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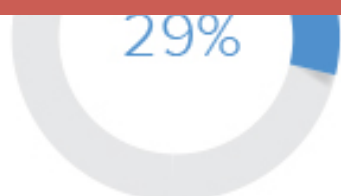
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purchase a business at its selling price because they have reasonable ...

Feb. 14, 2018

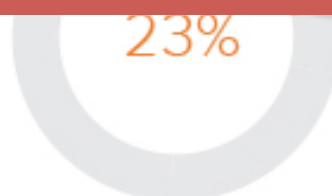
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M&A

29% of M&A respondents cite the valuation gap as a top reason for not closing a deal.



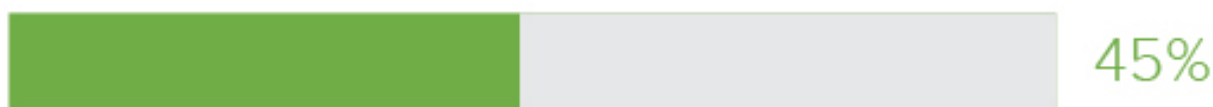
Business Brokers

23% of business broker respondents cite the valuation gap as a top reason for not closing a deal.



Access to Capital

45% of surveyed business brokers believe that access to capital is the most important issue facing privately-held businesses. Both M&A professionals and business brokers state that access to capital is a top issue.



Source: Everett, Craig. "Capital Markets Report." Pepperdine University 2015.

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From the lack of proper documentation to a sudden change in the market, there are many reasons businesses fail to sell. One of the primary issues facing the sale of businesses is the valuation gap. A valuation gap is the difference between the owners perceived value and the actual market value.

For example, a business might not trade hands because the owner is not willing to

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client wants to sell his or her business at a particular value, it is best that they have certainty as they move towards the ideal date they wish to sell.

After delivering a valuation to a client, if they don't like the current value of their business, consider providing tips for improving business value. For example, by simply increasing the businesses cash flow or access to capital, a business may be able to increase its value. This approach can turn a one-time valuation into repeat business for reassess how a business has been progressing after it has made vital changes.

Small Business

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