

Current Market Conditions

November 2023

(Data based on 8mth to Nov-23)

ABC.
Business Sales
LIC REAA 2008

Key Highlights:

- The level of enquiry from potential purchasers has hit an all time historical high of 12,315 Signed Confidentiality Agreements for the eight months to Nov-23, this is a substantial increase of 37% compared to a year ago.
- 535 new businesses listed with ABC for the first eight months of Nov-23 which is in line with historical averages.
- The Nov-23 data suggests we are in a buoyant market with both purchasers and sellers actively participating in business sales; however completed business sales have declined 6% and this is the result of buyers still being hesitant to transact due to the current economic conditions.
- Business prices have started to flatten off with the last twelve months growing at a more modest rate of 5% compared to previous years that achieved double-digit growth rates. The data shows that business prices peaked in Dec-22 and have softened 5% in the 11 months to Nov-23.
- Distressed business sales are not a relevant theme currently and are less than 2% of new businesses coming to market.

New Business Listings

0%

Nov 23 vs
Nov 22

+ 22%

Nov 23 vs
Nov 20

Completed Sales

- 6%

Nov 23 vs
Nov 22

+ 14%

Nov 23 vs
Nov 20

Signed Confidentiality Agreements

+ 37%

Nov 23 vs
Nov 22

+ 28%

Nov 23 vs
Nov 20

Average Business Price

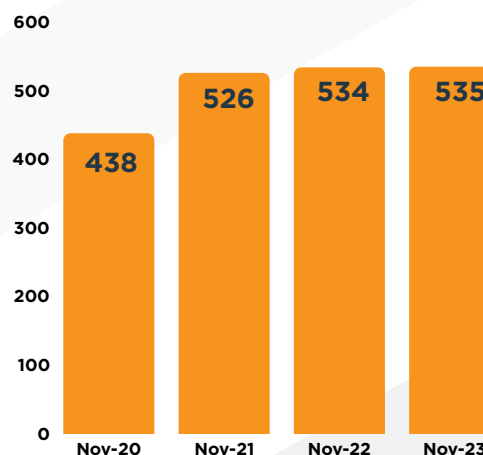
+ 5%

Nov 23 vs
Nov 22

+ 27%

Nov 23 vs
Nov 20

New Business Listings (8 month YTD)



Completed Sales (8 month YTD)

