



LEGACY BUSINESS SALES AND VALUATIONS

Monthly Market Newsletter | Q2 2026

YOUR BUSINESS. YOUR LEGACY. YOUR OPTIONS.

THE MARKET IS MOVING — IS YOUR EXIT PLAN READY?

The Q1 2026 Market Pulse Survey — completed by over 300 business brokers and M&A advisors covering 203 closed transactions — confirms a strong seller's market, especially for Florida businesses with revenues above \$2 million.

Seller confidence in the Lower Middle Market is approaching all-time highs. 43% of advisors report stronger deal activity than the prior 12 months. For owners who have been thinking about an exit, the data is clear: the window is open.

"The core drivers of deal-making remain intact. We're seeing stable multiples, consistent deal structures, and a modest uptick in seller confidence — all signs of a market that continues to function well."

— James Parker, 2026 IBBA Chairman of the Board

WHY TIMING MATTERS NOW

With baby boomers now well into their 60s and beyond, a generational transfer of business wealth is underway. Business owners have extended their timelines — but there comes a moment when converting built-up value into liquidity becomes the priority.

The data shows that 39–41% of business owners with revenues over \$2M enter the selling process with zero formal exit planning. That gap can cost sellers hundreds of thousands of dollars at the negotiating table.

At Legacy Business Sales and Valuations, our role is not just to find you a buyer — it's to identify which exit path is right for you, prepare your business to maximize value, and guide you through every step of the process.

Request your copy of the complete 2026 Q1 Market Pulse, completed with graphs and up-to-date information by calling 813-571-7700 or emailing your request to Josh@BuyBizUSA.com today.

Q1 2026 DATA SPOTLIGHT

Lower Middle Market (\$2M–\$50M Revenue)

98%

of Benchmark Achieved

\$2M–\$5M sellers, Q1 2026

4x–4.5x

EBITDA Multiples

\$2M–\$50M deal range, Q1 2026

4.71

Avg. Offers Per Deal

\$5M–\$50M segment

83%

of \$5M+ Deals

Attracted 3 or more buyer offers

43%

of Advisors Report

Stronger deal activity vs. prior year

YOU HAVE MORE OPTIONS THAN YOU THINK

Whether you want to sell to a third-party buyer, transfer to family, or implement an ESOP — we walk business owners through each path. See your full spectrum of options on the reverse side.



LEGACY BUSINESS SALES AND VALUATIONS

Your Exit. Your Way. Your Legacy.

THREE PATHS TO A SUCCESSFUL EXIT

THIRD-PARTY SALE

- + Strategic & financial buyers
- + Highest cash-at-close potential
- + Competitive bidding process
- + SBA & conventional financing
- + Avg. 4.71 offers / deal (\$5M+)
- + 68% of buyers come from 100+ miles

FAMILY SUCCESSION

- + Keep the business in the family
- + Installment sale & gifting options
- + Preserve your employee relationships
- + Protect the legacy you have built
- + Tax-advantaged transfer structures
- + Seller-controlled timeline & terms

ESOP PROGRAM

- + Sell to your own employees
- + Significant tax advantages for sellers
- + Preserve your business culture
- + Motivate & retain key team members
- + SBA-eligible financing available
- + Staged buyouts for flexibility

THE EXIT PLANNING GAP

The Q1 2026 Market Pulse reveals a stark reality: the majority of business owners with revenues over \$2M sell without any formal exit plan in place:

\$2M–\$5M revenue businesses	39% entered with no plan
\$5M–\$50M revenue businesses	41% entered with no plan
\$1M–\$2M revenue businesses	62% entered with no plan

"Many business owners only sell once, yet they are asked to make life-changing decisions in a process they have never been through before. Without preparation, clarity, and the right guidance, even a strong seller can lose leverage when the real negotiations begin."

— Brian Stephens, Founder, Legacy Business Sales & Valuations

KNOW YOUR BUYER (\$2M–\$50M)

\$2M–\$5M Segment:

- 47% are first-time buyers — the largest single group
- 30% serial entrepreneurs; 20% strategic company buyers
- Average 3.15 competing offers per deal
- Top industries: Construction (23%), Personal Services (20%), Business Services (20%)

\$5M–\$50M Segment:

- Equal split: PE firms, strategic buyers & individual buyers (21% each)
- 42% seeking horizontal add-on acquisitions
- 68% of buyers come from 100+ miles away — national reach
- Average 4.71 competing offers per deal
- 18% of deals attract 10 or more competing bids
- Top industries: Manufacturing (37%), Construction/Engineering (21%)

CLOSING TIMELINES:

- \$2M–\$5M: Average 9 months total; 4 months from LOI to close
- \$5M–\$50M: Average 9 months total; 4 months from LOI to close

READY TO EXPLORE YOUR OPTIONS?

Schedule a confidential business valuation consultation. We will help you discover your business value today, give you insight if you wish to grow the value, and help you create the exit path that best honors your legacy and your goals.

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