IBBA INTERNATIONAL BUSINESS BROKERS ASSOCIATION.®

Market Pulse

M&A Source

Q3 2026 Highlights

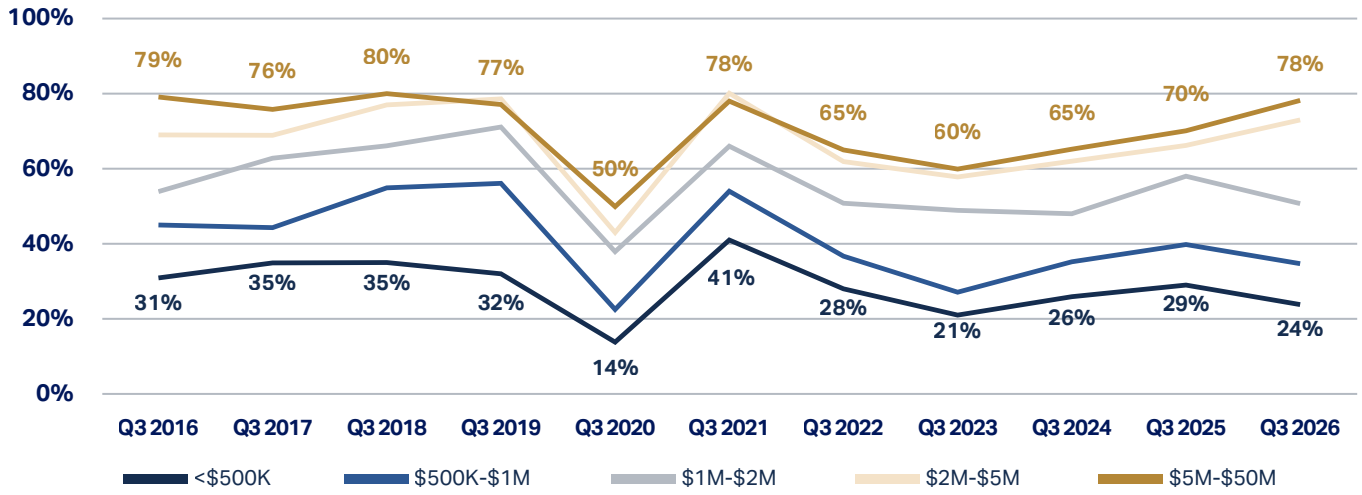
ENTERPRISE VALUE OF MARKET SEGMENTS STUDIED	
MAIN STREET	LOWER MIDDLE MARKET
<$500K	$2M-$5M
$500K-$1M	$5M-$50M
$1M-$2M	

WHERE DID THE DEAL DIE?

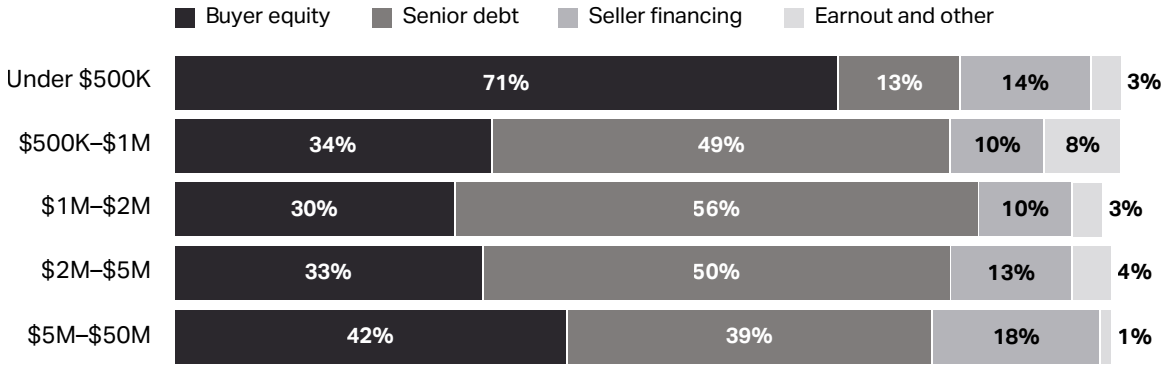


"Many of the problems that sank smaller deals, including unsupported add-backs, incomplete records, and a business that wasn't ready for market, are the kind of issues an advisor typically works through before a business is listed."

SELLER'S MARKET SENTIMENT Q3 2016-2026



HOW BUYERS PAID, BY DEAL SIZE



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