

Product Brochure

BIZCOMPS®

Transactions: 13,000+
Small Business Sales



Asking Price
Sale Price
Sale Date
% Down
Location
Annual Revenue
Earnings
Inventory
Critical Ratios
Statistical Analysis of Selected
Transactions
And more...



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BIZCOMPS® DATABASE

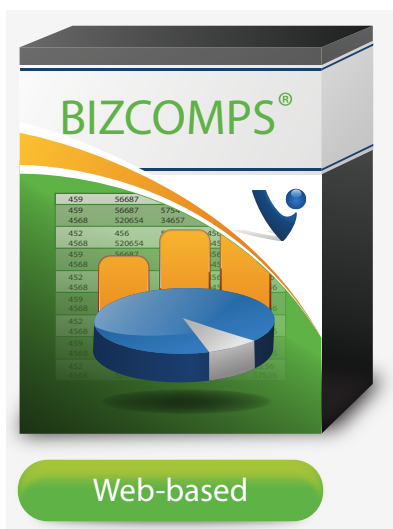
Why Use Sales Transaction Data?

Ever try pricing a business using a market approach with bad or even without market data? It is next to impossible. BIZCOMPS is the answer. Using the pricing data derived from BIZCOMPS, you can apply real transaction data in your market approach. Why buy it from ValuSource? ValuSource gives you access over the internet to the most up to date information.

ValuSource uses Microsoft® Excel to deliver instant analysis of the data; since it is in Excel instant customization to the specific fact pattern is possible. ValuSource provides a mouse-click answer to get this data into ValuSource's business valuation programs, saving valuable time and effort. Read on for more information on this must-have dataset.

Why Use BIZCOMPS for Transaction Data?

One of the four standard resources for small business transaction data (including Pratt's Stats®, DoneDeals® and IBA Market Data), BIZCOMPS provides not only selling price, but a wealth of other data relevant to selecting and weighing multiples for the subject company. BIZCOMPS® provides over 13,000 comparable sales transactions, over a 10 year period, 95% of which are for businesses that have sold for less than one million dollars.



8 Reasons to Use BIZCOMPS

1. With over 13,000 transactions, it's the most comprehensive source of small business transactions available.
2. You can select data by Industry, SIC or NAICS.
3. You can perform custom searches for data.
4. You can sort data by any field.
5. You can export data to Excel or import directly into ValuSource valuation software
6. You can generate statistical analysis (high, low, mean, median, Standard Deviation) of selected transactions data including
 - Asking Price
 - Annual Revenue
 - Sale Price
 - % Down
 - Sales Price/Revenue
 - Seller Discretionary Earnings/Revenue
 - Sales Price/Seller Discretionary Earnings
 - Inventory
 - FF&E.
7. It charts Sale Price/Annual Revenues and Sales Price/Seller Discretionary Earnings.
8. It's updated twice a year to assure your data is always current.

BIZCOMPS allows you to:

- View, print, and analyze BIZCOMPS data.
- Export BIZCOMPS data to Microsoft® Excel.
- Download BIZCOMPS data into ValuSource applications.

ValuSource BIZCOMPS®

1 A. Click on item(s) to search. B. Enter SIC Codes C. Search

SIC Codes Location SDE
NAICS Codes Sale Date Sale Price
Description Revenue Ask. Price

SIC Code(s):
Records: 13,107
Values: 13,107

2 Review Records (13107) Sort by: SIC Codes low to high Show page: 1

SIC	NAICS	Business Description	Revenue (\$000)	SDE (\$000)	Asking Price (\$000)	Sale Price (\$000)	Price/Revenue	Price/SDE	Location	Sale Date
1442	212321	Sand & Gravel Company	7,777	1,722	7,700	7,700	0.99	4.47	NV	2/1/2006
1521	235510	Contr-Home Improve	165	82	180	110	0.67	1.34	NJ	9/1/2010
1521	2235510	Kitchen Remodel	500	147	190	170	0.34	1.16	AL	8/31/2010
1521	2235510	Disaster Restoration	1,185	447	1,275	1,150	0.97	2.57	FL	11/26/2008
1521	235510	Contr-Home Improvement	2,084	219	870	495	0.24	2.26	FL	5/21/2008
1521	235510	Contr-Home Improve	657	155	354	332	0.51	2.14	TX	3/7/2008
1521	235510	Contr-Kitchen/Bathrooms	2,600	250	845	685	0.26	2.74		1/31/2008
1521	235510	Contr-Home Improve	1,307	132	330	385	0.29	2.92	FL	1/1/2008
1521	23332	Contr-General	2,924	222	800	700	0.24	3.15	UT	12/13/2007
1521	235510	Contr-Home Improve	782	164	469	410	0.52	2.50	FL	12/6/2007
1521	235510	Contr-Home Improve	575	211	200	200	0.35	0.95	CO	11/26/2007

