FairMarketValue Expands Proprietary Platform to Help SBA and Commercial Lenders Meet New SBA SOP Requirements

Service platform delivers two-business-day turnaround on certified business valuations with credentialed experts on every engagement.



FairMarketValue Logo

IRVINE, CA, UNITED STATES, September 14, 2026 /EINPresswire.com/ -- FairMarketValue (FMV), a financial intelligence and advisory firm serving America's middle market, today announced an expansion of its service platform for banks and commercial lenders. The additional services include real estate appraisals, equipment appraisals, and Quality of Earnings analysis alongside its certified business valuations — which FMV already delivers to partner banks in as few as two business days. The expanded platform gives lenders a single point of engagement for every independent report a business-acquisition loan requires, ahead of the Small Business Administration's new SOP which takes effect October 1, 2026.

FMV's proprietary A.I.-enabled financial platform streamlines how companies, lenders and advisors access private market data and insights. Drawing from one of the largest direct-sourced private-company datasets in the U.S., FMV is able to deliver professional analysis in a fraction of the time and cost.

When implemented, SBA SOP 50 10 8.1 will require a Quality of Earnings (QoE) analysis on any 7(a) change-of-ownership transaction with a purchase price of $3 million or more. The updated SOP also eliminates the prior $250,000 threshold that allowed lenders to self-perform certain valuations, meaning an independent, Qualified Source valuation will now be required on every SBA change-of-ownership, regardless of deal size. While the SBA has not yet released the full scope-of-work requirements for the QoE mandate, FMV has built the underlying framework to support this engagement type and will be ready to begin fulfilling these engagements when the new SOP takes effect October 1.

"Banks are about to require more reports, from more disciplines, on more deals – and they will need them fast," said Ray Landgraf, Founding Partner, FairMarketValue. "Our platform was designed so lenders could place a single order and get a certified valuation, a real estate

appraisal or an equipment appraisal all delivered through one team, on one timeline, with one point of contact. Beginning October 1 lenders will also be able to request a QoE analysis with the same ease. No other firm in this space makes that possible at the speed and price point we deliver."

“For lending teams managing active pipelines, the difference is material. Deal files move through credit review instead of waiting on third-party appraisals, which helps banks get their loans closed and businesses receive their funding faster,” added Landgraf.

FMV currently serves a growing base of SBA-preferred lenders, community banks, credit unions, non-bank SBLCs, CDCs and CDFIs. With thousands of valuations and engagements completed, the firm is focused on removing friction from commercial lending to help banks and their borrowers move from application to close faster, with greater confidence in the quality of the analysis supporting each transaction.

"The reports we receive from FMV are thorough, well-supported, and consistently hold up when our credit committee starts asking questions,” said Nathan Tervort, SBA Division President, Northwest Bank. “They understand what SBA lenders need documented and have been a responsive, dependable partner on every file we've sent them. In addition to delivering quality work, their pricing is very competitive and provides strong value without sacrificing the depth or credibility of their reports.”

Lenders with consistent deal flow can access the Banks & Lenders Partner Program, which offers volume-based pricing, priority turnaround, standardized intake and consolidated billing across their pipeline.

About FairMarketValue
FairMarketValue (FMV) is a financial intelligence and advisory firm built for America’s private business economy. FMV delivers independent business valuations, financial reporting, and advisory services to banks, accounting firms, private equity firms, and private companies. Every engagement is led by credentialed analysts and powered by FMV’s proprietary platform and data asset of more than 450,000 private company financial statements and comprehensive institutional transaction data. For more information, visit fairmarketvalue.com.

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