

A Valuation Report for

Best Convenience Store

Report Date: 01/01/2022



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Your future in your hands

Introduction

We thank you for requesting a valuation of your Business.

As such, we are delighted to provide you with our considered opinion as to the value of your Business within the current market place and as between a willing buyer and seller.

Our experience

Here at My Own Business we have over 50 years' combined experience in selling Businesses.

We know all the pitfalls and all the answers to most situations and queries. Indeed, we have all the knowledge, and more, of a traditional Business Sales Agency and yet can offer the same service for a fraction of the cost.

The market

It is a fact that the value of any commodity requires a willing buyer and seller, and fluctuating market conditions can severely affect prices over which no one has control.

When reaching a recommended figure we have taken into consideration similar Business opportunities currently available within your geographical area but this can, of course, change by the day.

Current factors

Indeed, the U.K., and the world, has experienced unprecedented times.

The debacle that is Brexit had serious effects on the market, only for this to be compounded by the Coronavirus.

The financial effects on the nation are difficult to predict, with economic pundits suggesting we are on the brink of the worst recession the country, and possibly the world, has ever seen.

What we know for sure is that recessions ultimately result in a drop in values in most commodities, but the markets hardest hit are the Property market and Business sales. This is due to a lack of confidence from buyers and, secondly, because lenders equally lack confidence and withdraw funding in these sectors.

A successful business person buys at the right time and sells at the right time. As the market is inevitably going to drop, and drop substantially, then we recommend that if you are contemplating selling then you should do it now before the recession hits and bites hard.

Comparison

Business opportunities currently for sale in your area:

Business	Location	Turnover	Price	Notes
Convenience Store	West Midlands	£12,000 pw	£120,000 plus stock	Lock up unit
Convenience Store	West Midlands	£17,000 pw	£155,000 plus stock	1 Bed flat above
Convenience Store	West Midlands	£14,000 pw	£155,000 plus stock	Lock up in prime location
Convenience Store	West Midlands	£18,000 pw	£150,000 plus stock	Lock up unit
Convenience Store	West Midlands	£11,000 pw	£99,950 plus stock	2 Bed flat above
Convenience Store	West Midlands	£9,000 pw	£99,950 plus stock	Lock up unit
Convenience Store	West Midlands	£5,000 pw	£60,000 plus stock	1 Bed flat above

Your details

Below is a summary of the information you have provided:

Best Convenience Store	Year ending 2021
Client Name	Best Owner
Business Type	Convenience Store
Turnover	£10,000 per week
Gross Profit	20%
Net Profit	£50,000 per annum
Tenure	Leasehold
Rent	£12,000 per annum
Location	West Midlands

Your personal assessment

Taking into consideration other opportunities available in your geographical area, it is our considered opinion that you should go to the market based on an asking price as detailed below.

Trading Name	Best Convenience Store
Address	High Street Birmingham West Midlands
Business Type	Convenience Store
Estimated market value	£125,000 plus stock

Notes

Any additional information...

There are currently 7 Leasehold Convenience Stores currently for sale in the West Midlands area that you would be compared to by prospective buyers.

Prices range between £100,000 and £155,000 for similar businesses with a similar turnover.

Taking into consideration the quality of your fixtures, fittings and equipment we have reached the above mentioned assessment.

Values are governed by other similar businesses currently for sale and there is no point going to the market unless you are in a competitive price range.

Important notice

One cannot legislate for that 'one off' buyer who may just happen to crave or desire your business and so may be prepared to pay more. Whilst we have offered an opinion it is ultimately your decision as to what price you wish to go to the market at. After all, it is easier to reduce your price than it is to increase it.

My Own Business, The Business Sales Group Limited, nor any of the company's employees, accept any liability for this valuation, which is provided for information purposes only. No form of survey, either structural or otherwise, has been performed and where a lease is in operation, no leasing documents have been viewed to verify the security of tenure.

My Own Business

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Ready to go to market?

My Own Business are unique. We can provide you over 50 years' experience in selling Businesses together with a personalised, individual service.

Remember, our service includes:

- **NO upfront fees**
- **NO withdrawal fees at the end of the contract**
- **NO pressure selling**
- **NO hidden clauses**
- **Complete transparency**
- **Comprehensive market research**
- **Extensive advertising and marketing**
- **Unprecedented Business Sales Experience**
- **Thousands of registered waiting buyers**

Whilst the decision to sell your business might be a big one, the team at My Own Business are here to ensure a smooth transition for you and that you receive the deserved reward for all your years of hard work.

Our highly skilled team of experienced consultants are on hand today to discuss your specific selling requirements and tailor a unique solution that delivers the best possible price for your business.

If you are ready to go to market simply reply to your Valuation Report email or contact us on 0161 549 1492 or info@myownbusiness.co.uk



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