

# Current Market Conditions

## February 2024

(Data based on 11mth to Feb-24)

**ABC.**  
Business Sales  
LIC REAA 2008

### Key Highlights:

- The level of enquiry from potential purchasers has hit an all time historical high of 17,129 Signed Confidentiality Agreements for the eleven months to Feb-24, this is a substantial increase of 44% compared to a year ago.
- 701 new businesses listed with ABC for the first eleven months of Feb-24 which is in line with historical averages.
- The Feb-24 data suggests we are in a buoyant market with both purchasers and sellers actively participating in business sales; however completed business sales have declined 3% 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 1% compared to previous years that achieved double-digit growth rates. The data shows that business prices peaked in Dec-22.
- Distressed business sales are not a relevant theme currently and are less than 3% of new businesses coming to market.

#### New Business Listings

**+ 3%**

Feb 24 vs  
Feb 23

**+ 7%**

Feb 24 vs  
Feb 21

#### Completed Sales

**- 3%**

Feb 24 vs  
Feb 23

**0%**

Feb 24 vs  
Feb 21

#### Signed Confidentiality Agreements

**+ 44%**

Feb 24 vs  
Feb 23

**+ 23%**

Feb 24 vs  
Feb 21

#### Average Business Price

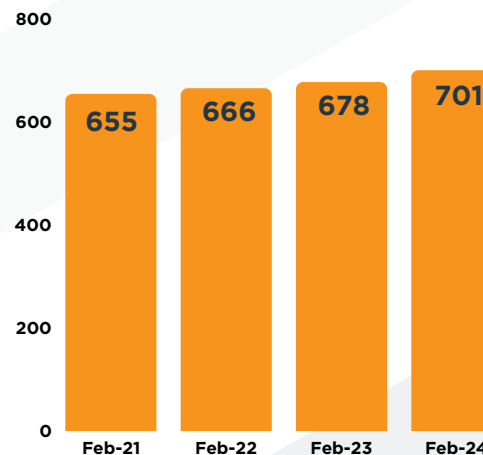
**+ 1%**

Feb 24 vs  
Feb 23

**+ 21%**

Feb 24 vs  
Feb 21

#### New Business Listings (11 month YTD)



#### Completed Sales (11 month YTD)

