

Market Comment

Some businesses sell quickly, others take more time – and very occasionally we even “match make” a buyer-seller before releasing the business to our database. Ultimately Tabak sell 8/10 listings on average, so your vendors and buyer clients should be comforted that Tabak gets results. Sales made through our Christchurch office in the last **twelve months** are shown below – businesses representing over \$12m in value, with an average sale value in excess of \$700,000.

Outdoor Power Equipment (2) Equipment Hire Sports Retail Infrastructure Aluminium Joinery	Sales & Installation (2) Carpet Sales Direct Sales Software Florist	Manufacture & Sales (2) Accountancy Fees Manufacture & Wholesale Commercial Interiors
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If you have clients wanting to exit these types of businesses, we'd love to hear from you, or them.

Buyers

An increased level of buyer activity is very apparent. Good businesses valued in the \$500k to \$1.5m are subject to significant interest, with the average sale time reducing in this part of the market. In short, well qualified and well resourced buyers are more readily available now than perhaps 12-18 months ago.

Free Stuff

1. If your clients would like to learn more about buying or selling a business, we can provide free booklets, either via your practice or directly to your client. Let us know if you would like PDF copies of these booklets emailed to you?
2. Tabak was recently a contributor to a 15 minute podcast (radio interview) focused on succession planning and preparing a business for sale. We would be happy to provide you or your clients a digital copy of the audio file, or a link to the relevant website.
3. Zebra Marketing are holding a complimentary seminar on 18 August 2015 at the Tavendale & Partners Centre at 329 Durham St, focusing on how can SME's put their best foot forward **online**. Topics include optimising your website appearance & performance, and social media and its suitability for your business. If you have SME clients that may wish to attend they can register at <http://www.eventbrite.com/e/improving-your-website-visibility-online-marketing-tickets-17628225497>

The Tabak team hope that your clients gain some benefit from these free resources; please reply with “unsubscribe” if you do not wish to receive these periodical updates.

Best Regards

The Tabak Christchurch Team

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