**For Immediate Release**

***Focus Advisors Sees Rapid Return to 2019 Level Collision Buying Interest***

July 27, 2020 – Focus Advisors, the leading collision M&A advisory, is now seeing a full return to the high level of buying interest experienced in 2019. The perfect storm of a positive outlook for the automotive aftermarket, reengagement of buyers, new interest from a multitude of PE firms, scarcity of MSO platforms, and availability of leaders, techs, and smaller distressed operators appears to be fueling the surge.

“Today we are seeing multiple bidders and attractive LOIs, a big change from just a few months ago” comments Focus Advisors’ Managing Director David Roberts. “Three months ago, both industry revenues and M&A interest were severely depressed. Operators were pausing, not knowing how far down revenues might go and how long they would stay depressed. Buyers were pausing as the tumult caused by the COVID19 virus was creating enormous uncertainty.”

Focus saw financial tools such as PPP loans and additional capital obtained by the leading consolidators as critical to staying afloat while the collision market returned. Then increased assignments offered glimmers of hope to operators and acquirers alike, paving the way for a return to buying and new interest from value-oriented private equity firms.

“At the beginning of the third quarter of this most extraordinary year we are seeing a few deals being announced.” continued Roberts. “At the same time, we are seeing considerably more interest in finding and engaging with new prospective sellers. From our clients and from our discussions with other operators of all sizes around the US, the pause in acquisitions seems to be over.”

“We’ve seen enough activity and LOIs to recognize that significant activity has returned for many sellers. For attractive platforms, values are approaching those we saw a year ago. It takes 6 months or longer to sell a business, to prepare properly for market, run an auction, identify the right partner, and close the transaction. Some sellers are asking themselves ‘why should I wait a couple years full of uncertainty if I achieve most of value today?’ As we see more transactions announced and complete those for our own clients, we will gain confidence that the market has truly returned. By the end of the third quarter of 2020, we will have more data and stronger convictions but the trend is clear: The market is back.”

**About FOCUS Advisors and David Roberts:**

FOCUS Advisors (focusadvisors.com) is a full-service FINRA-registered M&A advisory firm serving collision industry entrepreneurs looking for advice about growth and sale options, representing them in raising capital or selling their businesses. With more than 20 collision industry transactions in the last 5 years including recent sales of large MSOs such as Fix Auto ACAB, Price’s Collision in Nashville and Herb’s Body and Paint in Dallas, David Roberts is the industry’s leading advisor to MSOs and single shops. As the co-founder, Chairman and Chief Development Officer, he helped Caliber raise more than $120 million in capital and acquire 37 shops before its sale in 2008.

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