

Current Market Conditions

August 2024 (Data based on 5months to Aug-24)

ABC.
Business Sales

Key Highlights:

- The level of enquiry from potential purchasers has hit an all time historical high of 10,121 Signed Confidentiality Agreements for the five months to Aug-24, this is a substantial increase of 36% compared to a year ago.
- 320 new businesses listed with ABC for five months to Aug-24, which is in line with historical averages.
- The Aug-24 data suggests we are in a solid market with both purchasers and sellers actively participating in business sales; completed business sales have increased 24% and this is a direct results of increasing demand driven by two factors:
 1. Increasing unemployment is bringing more buyers to market.
 2. New immigrants to NZ are preferring to purchase a business rather than be an employee.
- Business prices have started to flatten off with Aug-24 declining 0.3% compared to Aug-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

-2%

Aug 24 vs
Aug 23

+30%

Aug 24 vs
Aug 20

Completed Sales

+24%

Aug 24 vs
Aug 23

+75%

Aug 24 vs
Aug 20

Signed Confidentiality Agreements

+ 36%

Aug 24 vs
Aug 23

+ 75%

Aug 24 vs
Aug 20

Average Business Price

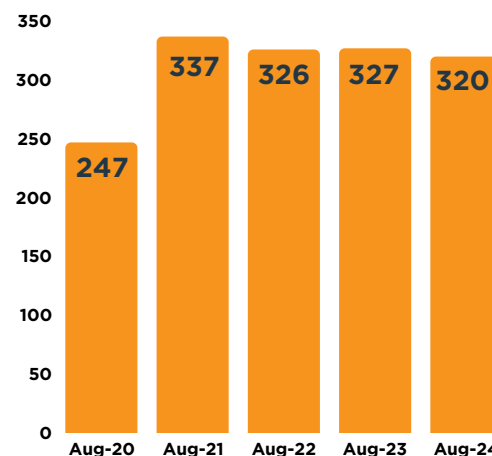
-0.3%

Aug 24 vs
Aug 23

+ 32%

Aug 24 vs
Aug 20

New Business Listings (5 months YTD)



Completed Sales (5 months YTD)

