

BASIC VALUATION MULTIPLES

3-5x Adjusted EBITDA¹

2.5-4.0 x SDE²

1x Annual Revenues



KEY VALUATION FACTORS

BUYER CONCERNS

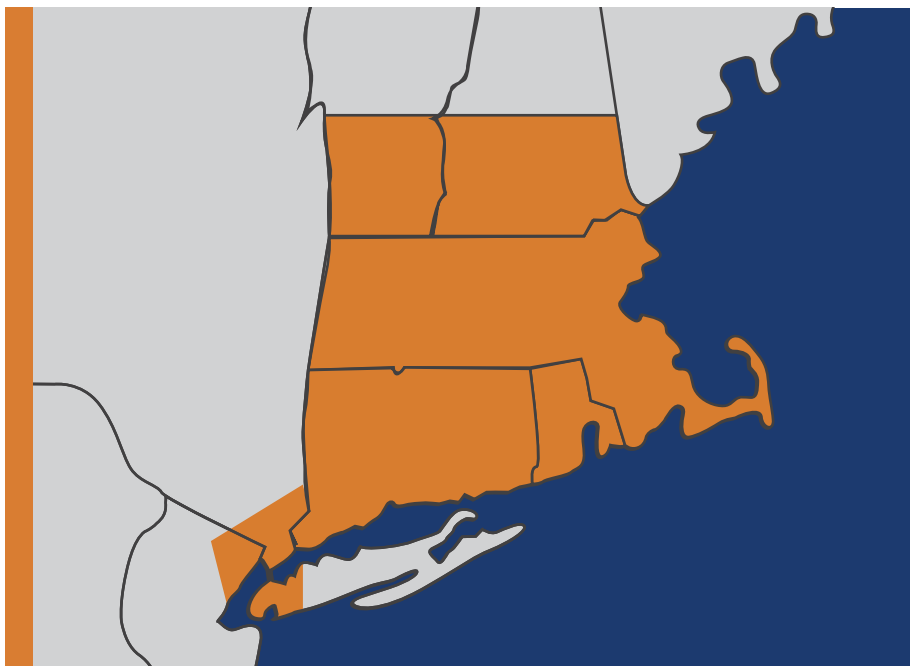
IMPACT ON SALE

NON-COMPETE AGREEMENTS	Employees leave to start own company and recruit customers away.	<ul style="list-style-type: none"> Non-compete agreements with property managers increase multiples and buyer confidence Lack of such agreements creates higher buyer risk and may lower multiples
CLIENT CONTRACTS	Contracts void or surviving sale of business. Duration of term of contract.	<ul style="list-style-type: none"> Contract term 1 year or more increases multiples, important to buyers Survival of contract upon transfer increase multiples, important to buyers
CREDENTIALS	Underdeveloped industry, certifications held and organization memberships demonstrate credibility.	<ul style="list-style-type: none"> Employees with certifications increases multiples Membership to industry organizations increase multiples Lack of credentials lowers multiples
MANAGEMENT & INFORMATION SYSTEMS	Quality of management team and systems. Up-to-date systems lower operating costs and improves customer service.	<ul style="list-style-type: none"> Well-rounded management increases multiples Overdependence on owners lowers multiples User-friendly website and property management software increase multiples Poor financial management and information systems decrease multiples
OTHER IMPORTANT CONSIDERATIONS	Occupancy Rates Customer Service Operating Costs	Local/Regional Market Share Revenue Growth Value Added Services


These are only a few variables and do not constitute a complete valuation. Contact us for a no charge, no obligation **Opinion of Value** that defines our view on the current business valuation and the terms under which it would be sold.

COMPANY OVERVIEW

VR Business Sales New Haven represents owners of businesses valued between \$500,000 and \$25 million or with annual revenues from \$1 million to \$25 million. Operating within a wide range of industry segments, the office provides exceptional merger and acquisition advisory services to companies operating within a wide range of industry segments in Connecticut, Southern New England and Metro NY. Independently owned and operated.



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Jeff has over thirty years of business experience including positions in engineering, manufacturing, marketing, business startup and acquisition. He owned and operated an import/export firm as well as a manufacturing company. Jeff offers a wealth of practical experience when advising clients on selling or buying a business and brings a level of professionalism to the process that makes him one of the best recognized and most admired business intermediaries in Connecticut. Jeff is one of the few business brokers in New England that has secured the prestigious designations of Certified Business Intermediary (CBI) from the International Business Brokers Association (IBBA) and a Mergers & Acquisition Master Intermediary (M&AMI) from M&A Source. He is also a member of the Board of Directors for M&A Source.

