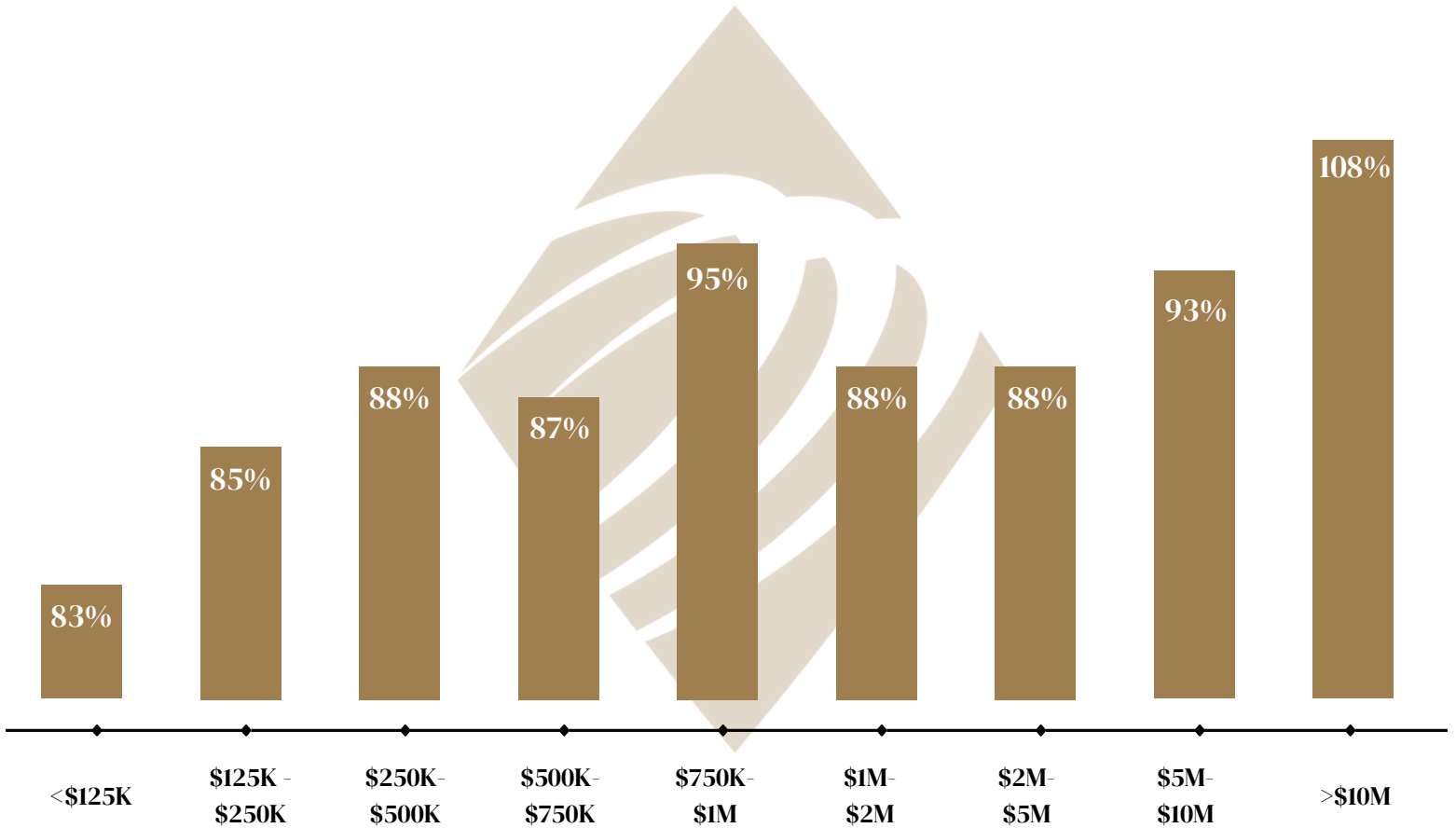


Average of Close Price % of List Price



Source: Transworld internal network database average close price in listings collected for calendar year 2021.

AVERAGE OF CLOSE PRICE % OF LIST PRICE HIGHLIGHTS:

- ✓ There is little pricing negotiation that happens if the business is valued correctly. Transworld transactions close at an average of 88% of the listing price.
- ✓ The internet (and access to getting information) is better than ever. Buyers can comparison shop, just like they do with everything else.
- ✓ Takeaway: Price it right; get it sold.

For additional information
please contact XXXXX XXXXXX

XXXX XXXXXXXX

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