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South Florida Business Sales Report: Real Estate and Sale Price

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Summary. In this set of 28 closed South Florida business sales totaling $235.3M, 19 (68%) included the real estate, and those deals made up 96% of total dollar volume. The median sale with real estate was $3.1M, about 4.4 times the $700K median for sales without it. Every sale above $5 million included real estate.

Key findings

• 28 closed sales totaling $235.3M; median sale $2.5M.

• Real estate drove value: 19 of 28 sales included property, $226.5M of $235.3M.

• Every sale above $5 million included real estate; below $1 million, most did not.

• Healthcare/senior care and manufacturing/industrial made up half of all sales and most of the dollar volume.

• Palm Beach County is the core market, with sales across Broward and Miami-Dade.

Sales by price range

Price range	Sales	Included real estate
Under $1M	8	2 of 8
$1M to $5M	14	11 of 14
$5M to $20M	3	3 of 3
Over $20M	3	3 of 3

Sales by industry group

Industry group	Sales	Included real estate	Total volume
Healthcare and senior care	7	6 of 7	$144.2M
Manufacturing and industrial	7	7 of 7	$68.9M
Franchises, retail and restaurants	5	2 of 5	$8.4M
Trades and services	7	3 of 7	$10.2M
Dealerships	2	1 of 2	$3.7M

What this means for owners

• If you own your building, price it separately: sell both together, keep it and lease it to the buyer, or do a sale-leaseback. Each nets a different amount.

• Smaller businesses usually sell on earnings alone. Value starts with the last 5 years of tax returns and P&Ls, then equipment, inventory and open contracts.

• Pricing and negotiating the business and the property together gives the buyer's lender one clean package.

Method and limits

This report analyzes business sales closed by Josh Kobrin over his career in South Florida, including transactions before he joined NAI Miami-Fort Lauderdale. Prices are the reported total sale price, including real estate where it was part of the sale. Client names and exact locations are withheld for confidentiality. This is one broker's transaction record, not a survey of the whole market, and results are not broken out by year.

All transactions

Business	Area	Sale price	Real estate
Assisted living facility portfolio	Miami-Dade, Broward & Palm Beach	$100.0M	Yes
Concrete recycling and crushing plant	Palm Beach County	$35.0M	Yes
Skilled nursing facility	Palm Beach County	$24.0M	Yes
Video game R&D; factory	South Florida	$16.0M	Yes
Drug detox center	Palm Beach County	$13.5M	Yes
Cold food storage facility	Palm Beach County	$6.0M	Yes
Marble company	South Florida	$4.0M	Yes
Pharmacy	South Florida	$3.4M	Yes
Landscaping company and nursery	Delray Beach	$3.4M	Yes
Metal fabrication company	South Florida	$3.1M	Yes
Heavy equipment rental company	South Florida	$3.0M	Yes
Boat dealership	South Florida	$3.0M	Yes
Impact window and door company	South Florida	$2.9M	Yes
Hardware store franchise and equipment rental	Palm Beach County	$2.7M	Yes
Sub sandwich franchise, 5 locations	South Florida	$2.3M	No
Juice and smoothie franchise, 3 locations	South Florida	$2.2M	No
Marble company, real estate and assets	Palm Beach County	$1.8M	Yes
Two coin laundries	Palm Beach County	$1.6M	No
Pediatric medical practice	Palm Beach County	$1.6M	Yes
Veterinary practice	Palm Beach County	$1.4M	Yes
Smoke shop	Broward County	$965K	Yes
Coin laundry	Palm Beach County	$850K	No
Air conditioning company	West Palm Beach	$700K	Yes
Car dealership	Palm Beach County	$700K	No

Business	Area	Sale price	Real estate
CPA and accounting firm	Palm Beach County	$500K	No
Senior placement company	Palm Beach County	$250K	No
Landscaping company	Wellington	$200K	No
Pizza restaurant	Broward County	$200K	No

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