



PreQualified Valuation Report

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The PreQualified Valuation Report helps set an asking price aligned with how much potential buyers can secure financing from lenders. Includes conditional approval from up to 3 lenders in our network. This report offers a clear loan eligibility range, allowing potential buyers to secure financing upfront, reducing deal uncertainty, and expediting the sale process.

Why this matters

This streamlined approach enhances deal success and provides a smoother path to closing.

Key features

- **Valuation Summary:** Clear overview of estimated selling price, equity value, and key findings.
- **Certified Appraiser:** Prepared by a NACVA Certified Appraiser, ensuring accuracy and reliability.
- **Adjusted Financials:** Refined financial statements, adjusting for one-time expenses and non-operating items.
- **Market Approach:** Valuation using relevant industry multiples (Sales, SDE, EBITDA).
- **Asset Approach:** Based on net asset value of business assets and liabilities.
- **Owner's Compensation Analysis:** Ensures alignment with industry standards.
- **Loan Eligibility Range:** Identifies the maximum loan amount a buyer could likely obtain.
- **Loan Affordability Analysis:** Evaluates a business's financial capacity to handle loan repayments based on its cash flow.
- **Industry Benchmarking:** Compares performance against industry peers.
- **Comparable Transactions:** Context from similar market transactions.
- **Easy Data Collection:** Minimal time required for data input.
- **Accessible Support:** Connect with a certified appraiser for interviews, video summaries, and consultations.



Frequently Asked Questions

What information do I need to get started?

The data collection process usually takes about 10-15 minutes to collect. At a high-level, here's what we'll need from you:

General Business Information

- Company Owner(s) Full Name(s)
- Company Owner(s) Title(s)
- Company's Primary Address
- Legal Business Name i.e. ABC, LLC
- DBA, if applicable
- Company website, if applicable
- Entity type i.e. LLC, Partnership, C-Corp, Non-profit, etc.

Financials

You will need to upload financial statements (Profit & Loss Statement and Balance Sheet) and tax returns of the business for the last three full years, current year and/or trailing 12 months for highly seasonal businesses.

What is the conditional approval process?

After completing the PreQualified Valuation Report, we submit it, along with key financial documents, to up to three lenders. Each lender independently reviews the report to determine a conditionally approved loan amount within the suggested eligibility range. Their feedback is then shared with the business owner, providing clear insights into financing options for potential buyers.

How long will the valuation process take?

The valuation process typically takes a 2-6 business days, depending on your business's complexity. Lenders are required to respond with conditional approval decision within 10 business days.

My business isn't that complicated—do I really need a paid valuation?

Even if your business seems straightforward, complexities can still affect its value—like personal expenses tied to the business, non-operating assets, or market conditions. A professional appraisal by a certified appraiser helps ensure nothing is overlooked, giving you peace of mind and a stronger foundation when negotiating with buyers.

What if the valuation comes in lower than I expected?

It's essential to set realistic expectations to avoid disappointment during the sale process. If the valuation comes in lower than expected, it means we're setting the right expectations from the start and avoiding issues later when buyers scrutinize the price. A professionally prepared valuation also helps us identify areas where improvements could increase the value before listing.