

Title Agency Exit Strategy Guide

Timing, Valuation, Buyer Dynamics and Preparation Strategies Every Agency Owner Should Understand

Presented by Howard Turk for the American Land Title Association (ALTA)

The title insurance industry is undergoing a period of significant change. Consolidation continues, new classes of buyers are entering the market, technology is reshaping operations, and many agency owners are beginning to consider succession and liquidity planning. Yet despite the increasing level of transaction activity, reliable information about agency valuation, buyer motivations, and market conditions remains difficult to obtain.

This guide is based upon a presentation Howard Turk was invited to deliver for the American Land Title Association (ALTA), the leading national trade association representing the title insurance industry. Drawing upon decades of industry experience and Turk & Co.'s extensive involvement in title industry mergers and acquisitions, the presentation examines the forces driving market activity, who is buying title agencies, how buyers evaluate opportunities, and the factors that influence valuation and transaction outcomes.

Whether you are actively considering a sale, planning for a future transition, or simply seeking to better understand the market, this resource provides practical insights into timing, value creation, operational readiness, and strategic decision-making. The decision to sell a business is highly personal, but it should also be informed by current market realities and a clear understanding of the opportunities and risks that lie ahead.