

The End – Looking Ahead

December 2023

It seems that every year goes quicker than the last. What lies ahead?

Looking at 2023, interest rates continued to rise. Inflation also continued to rise albeit a bit slower than 2022. Despite that, our business activity in 2023 was good. We advised sellers and buyers of many businesses and we “GOT DEALS DONE”! Why? *Because they were good deals for all parties.* Banks were lending despite what some pundits wrote. Yes, borrowing rates rose, but if a business sale transaction doesn't work with a higher interest rate, then something might be wrong. Perhaps the structure of the deal or something else hidden in the details. We provided a large number of Business Valuations and Machinery & Equipment Appraisals which are also positive indications that the strength of the economy in general is in a good place.

What will 2024 bring? We don't see interest rates declining, at least for the next six months, and hopefully they won't rise. We anticipate that business owners will continue to evaluate when it's the “right” time to sell. If you would like to have a conversation about the value of your business and/or things that you might consider to increase the value, please let us know.

We often hear from individuals looking for a business to buy and operate. They tell us that they have had a lot of success for their employer, and now they want to use that energy to grow something for themselves. There are always buyers, the issue is finding a capable buyer and negotiating an acceptable transaction.

Businesses wanting to grow have options such as spending more on advertising, investing in sales and marketing, or by finding a business to acquire that allows for much quicker growth. If you are looking to grow, please get in touch with us.

We look forward to hearing from you and the opportunity to help you with your journey!

Morgan Vaive, Vice President
Morgan.vaive@zoellnergarten.com
859-957-9657

John W. Zoellner, President
jzoellner@zoellnergarten.com
513-382-3797