IBBA INTERNATIONAL BUSINESS BROKERS ASSOCIATION.®

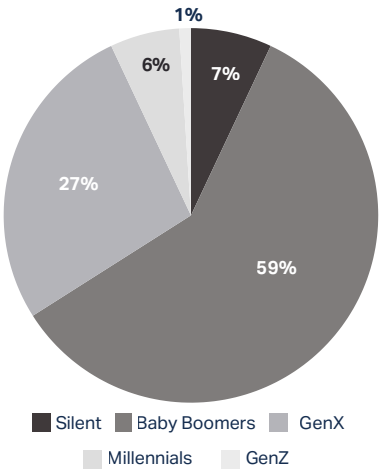
Market Pulse

M&A Source

Q3 2025 Highlights

MARKET SEGMENTS STUDIED

MAIN STREET	LOWER MIDDLE MARKET
‹$500K	$2M-$5M
$500K-$1M	$5M-$50M
$1M-$2M	



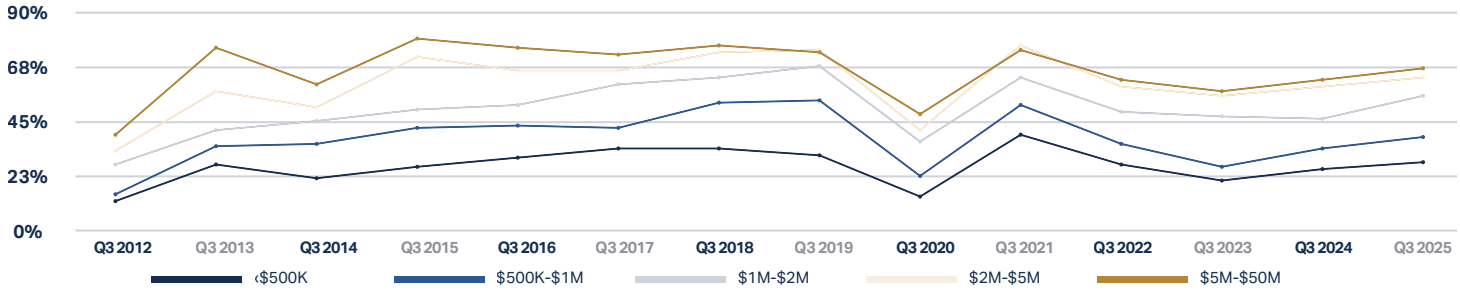
SELLERS BY GENERATION

"We're starting to see generational differences affect how deals unfold. Buyers in their 30s and 40s may be more metrics-driven and acquisition-oriented, while long-time owners tend to value relationships and legacy. As advisors, we often end up translating between those priorities."

— Brian Stephens, Intermediary, Legacy Venture Group

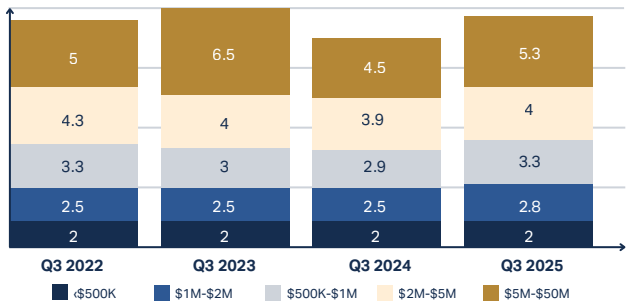
SELLER'S MARKET CONFIDENCE

Seller's Market Sentiment Q3 2012-2025



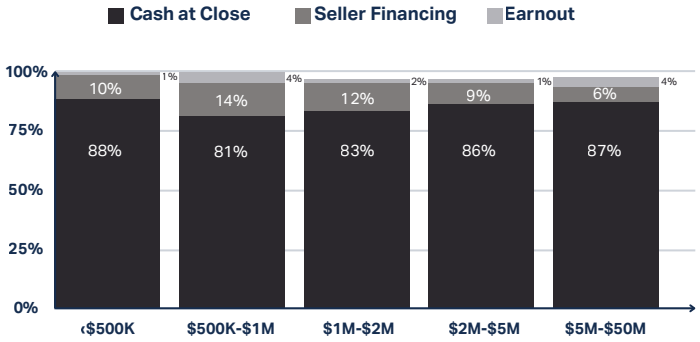
BUSINESS VALUE

MEDIAN MULTIPLES YEAR-OVER-YEAR, Q3 2023- 2025



<$500K - $2M reflected as multiple of SDE; $2M-$50M as multiple of EBITDA

Q3 2025 DEAL STRUCTURE BREAKDOWN BY DEAL SIZE



Get more data and insights by participating in our next Market Pulse Survey. Learn more at ibba.org.