BIZCOMPS Data Includes:

- SIC
- NAICS
- Business Type
- Asking Price
- Annual Gross Revenue
- Seller Discretionary Earnings (SDE)
- SDE/Gross Sales
- Sale date
- Sales Price
- Percent Down, Terms
- Sales Price/Gross Sales
- Inventory
- Rent/Sales
- Days on Market
- Franchise Royalty
- FF&E
- City/State, Geographic Area
- Number of Employees.

(Not all transactions contain the same data)

BIZCOMPS defines industries by both the North American Industrial Classification System (NAICS) and Standard Industrial Classification (SIC) codes. BIZCOMPS provides three ways to select an industry. You can:

- Start from an industry group (for example, Retail Trade).
- Sort the industries by NAICS code.
- BIZCOMPS allows you to select transactions by up to ten criteria.
- View the detail for each transaction selected

ValuSource BIZCOMPS®

1 A. Click on item(s) to search.

SIC Codes Location SDE
NAICS Codes Sale Date Sale Price
Description Revenue Ask. Price

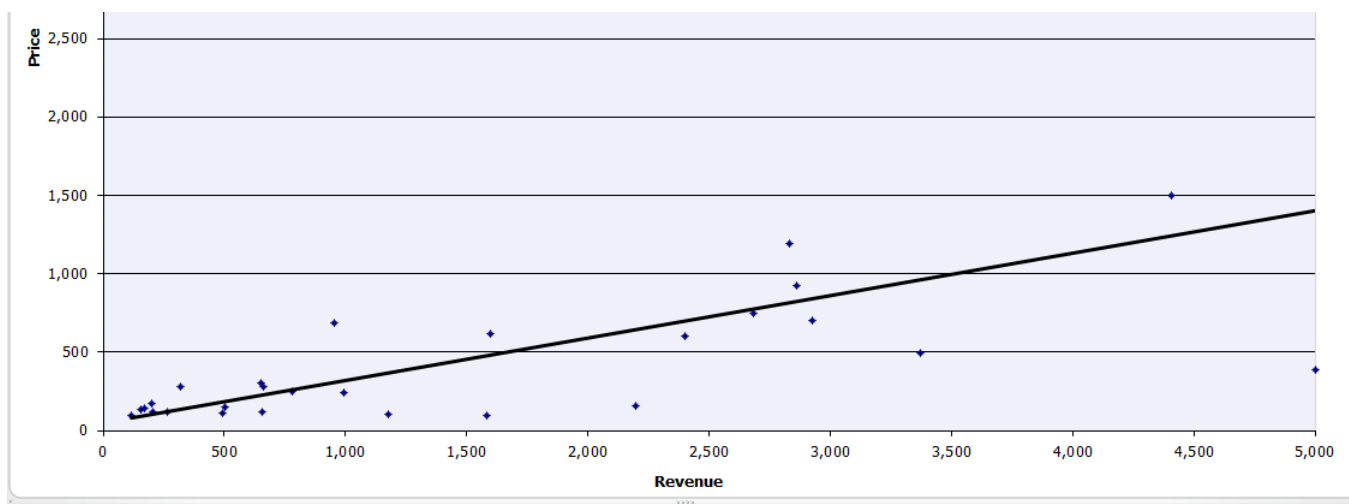
2 Review Records (13107) Show record: 1

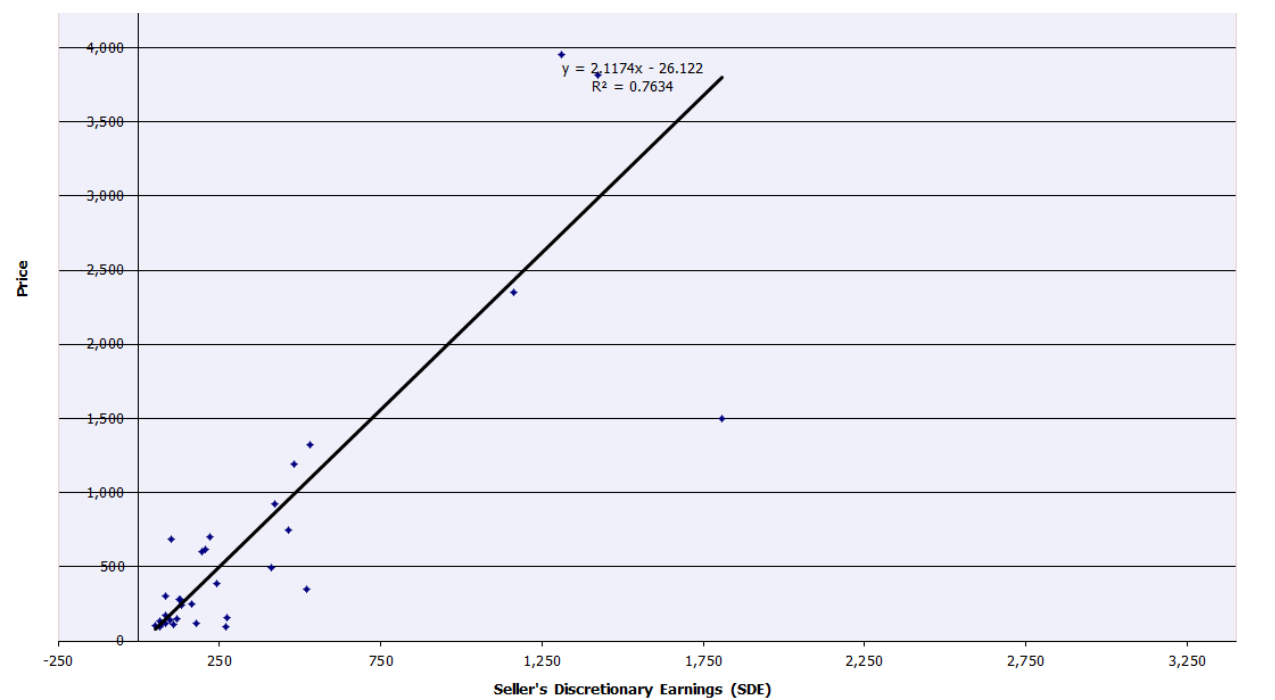
SIC: 1442
NAICS: 212321
Business Description: Sand & Gravel Company
Asking Price: 7,700
Revenue: 7,777
SDE: 1,722
Sale Date: 2/1/2006
Sale Price: 7,700
Down Pmt:
Terms:
Inventory: 0.00
FF&E:
Rent/Sales: 0.00
Days on Mkt:
Franchise Royalty: No
Employees:
Location: Las Vegas, NV
State: NV
Census Region: West
Census Division: Mountain
Other Area: Southwest
Area Code: SW

BIZCOMPS can analyze any group of transactions that you select. The analysis includes statistics on nine transaction parameters, and charts of sale price to annual revenue and sale price to sellers' discretionary earnings (SDE). Examples follow.

All Transactions					
	Revenue	SDE	Price	Price / Revenue	Price / SDE
Low	\$117	(\$3)	\$89	0.05	0.35
High	\$14,000	\$1,807	\$4,665	0.90	6.80
