



WA businesses attract more than 3x the buyer enquiries of NSW

Western Australia accounted for 28% of buyer enquiries on Bsale despite representing less than 10% of advertised businesses during the September 2026 quarter.

FOR IMMEDIATE RELEASE

Sydney, NSW, 21 October 2026

Western Australian businesses advertised for sale on Bsale.com.au attracted more than three times as many buyer enquiries relative to New South Wales during the September 2026 quarter.

Western Australia accounted for approximately 28% of all buyer enquiries nationally, despite representing less than 10% of businesses advertised for sale on Bsale. In comparison, New South Wales attracted approximately 30% of enquiries but accounted for a substantially larger share of available listings.

While NSW generated slightly more enquiries overall, WA's smaller pool of advertised businesses resulted in an enquiry-to-listing ratio approximately 3.7 times higher, highlighting the strong level of buyer interest relative to available supply.

The findings come as buyer activity continues to strengthen nationally, with NSW enquiries increasing 43% year-on-year, while WA enquiries remained relatively stable, rising approximately 1% over the same period.

More WA businesses marked as sold

The number of WA businesses marked as sold on Bsale rose 33% on a year earlier, led by Perth. In Perth businesses marked as sold was up about 55% year on year. WA businesses marked as sold had an average advertised asking price of \$663,749, the highest of the larger states.

"Perth picked up this quarter, and we saw 55% more businesses being marked sold this quarter compared to last year" Mrs Lovie-Yousaf said.

Highest asking prices in the country

Businesses for sale in WA carried the highest average asking price of any state on Bsale at \$903,336. Perth led the capital cities at \$949,871, ahead of Brisbane (\$825,819) and Adelaide (\$766,090), consistent with the state's mix of industrial, transport and resource-linked businesses. At the other end, Bunbury & South West WA recorded one of the lowest average asking prices of any regional market on Bsale.

"Perth's average reflects the kind of businesses for sale there. There is more industrial, transport and resource-linked operations than you'll find in Sydney or Melbourne," Mrs Lovie-Yousaf said.

“Buyers after a smaller business shouldn’t assume WA is out of reach. There are many entry level businesses in Perth. Bunbury and the South West”

Within WA, buyer enquiry was concentrated around Perth, with strong interest in Joondalup and Mandurah.

The national picture

Nationally, buyer enquiries on Bsale rose about 28% on a year earlier and 12% on the June quarter. WA enquiry held steady on a year earlier, while Queensland and South Australia recorded the fastest growth, both up about 47%. Across the country, buyers showed a clear preference for businesses that do not need a full-time owner, including remote, automated and under-management operations.

The full report, Australian Business Sales Insights on Bsale – September 2026 Quarter, available soon.

Source and limits: Bsale’s figures are based largely on user-entered listing and enquiry information on Bsale.com.au, are not independently verified and don’t cover every Australian business sale. Prices for businesses marked as sold are advertised asking prices, not sale prices, and may include stock, plant or freehold. General guide only.

About Bsale

Bsale.com.au is an Australian business for sale marketplace, established in 2000. Bsale connects buyers with business owners and brokers in every state and territory, with listings spanning hospitality, retail, services, manufacturing and professional businesses. Its quarterly Australian Business Sales Insights reviews asking prices, buyer demand and sales activity across the platform.

About Vanessa Lovie-Yousaf

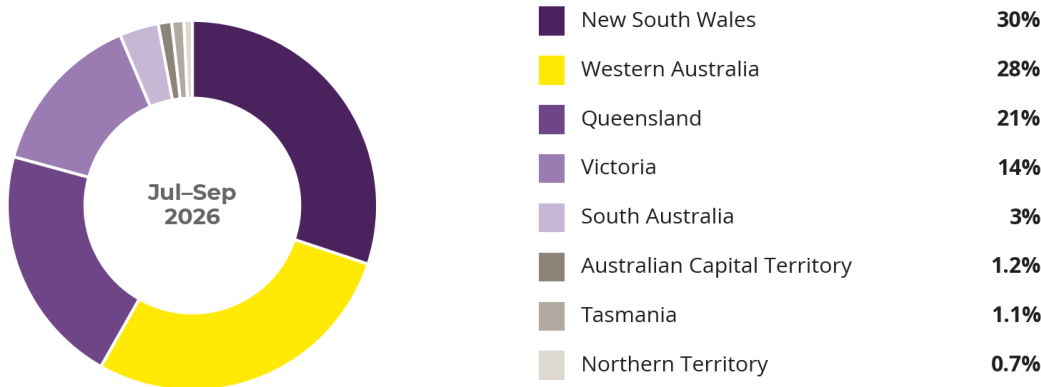
Vanessa Lovie-Yousaf is the CEO of Bsale.com.au, one of Australia's largest business for sale marketplaces. Founded in 2000, Bsale has spent 26 years connecting buyers and sellers of businesses across Australia.

As CEO, Vanessa leads the day-to-day operations, growth and direction of Bsale, overseeing the platform, marketing and industry relationships. She is also Editor of the Bsale eMagazine, which features exclusive interviews with business brokers, entrepreneurs and industry leaders, alongside news, quarterly market reports and insights from across the Australian business sales market.

