

## Price Sheet for SBA Business Appraisals: 2016

The following grid presents pricing for our most common SBA business valuation assignment types.

<u>Size and Scope of Analysis</u>	<u>Complete Report</u>		<u>Restricted Report</u>	
	Turnaround*		Turnaround*	
	7 Days	21 Days	5 Days	14 Days
Revenues under \$10M	\$4,000	\$3,300	\$2,800	\$2,500
Revenues over \$10M	\$4,800	\$4,000	\$3,200	\$2,800
Multiple Entities **	Negotiable		Negotiable	
Franchises	Negotiable		Negotiable	

\* *The turnaround time starts on the day the complete set of initially requested documents is provided.*

\*\* *Pricing and turnaround times for multiple entities may differ depending on transaction-specific details.*

The following identifies a few important differences between complete and restricted-use reports as defined by the Uniform Standards of Professional Appraisal Practice (USPAP):

- A **Complete Appraisal Report** is the highest level of report; **it is the most thorough and complete** in terms of written analysis, review, discussion and presentation of information. Although there is disagreement among business appraisers and lenders, it is our opinion that a complete Appraisal Report provides the lender with the greatest degree of protection in relation to the validity and value of the SBA guarantee.
- **Restricted Use Reports** do not require the same degree of presentation and discussion as complete reports, and **they typically abbreviate and sometimes even omit certain sections**. Until the SBA clarifies its position, we will provide Restricted Use Reports for those lenders seeking to reduce their borrowers' costs.

We are Certified Business Appraisers (CBA's) and members of the Institute of Business Appraisers.



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