Mean	\$2,781	\$390	\$802	0.39	2.03
Median	\$1,379	\$188	\$290	0.32	1.92
Standard Deviation	\$3,451	\$485	\$1,170	0.26	1.18
Harmonic Mean				0.21	1.43
Count	34	34	34	34	33

Transactions Selected					
	Revenue	SDE	Price	Price / Revenue	Price / SDE
Low	\$117	\$52	\$95	0.05	0.35
High	\$14,000	\$1,807	\$4,665	0.90	6.80
Mean	\$2,856	\$401	\$824	0.39	2.03
Median	\$1,583	\$195	\$300	0.32	1.92
Standard Deviation	\$3,476	\$488	\$1,181	0.26	1.18
Harmonic Mean				0.21	1.43
Count	33	33	33	33	33





Using BIZCOMPS Data in ValuSource Applications

You can download BIZCOMPS data into ValuSource applications, including ValuSource Pro, Express Business Valuation and Business Valuation Manager Pro. Data can be imported from BIZCOMPS from vswebapp.com or using ValuSource's Valuation Data Explorer. To learn more about Valuation Data Explorer, visit <http://www.valusource.com/vde>. The downloaded data automatically appears in the correct lines on the appropriate schedules. In the following example, the price to revenue (P/R) multiple was imported from

ValuSource Pro - Analysis: VSP6 Sample Project.vsp

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 - Seller's Discretionary Earnings Base
 - Revenue Base
 - Indicated Value

BIZCOMPS Indicated Value

	Revenue Multiple	SDE Multiple
Base	4,699,100	1,495,700
Multiple	0.18	1.24
Subtotal	866,171	1,848,433
Net Operating Assets	2,060,000	2,060,000
Subtotal	2,926,171	3,908,433
Weight	1	1
Indicated Equity Value	3,417,302	
SELECTED EQUITY VALUE	3,417,300	

Exporting BIZCOMPS Data to Excel

You can export BIZCOMPS data to an Excel workbook from www.vsource.com or directly through ValuSource's Valuation Data Explorer (VDE). To learn more about VDE, visit <http://www.valusource.com/vde>. You can export a single transaction or a group of transactions. An example follows.