Media Images

NSW and WA attracted the most buyer enquiries

Share of buyer enquiries on Bsale by state and territory, July–September 2026



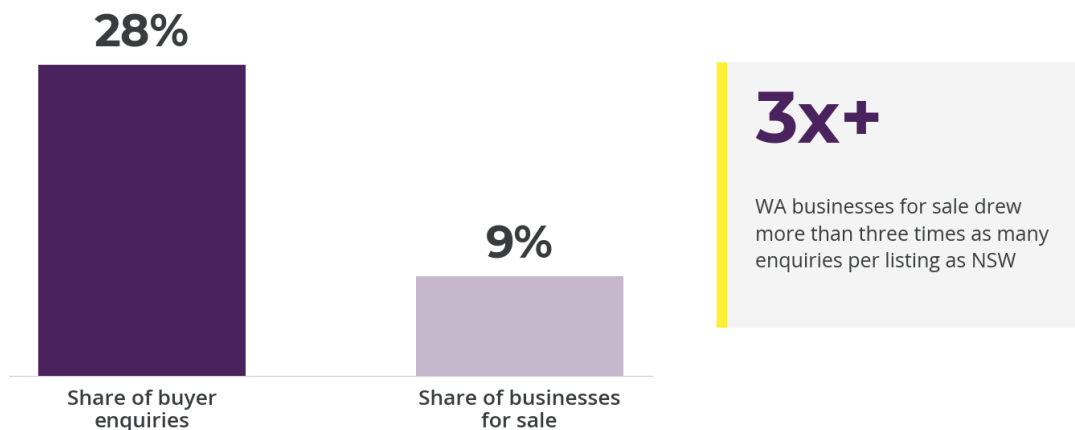
Figures may not add to 100% due to rounding.

Source: Bsale.com.au, September 2026 quarter.

Listings are user-generated and subject to errors, data is not independently verified by Bsale. General guide only. Prices may include WIWO, plus SAV or freehold property.

WA draws 28% of buyer enquiries on Bsale

...from about 9% of the businesses for sale. Western Australia's share of national activity, September 2026 quarter

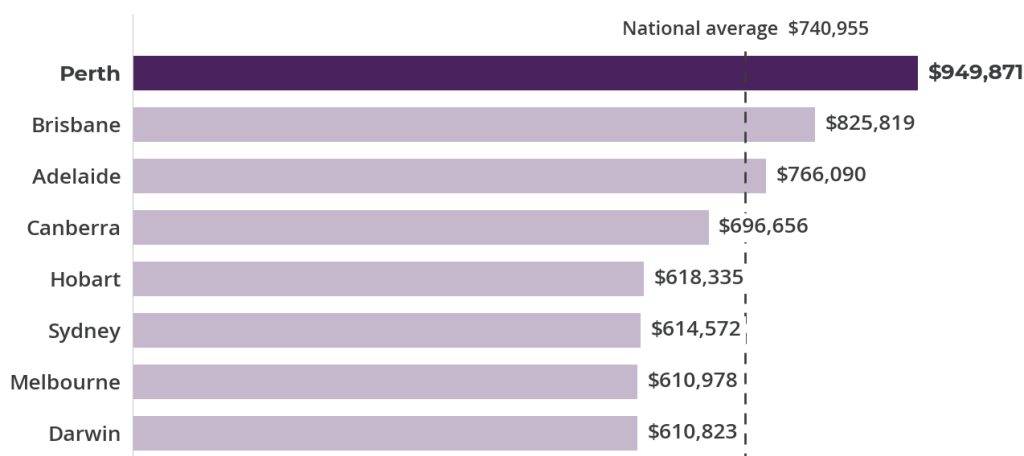


Source: Bsale.com.au, September 2026 quarter.

Listings are user-generated and subject to errors, data is not independently verified by Bsale. General guide only. Prices may include WIWO, plus SAV or freehold property.

Perth leads the capitals on average asking price

Average advertised asking price of businesses for sale on Bsale at 30 September 2026



Source: Bsale.com.au, September 2026 quarter.

Listings are user-generated and subject to errors, data is not independently verified by Bsale.

General guide only. Prices may include WIWO, plus SAV or freehold property.

Media contact

Vanessa Lovie-Yousaf

02 7228 0498

editor@bsale.com.au

NOTES:

Figures are based on listing, enquiry and sales data from Bsale.com.au for July–September 2026, compared with previous quarters. Businesses for sale are counted as listings actively on the market at quarter end, and include established businesses as well as franchise and business opportunities. The data is entered by brokers and business owners and has inherent limitations:

- What the asking price includes: asking prices may include stock, plant and equipment, or freehold property. Bsale does not analyse or adjust for what each price includes.
- Sold prices: prices for businesses marked as sold are the advertised asking prices, not final sale prices, which are rarely disclosed.
- Duplicates: as a business address is not required when listing, the same business may be advertised more than once, for example by different brokers.
- Incomplete or out-of-date information: not all data is provided, updated or entered accurately. Listings may be withdrawn or changed, stay active after a sale, or be marked as sold without full details.
- Coverage: the data reflects activity on Bsale only, not all business sales in Australia.

The figures should be read as a general guide to trends on the Bsale platform only. They are not professional, legal, financial or investment advice and should not be relied on when making business or purchasing decisions.