

How to Value your Business

Are you interested in Selling your Business or taking on a Partner for your Business? The key to success is pricing the company in a fair and equitable manner.

BOCA RATON, FL, UNITED STATES,
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How much is your Business worth?

If you are selling a business in Florida, or considering taking in an equity partner there are norms that we have found for valuations based on the sale of businesses in Boca Raton, West Palm Beach, Fort Lauderdale and Miami. As Florida Business Brokers we have seen business for sale listings in Florida range from being priced well below market to those that never get sold because they are priced above what a reasonable buyer for a business would pay. To see how your business compares to other businesses please <http://www.southfloridaforme.com/BUSINESSES-FOR-SALE>



How much is your Business worth?

There are many businesses for sale in Boca Raton, West Palm Beach, Fort Lauderdale, and Miami and we ensure that your business will be priced for a quick sale.

“

Florida Business Brokers have seen it all, from a Boca Raton business priced well below the market, to Fort Lauderdale business for sale that lingered on the market unsold because of the high price”

Edward Sklar, Business Broker South Florida

There are several steps that can be taken to ensure that you maximize the valuation of your business for sale in South Florida.

1. First, Gather all of accounting documentation, including balance sheets and income statements for the previous five years if possible. Bring all of your books current to the month you are valuating your business. Gather your personal income tax documents for the same time frame.
2. The next step that Business Brokers of South Florida calculates is your "owner's benefit" from operations
3. We then begin applying a multiple to the Owners Benefit,

which usually ranges between 2-3 times the owner benefits in analyzing businesses in South Florida.

4. Finally, we create a Business Plan for your business, which not only adds value to the business, but justifies price to a prospective buyer when they begin negotiating price.

The latest version of Pratt's Stats shows 2017 to be a year of the highest multiples for business sales

in recent years with a multiple of 3.08 for businesses with sales revenue in the \$1-5m range. The impact of the tax law change should drive the multiple up substantially for South Florida businesses for sale in 2018 and ensure that you are getting the most money for your business.

To learn more about valuation of a business in Florida

<http://www.southfloridaforme.com/SELL-BUSINESS/VALUATION>

Learn How Much your Business is Worth-Complimentary Consultation

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