



# The Comprehensive Guide to the Use and Application of the Transaction Databases, 2009 Edition

*Nancy J. Fannon, Heidi P. Walker*

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## **The Comprehensive Guide to the Use and Application of the Transaction Databases, 2009 Edition**

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This Guide is an essential resource for business appraisers, business brokers, bankers, accountants, lawyers, judge and anyone who needs to understand how to most accurately use the valuable data found in transaction databases. This updated resource covers the most popular databases including Pratt's Stats®, BIZCOMPS®, FactSet Mergerstat Deal Report and DoneDeals®. Fannon and Walker also discuss Rules of Thumb, prior transactions and other market indications of value. Highlights of this Guide Include: Clear explanations of the differences between the most commonly used transaction databases - and how to avoid common traps Key concepts in applying valuation multiples, most notably invested capital versus equity (and related pricing multiples) and how each of the databases handles liabilities Thorough analysis of Pratt's Stats®, BIZCOMPS®, FactSetMergerstat Deal Report and Deals® - plus a chapter dedicated to the use of statistics and transaction databases New revised edition contains updates to the FAQ section and the complete transcript from BVR's teleconference "Transaction Databases" with Nancy J. Fannon and Heidi P. Walker

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