



## MARKETPULSE

2018 is the best year ever seen for business owners to sell their business, since our survey work started in 2013!! There may never be a better time ... [Full Report](#)

Many baby boomer business owners will spend more time planning their children's weddings than planning their exit strategy. That's unfortunate, because for many owners, their business is their largest asset and how they transition it will define their retirement lifestyle.

Check out this [link on our Exit Planning Services](#).

To discuss the current market conditions in your industry right now:-

Call Direct: **250.870.6813**

or

Email me: [neil@exitthisway.ca](mailto:neil@exitthisway.ca)

**Neil Thomson, CBI**

Managing Partner

	2018	2017	2016	2015
	Q2	Q2	Q2	Q2
Median Multiple Paid (SDE)				
<\$500K	2.0	2.0	2.3	2.0
\$500K - \$1MM	2.5	2.3	2.8	2.5
\$1MM - \$2MM	3.3	3.3	3.3	3.0
Median Multiple Paid (EBITDA)				
\$2MM - \$5MM	3.8	4.3	4.0	4.0
\$5MM - \$50MM	5.9	5.4	5.1	5.0

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## Recent Successful Transactions

We closed 2 transactions in 3Q2018, both were key employee purchases. Financing was a challenge but the job got done. For many sellers, this is the time to take some chips off the table. Savvy business owners are taking advantage of the strong seller's market, even though they aren't ready to fully retire.



SOLD ... a professional services laboratory in BC servicing North America ...



SOLD ... a rental farm equipment dealer in Alberta ...

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STAY CONNECTED

