of U.S. Business

Annual Revenues	Total Employees	Asking Price	% of All U.S. Businesses	Total U.S. Businesses	# of U.S. Businesses for Sale	# of Actual Sales	% of Sales (vs. those for sale)
Less than \$750K	Less than 10	Less than \$500K	80%	4,376,000	884,000 (1 in 5)	157,000	18%
\$750K to \$2 Million	10-20	\$500K to \$3 Million	9%	590,000	173,000 (1 in 3.5)	43,000	25%
\$2 - \$30 Million	21-100	\$3 to \$20 Million	8%	490,000	73,000 (1 in 7)	21,000	29%
\$30+ Million	100+	\$20+ Million	3%	50,000	9,000 (1 in 6)	2,500	33%

Source: California Association of Business Brokers & Tom West