	A	B	F	G	H	I	J	K	L	M	N	O	P	Q	R
1															
2	Admin	Subject Business									Transaction				
3	ID	Revenue	SDE	Inventory	FF&E	Rent/Revenue	Franchise	Royalty	Employees	Asking Price	Price	Price / Revenue	Price / SDE	Down Pmt	Term
4	12039	201	85	2	24		No			170	170	0.85	2.00	71%	3 Yrs @
5	12369	292	-3	0	11		No			89	89	0.30			
6	11639	1,583	271	10	10		No		1	109	95	0.06	0.35	79%	3 Yrs @
7	00342	2,924	222	0	400	1.6%	No		32	800	700	0.24	3.15	50%	15 Yrs @
8	00346	780	166	0	80	3.0%	No		4 FT / 2 PT	350	247	0.32	1.49	71%	3 Yrs @
9	00359	3,370	410	0	250		No		24 FT / 6 PT	498	498	0.15	1.21	100%	
10	00360	995	132	10	213		No		9	305	245	0.25	1.86	23%	7 Yrs @
11	00355	955	101	0	25		No		2 FT / 2 PT	850	687	0.72	6.80	100%	
12	00374	2,862	423	70	75	0.6%	No		12	915	925	0.32	2.19	41%	7 Yrs @
13	00375	2,681	465	0	60	1.0%			9	810	750	0.28	1.61	90%	2 Yrs @
14	00377	2,832	480	10	20	1.1%	No		28	1,090	1,190	0.42	2.48	27%	10 Yrs @
15	00378	2,196	273	1,000	200		No		11 FT / 1 PT	200	160	0.07	0.59		
16	00385	117	66	0	15				1	115	95	0.81	1.44	37%	3 Yrs @
17	00386	495	108	34	96				7 FT / 1 PT	197	115	0.23	1.06	100%	
18	00387	1,175	52	0	85	0.5%			8	165	100	0.09	1.92	20%	4 Yrs @
19	00388	5,195	1,310	0	2,300	1.0%			3	3,950	3,950	0.76	3.02	25%	10 Yrs @
20	00389	10,484	1,425	0	4,000				101	4,900	3,814	0.36	2.68	64%	7 Yrs @
21	12370	11,289	1,637	0	48	0.5%	No		9	4,911	4,665	0.41	2.85	20%	7 Yrs @
22	00383	6,672	519	5	100					395	352	0.05	0.68		
23	00380	5,000	241	0	50	0.3%	No		2	657	390	0.08	1.62	9%	7 Yrs @
24	00381	6,441	532	15	19	0.2%	No		16	1,600	1,320	0.20	2.48	45%	
25	00379	4,406	1,807	0	500	0.5%	No		20 FT / 5 PT	1,800	1,500	0.34	0.83	17%	10 Yrs @
26	00384	1,600	208	42	100					575	618	0.39	2.97		
27	00382	2,400	195	115	200	3.0%			22	600	600	0.25	3.08	42%	5 Yrs @
28	00390	663	129	20	75				1	330	280	0.42	2.17	23%	5 Yrs @
29	11554	267	82	3	10		No		5	122	122	0.46	1.49	50%	
30	13105	503	118	0	150	37.0%	No		4	150	150	0.30	1.27	50%	
31	11559	207	72	3	3					118	118	0.57	1.64	71%	
32	11560	14,000	1,164	0	100	0.3%				2,500	2,350	0.17	2.02	21%	10 Yrs @
33	11557	652	85	0	100	10.0%			12	300	300	0.46	3.53	12%	5 Yrs @
34	11558	656	180	0	22	3.0%			22	525	120	0.18	0.67	58%	3 Yrs @
35	13104	320	126	2	18	2.2%	No		3 FT / 1 PT	325	280	0.88	2.22	19%	10 Yrs @
36	11555	171	97	0	100	16.0%	No		2	195	141	0.82	1.45	100%	
37	11556	154	65	0	5	2.7%			1	165	138	0.90	2.12	100%	
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