

Market appraisal *versus* Valuation



A JPAbusiness Market Appraisal provides:

- Estimate of potential sale price range
- Assessment of business performance
- Considerations of market conditions and comparable sales
- Documented summary providing marketing price range, advice and decision support



A JPAbusiness Valuation provides:

- Detailed evaluation of business and financial performance
- Competitive position versus others and industry dynamics
- Sworn valuation, for various purposes depending on scope of valuation, including:
 - Mortgage security purposes
 - Business exit, business sale
 - Family and business succession
 - Stamp duty and structuring purposes
 - Family Court proceedings
- Comparable sales, multiple of earnings, discounted cash flow and return on investment assessments (depending on specific scope and business attributes)
- Specific valuation and detailed report, plus related decision-support recommendations (as per the valuation scope)

Contact the team at JPAbusiness on
02 9893 1803 or 02 6360 0360 for
information about our range of
valuation services.

jpabusiness.com.au

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