

Broker Opinion Letter (BOVL) vs. Business Valuation

909brokers offers two forms of Business Valuation Services. For all Exclusive Business Listings we prepare a Signed BOVL (Broker Opinion of Value Letter). Optionally, a complete Business Valuation can be performed upon request of either buyer or seller. A BOVL differs from a complete Business Valuation report and is based solely on the information provided by the seller without in-depth research and/or 3rd Party Validations. It's designed to help the seller determine an Asking Price. 909brokers provides external opinion in various corporate and partnership scenarios. A competent and unbiased opinion obviously provides an accurate valuation but also provide evidence as to how the conclusion was reached and can be further defended upon review and discussion in negotiations.

A BOVL is used to provide a simple, useful, estimate of the economic value of an ongoing business concern. The Letter is prepared by a skilled business broker and considers all aspects of the business – financial factors, market conditions, recent comparative sales, financing conditions, asset prices, etc. These factors are combined to produce a BOVL that can be used as a discussion point with potential buyers of a business. A BOVL is an approximation of FMV (Fair Market Value) only and uses far fewer data points and considerations contained within a full business valuation. It is designed to be quick, and far less expensive than a Business Valuation requiring a CPA's review of historical financial data.

	Opinion Letter	Business Valuation
Time to Complete:	2-3 Days	3-4 Weeks
Cost (approx.)	\$499	\$4999
Deliverable Document:	1-page	5-10 pages
Comparative Sales (comps):	as needed	3+ verified
Outbound Calls / Fact Checking	as needed	10+ verified
Business Broker Time (approx.)	5 hours	20 hours
CPA Time (approx.)	n/a	5 hours
Attorney Time (approx.)	n/a	3 hours
Items needed to perform an analysis:		
Listing Worksheet (from 909brokers)	✓	✓
Due Diligence Checklist (from 909brokers)		✓
Audited Profit & Loss Statements		✓
Audited Balance Sheet		✓
Complete Income Tax Return (last year)		✓
Complete Income Tax Return (two years prior)		✓
Complete Income Tax Return (three years prior)		✓
3 rd Party FMV of Furniture, Fixtures & Equipment		✓
3 rd Party FMV of Inventory		✓
Verification of Owner Perks & Non-Recurring Expenses		✓
Verification of Goodwill and other Intangibles		✓