

Allstate Agency Value Index- 2023 Q2

Agency Sales Slow in Q2 of 2023

Allstate Agency Price to 12MM Earned Premium Ratio (National Average)						
	2019	2020	2021	2022	2023 1st QTR	2023 2nd QTR
\$0 to \$2,000,000	0.216	0.168	0.145	.192	.180	N/A
\$2,000,001 to \$4,000,000	0.252	0.226	0.220	.213	.182	N/A
\$4,000,001 and up	0.274	0.249	0.236	.228	.214	N/A
Simple Average	0.253	0.233	0.223	.210	.190	N/A
Low	0.140	0.100	0.100	.130	.134	N/A
High	0.358	0.322	0.322	.293	.261	N/A
Average Earned Premium	\$3,638,959	\$4,102,072	\$4,264,462	\$3,331,831	\$3,750,894	N/A

PPC LOAN has taken great pride in being the go-to source for Allstate Agency financing. Since 2001, we have financed over \$1.2 billion in loans for over 2,000 Allstate Agents.

With the creation of the Allstate Agency Value Index in 2008, PPC LOAN was able to bring parity to the M&A market of Allstate agencies. As the only source of publicly available sales multiples for the industry, PPC LOAN provided the framework for fairer deals to be had, benefiting both buyers and sellers alike.

PPC LOAN has also taken great pride in ensuring the authenticity of the numbers and the statistical relevancy of the data we produce.

Unfortunately, with fewer merger transactions occurring and only a handful of outside buyer transactions being financed by PPC LOAN in Q2, we do not have enough sales data to confidently release the Allstate Agency Value Index for this quarter.

I can tell you that we fully expect to have a Q3 release, as the number of transactions (both mergers and outside buyers) already slated to close July 1, August 1 and September 1 is very healthy and in line with historical fundings for PPC LOAN.