

Regalis Capital Reviews Upwards of 20,000 Deals a Month. Here Is Why Buyers Still Say They Cannot Find a Good One

Regalis Capital reviews upwards of 20,000 deals a month and says the most common thing buyers tell the firm is that they cannot find a good business to buy.

DOVER, DE, UNITED STATES, September 1, 2026 /EINPresswire.com/ -- Regalis Capital reviews upwards of 20,000 deals a month, and the thing buyers say to the firm more than anything else is that they cannot find a good one.

The shortage is not a shortage of listings. It is that a public listing and a business worth buying are two different things, and the gap between them is where new buyers lose their first six months.

Buyer standards explain part of the squeeze. In BizBuySell's Q2 Insight Report, [as reported by Small Business Trends](#), 46% of buyers rank profitability as the single most important factor in a business, ahead of location and well ahead of growth potential. Profitable, clean, transferable companies are exactly the ones that collect several interested parties in their first days on the market, and by the time a part-time searcher calls, the good ones are often already under a letter of intent.

The Regalis Capital answer is coverage and speed, not secrets. The firm's in house sourcing system works public marketplace listings and broker inventory, the same places any buyer can look, and scores every live listing against each client's written criteria every week. Nothing about it depends on a listing being hidden. It depends on the buyer having written down what they actually want, and on somebody checking the whole market against that description on a weekly schedule rather than on evenings and weekends.

"Buyers think the problem is that there is nothing to buy. The real problem is that the good ones move in days, and one person browsing listings after work cannot keep up with that," said the Regalis Capital team. "Volume plus a written buy box is what turns 'I cannot find anything' into a short list every single week."

The practical advice the firm gives buyers is to write the criteria down first: industry, geography, minimum cash flow, maximum purchase price, and whether the buyer intends to run the business day to day. Vague criteria produce a vague search, and a vague search is the one that

feels empty. It also helps to decide in advance what a good deal means in numbers before the first listing is opened: cash flow that covers the debt with room to spare, a seller willing to carry part of the price, and an owner transition the buyer can actually live with.

Free guides on writing a buy box, reading a listing, and screening a business before making contact are published at learn.regaliscapital.com, the Regalis Capital resource center for buyers.

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