



## The Sales of Businesses

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### Number of Employees by Sales Volume

<b>Employees</b>	<b>Sales</b>
1-4	Less than \$500,000
5-9	\$500,000 - \$1 million
10-19	\$1-2.5 million
20-49	\$2.5-5 million
50-99	\$5-10 million
100-249	\$10-20 million
250-499	\$20-50 million
500-999	\$50-100 million
1,000-4,999	\$100-500 million
5,000-9,999	\$500 million to \$1 billion
10,000 +Over	\$1 billion

**\*More specific revenue figures:** We think that they fairly represent the various business sizes. For example, we feel that businesses with 0 to 4 employees average just 2 employees and have annual sales of approximately \$283,000. It is interesting to note that in one SBA document these businesses are termed as micro-businesses. We estimate that about 75 percent of all businesses fall into the micro-business category.

### ...And By Revenues

<p style="text-align: center;"><b>Number of Employees</b></p> <hr/>	<p style="text-align: center;"><b>There Revenues</b></p> <hr/>
1 to 4	Less than \$500,000
5-9	\$1 million
10-19	\$1-2.5 million
20-49	\$2.5-5 million
50-99	\$5-10 million
100-249	\$10-20 million
250-499	\$20-50 million
500-999	\$50-100 million
1,000-4,999	\$100-500 million
5,000-9,999	\$500 million to \$1 billion
10,000 +Over	\$1 billion
<p style="text-align: center;"><b>Percent of Total Businesses</b></p> <hr/> <p style="text-align: center;">62%</p> <p style="text-align: center;">18%</p>	

80%

09%

08%

Included in 08% above

01%

Included in 1% above

01%

Included in 01%

Included in above

***\*Note: Percentages may not add up to 100% due to rounding***

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