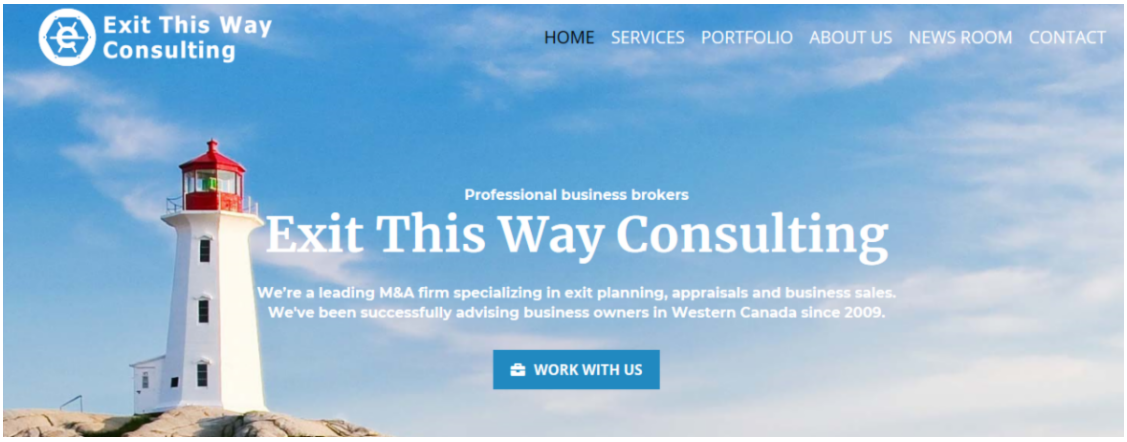
2022



Market Pulse

Sellers market, some Headwinds but Strong Year ahead

Hello Neil,

There are more buyers than good businesses for sale.

Global conflict, supply chain, talent issues, and increasing inflation will present challenges for some industries yet there are still plenty of compelling reasons for sellers to exit. We are seeing the highest level of seller motivation since we started survey work in 2012. The Construction and Manufuacturing sectors continue to dominate the top selling industries at over 50% of deals done. Cash on Close is running on average around 85% with the balance paid out in Vendor Notes.

The M&A lower middle market marketplace in western Canada continues to be robust in strong sectors. We continue to actively look for new opportunities in the top performing industries.

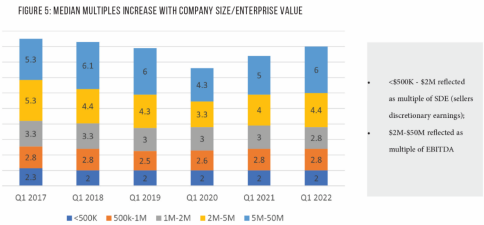
Call Direct: **250.870.6813**
or
Email: neil@exitthisway.ca

Neil Thomson, **M&AMI**
Managing Partner

Multiples Paid

In the lower middle market businesses have become more attractive targets to financial and strategic buyers alike.

... click on the graph for the full report ... ==>



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