

Current Market Conditions

November 2024 (Data based on 8 months to Nov-24)

Key Highlights:

- The level of enquiry from potential purchasers has hit an all time historical high of 16,366 Signed Confidentiality Agreements for the eight months to Nov-24, this is a substantial increase of 33% compared to a year ago.
- November 2024 saw 521 new business listings, down 6% from 552 in November 2023. However, volumes align with historical averages and aren't considered a significant variance.
- The average business price set a new record at \$874k in November 2024, exceeding the previous high of \$864k from December 2022 after 18 months of declining values.
- The Nov-24 data confirms we are in a solid market with both purchasers and sellers actively participating in business sales; completed business sales have increased 17% and this is a direct result of increasing demand driven by two key factors:
 - Increasing unemployment is bringing more buyers to market.
 - New immigrants to NZ are preferring to purchase a business rather than be an employee.

New Business Listings

-6%
Nov 24 vs
Nov 23

+19%
Nov 24 vs
Nov 20

Completed Sales

+17%
Nov 24 vs
Nov 23

+34%
Nov 24 vs
Nov 20

Signed Confidentiality Agreements

+33%
Nov 24 vs
Nov 23

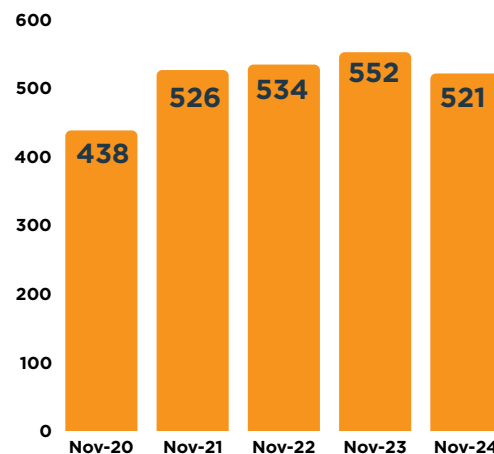
+71%
Nov 24 vs
Nov 20

Average Business Price

+5%
Nov 24 vs
Nov 23

+34%
Nov 24 vs
Nov 20

New Business Listings (8 months YTD)



Completed Sales (8 months YTD)

