

# Current Market Conditions

May 2024

(Data based on 2months to May-24)



## Key Highlights:

- The level of enquiry from potential purchasers has hit an all time historical high of 4,363 Signed Confidentiality Agreements for the two months to May-24, this is a substantial increase of 49% compared to a year ago.
- 119 new businesses listed with ABC for two months to May-24 which is in line with historical averages.
- The May-24 data suggests we are in a solid market with both purchasers and sellers actively participating in business sales; completed business sales have increased 21% and this is the result of buyers acting with more urgency & conviction when they find a business that meets their requirements.
- Business prices have started to flatten off with May-24 declining 1% compared to May-23. The data shows that business prices peaked in Dec-22.
- Distressed business sales are not a relevant theme currently and are less than 2% of new businesses coming to market.

### New Business Listings

-11%

May 24 vs  
May 23

-2%

May 24 vs  
May 21

### Completed Sales

21%

May 24 vs  
May 23

9%

May 24 vs  
May 21

### Signed Confidentiality Agreements

+ 49%

May 24 vs  
May 23

+ 62%

May 24 vs  
May 21

### Average Business Price

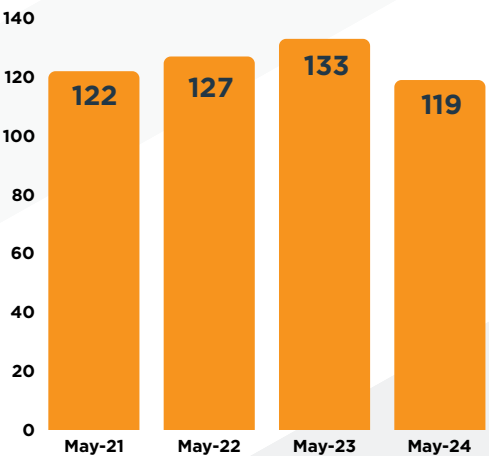
-1%

May 24 vs  
May 23

+ 19%

May 24 vs  
May 21

### New Business Listings (2 months YTD)



### Completed Sales (2 months YTD)

