

# Q3 2024 Crypto OTC Market Review

An institutional trading analysis by Finery  Markets

# Report methodology

The Finery Markets team analyzed 3 million spot trades conducted by institutions through the Finery Markets platform over the first nine months of 2024.

The trade data was collected from various market participants such as market makers, payment providers, brokers, OTC desks, hedge funds, and custodians.

The findings presented in this report are based on the sampled trades and highlight the conclusions and trends observed.

## Q3 2024 Roundup

In comparison to the third quarter of 2023, the overall market sentiment has remained bullish, primarily fueled by the SEC's recent approvals of Bitcoin (BTC) and Ethereum (ETH) ETFs earlier in 2024.

Despite this optimism, ETH became one of the major underperformers this quarter, falling to \$2,000 and struggling to hold around \$2,500. Meanwhile, BTC prices hovered around USD 62,000 throughout the quarter, influenced by the looming uncertainty of the upcoming U.S. presidential elections, where Harris and Trump are in a tight race. Additionally, any instability arising from the election could potentially bolster the appeal of cryptocurrencies, which thrive on their ability to operate independently of traditional frameworks.

The recent announcements from leading traditional financial institutions regarding their foray into the crypto sector have significantly enhanced the long-term positive market sentiment. As the crypto landscape continues to merge with traditional finance (TradFi), the prospects for growth and widespread adoption are becoming increasingly apparent.

The increased participation of these institutions in the crypto arena is evidenced by the rising trade volumes observed throughout 2024. This upward trend has persisted into the third quarter, spanning all digital assets, and sets the stage for robust performance in the fourth quarter.

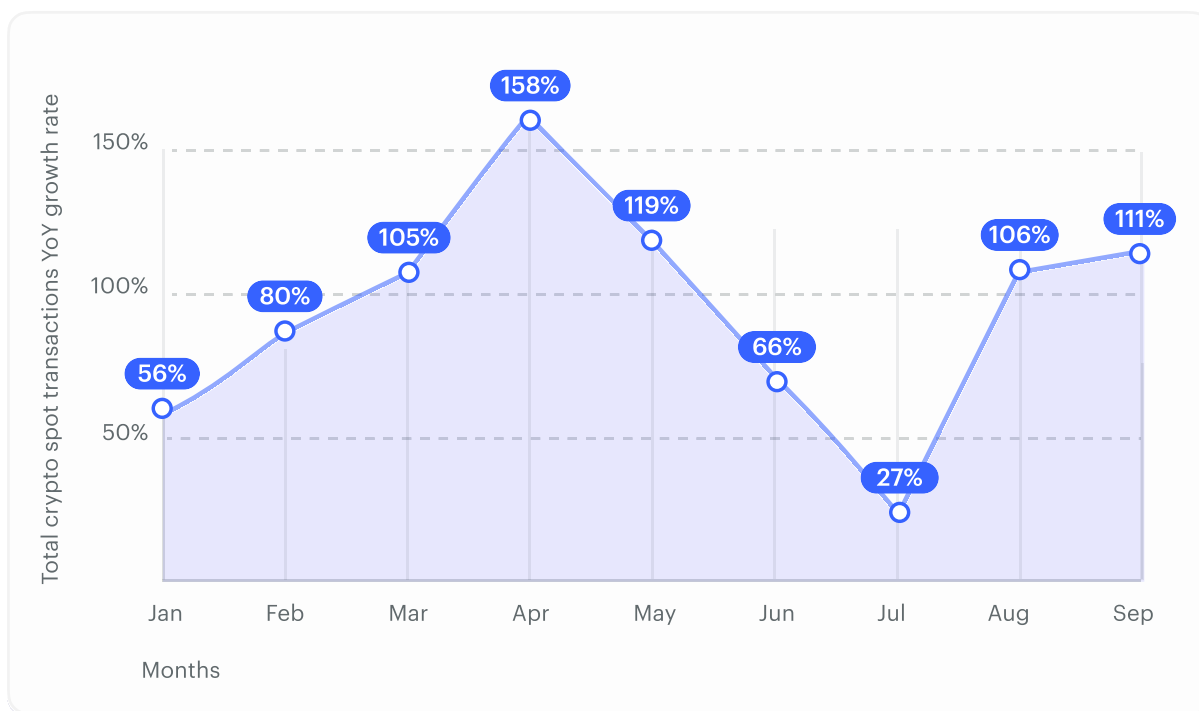
## Key Takeaways

1. In the first nine months of 2024, the crypto OTC market experienced an impressive 89% growth compared to the previous year. This upward trajectory persisted into the third quarter, which alone recorded a substantial 79% year-over-year increase.
2. Following a record-breaking second quarter, total trading volumes across all asset pairs experienced a slight quarter-over-quarter decline of 0.7%.
3. Despite Ethereum's underwhelming price performance, the introduction of Ether ETFs three months ago has continued to positively impact ETH trading volumes. In the third quarter, we observed a notable 50.4% increase in trading volumes compared to the second quarter.
4. Crypto-to-crypto transactions saw a remarkable 184% year-over-year surge in the third quarter, while crypto-to-fiat pairs remained relatively stable, showing a marginal decline of 0.2% year-over-year.

