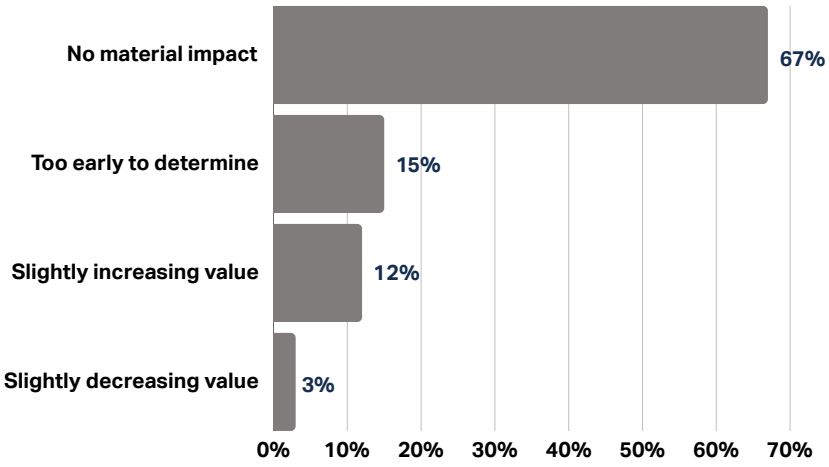
Market Pulse

Q1 2026 Highlights

REPORTED IMPACT OF AI ADOPTION ON BUSINESS VALUATIONS



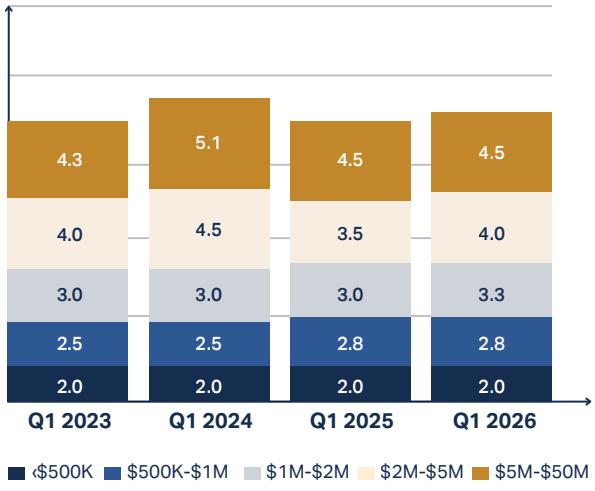
> *"AI is definitely part of the discussion, but it hasn't translated into value yet. Buyers want to understand how it's being used, but unless it's clearly improving margins or scalability, it's not changing the outcome. Right now, fundamentals still carry the deal."*
> *– Lisa Riley, Founder & CEO, Delta Business Advisors, LLC*

ENTERPRISE VALUE OF MARKET SEGMENTS STUDIED

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

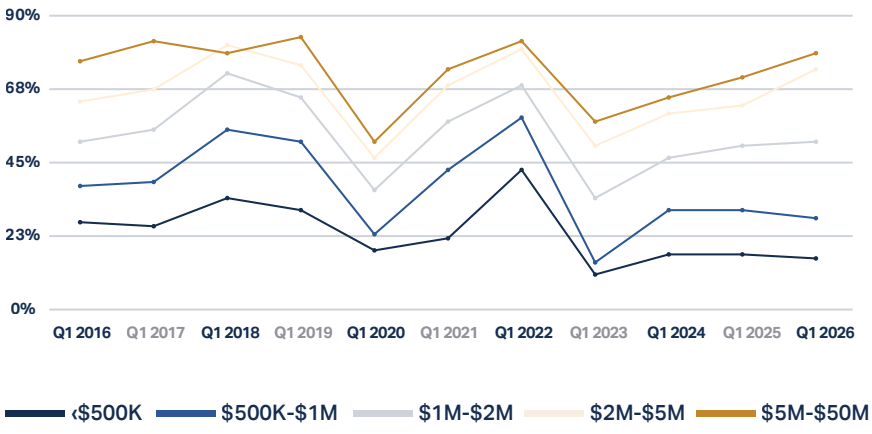
BUSINESS VALUE

MULTIPLES IN Q1 2026



<$500K - $2M in Purchase Price reflected as multiple of SDE (Seller's Discretionary Earnings); $2M-$50M as multiple of EBITDA (Earnings Before Interest, Taxes, Depreciation & Amortization).

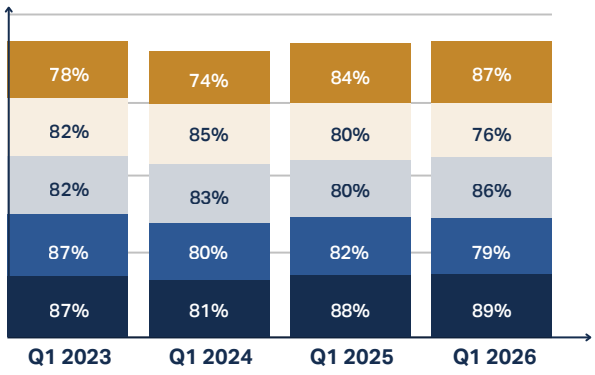
SELLER'S MARKET SENTIMENT Q1 2016-2026



‹$500K $500K-$1M $1M-$2M $2M-$5M $5M-$50M

CASH AT CLOSE

Q1 2023-2026



‹$500K $500K-$1M $1M-$2M $2M-$5M $5M-$50M

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