

[View this email in your browser](#)



November 14, 2022

## Reagan Quarterly

To our friends and clients,

We are excited to release the ninth edition of [Reagan Quarterly](#), our quarterly update of the insurance distribution marketplace.

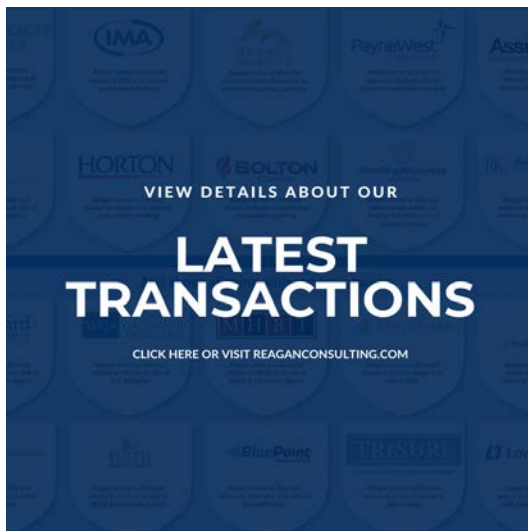
### Key highlights include:

- Agents and brokers posted organic growth of 9.5% in Q3 2022, the second-highest reported growth rate since the Growth & Profitability Survey was launched in 2008. However, this result was a 70-basis point decline from Q2 2022 (10.2%).
- Public broker valuations fared better than the broader market but decreased slightly from Q2 levels as economic uncertainty persisted.
- The Federal Funds Rate (i.e., the interest rate on balances held at Federal Reserve banks) has risen from 0.08% at year-end 2021 to 2.56% as of the end of September and is 3.08% today.
- Deal activity from highly-levered private equity-backed brokers has declined through September 30, as evidenced by the year-over-year decline in reported transactions (369) vs. 2021 (631).
- In the current economic environment, there is a flight to quality for both sellers and buyers. More conservatively levered private equity-backed and public brokers are

privately held agencies are holding at all-time highs due to strong buyer demand.

Should you have any questions, please contact Harrison Brooks at [harrison@reaganconsulting.com](mailto:harrison@reaganconsulting.com) or 404.869.2537.

[Click to Access Reagan Quarterly](#)



Would you like to contact us directly?

Find all of our contact information via our website [here](#).



Copyright © 2022 Reagan Consulting, All rights reserved.

Want to change how you receive these emails?  
You can [update your preferences](#) or [unsubscribe from this list](#).