# Monthly YoY Performance

In the first nine months of 2024, the crypto market demonstrated a robust year-over-year growth rate of 89% in turnover, highlighting its continued expansion despite monthly fluctuations.

The market's volatility was evident, with April reaching a peak growth of 158.2%. However, by July, growth had slowed to a low of 27.1%. Encouragingly, the market rebounded in August and September, with growth rates climbing to 106.3% and 111.5%, respectively.



# Outlook on 2024 crypto OTC dynamics

Double-digit growth was sustained for 9 consecutive months across all major digital assets. However, the dynamics vary across three main segments: BTC, ETH, and stablecoins.

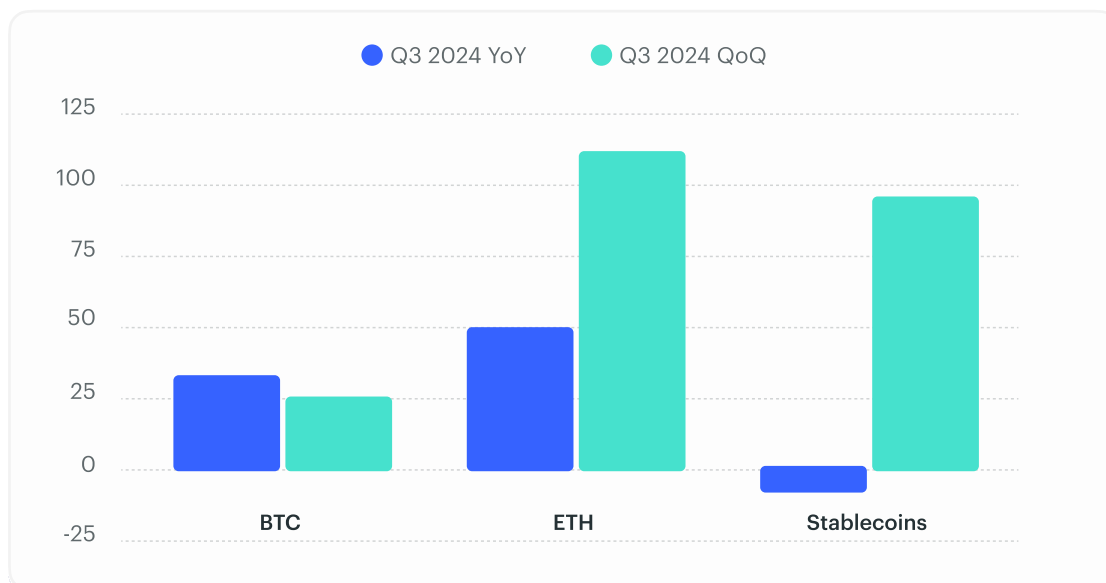
Total turnover dynamics for 2024 show steady growth in the first half, with a 25.6% increase from Q1 to Q2. However, Q3 saw a slight decline of -0.74% compared to Q2.

In Q3 2024, BTC saw a continuous growth of 42.1% compared to Q1, with a 30.9% increase over Q2.

ETH dynamics outpaced BTC, showing a 90.4% rise from Q1 and a 50.4% gain over Q2, reflecting its strong momentum.

Stablecoins exhibited a 28.1% growth from Q1 but contracted by -8.7% in Q3 compared to Q2, despite a significant 98.2% YoY increase.

## Growth Rate: Q3 2024 YoY and Q3 2024 QoQ



# Altcoins trading dynamics

In the third quarter of 2024, institutional trading activity in the leading altcoins—Litecoin (LTC), TRON (TRX), Binance Coin (BNB), Ripple (XRP), and Bitcoin Cash (BCH)—comprised 6.2% of the total trades. Although interest in altcoins is on the rise, their share remains relatively modest within the broader institutional cryptocurrency trading landscape.

The market continues to be predominantly influenced by Bitcoin (BTC), Ethereum (ETH), and stablecoins, which collectively represent 93.8% of all transactions.

# About Finery Markets

Finery Markets, the premier non-custodial crypto ECN, provides cutting-edge trading infrastructure for institutional players in over 35 countries. We seamlessly connect clients across North America, Europe, Asia, LatAm, and Africa.

Finery Markets offers the first hybrid, crypto-native ECN that allows trading through an aggregated order book or RFQ.

Since our launch in 2019, we have been growing our ecosystem, serving 100+ digital asset clients, including payment providers, brokers, OTC desks, hedge funds, and custodians. We connect digital asset players by offering them effortless connectivity to an extensive network of partners. Our services enhance capital efficiency, ensure optimal execution, assist in risk management, and simplify settlement processes.

Finery Markets is the first crypto ECN to receive the SOC 2 Type 1 certification. In 2024, Finery Markets was selected as one of the top 50 rising stars in the **Deloitte Technology Fast 50 competition**.

Finery Markets hosts [“The Flow”](#) a C-level institutional crypto podcast that explores the development of the digital assets market structure.

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