

Press Coverage | January 8, 2024

North American Healthcare Trendspotter: Better Prognosis for 2024 Led by Economic Gains

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[Joseph F. Kadlec](#)

Joe Kadlec, a partner in Troutman Pepper's Corporate Practice Group, was quoted in the January 8, 2024 [Mergermarket](#) article, "North American Healthcare Trendspotter: Better Prognosis for 2024 Led by Economic Gains."

"As we look ahead to 2024, there are indications of a potential macroeconomic slowdown; however, many are optimistic about this being just a 'soft landing,' which could be fruitful for middle-market deal activity," says Joe Kadlec, partner at the law firm, Troutman Pepper.

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Additionally, private equity interest is high in areas such as hospice care, adds Troutman Pepper's Kadlec.

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Before the slowdown, when competition to complete deals was stiff, buyers were more lenient about the performance of targets during sales processes, observes Kadlec.

"Now, a few years out from COVID, also expect seller party expectations to begin to match more closely with where the buy-side sits," he says.

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