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UK dental practice market 'very strong'

The latest goodwill survey from NASDAL for the quarter ending July 31st reflects a buoyant market for the sale and purchase of dental practices, with NHS contracts still a strong selling point. Alan Suggett, a partner in specialist dental accountants UNW LLP and a member of the NASDAL technical committee carries out the quarterly survey.

He said that the average goodwill value secured for a practice with an NHS contract was 144% of gross fee income and for a mixed practice it was 116% of turnover. Valuations prepared by professional valuers were on average more than 10% higher than the sale price, reflecting active negotiation. Private practices were on average 86% of turnover so are still less attractive to purchasers than mixed or NHS practices.

Alan commented that there were a number of transactions which varied significantly from the averages, so the survey figures should solely be regarded as an average for benchmarking purposes.

Note to editors

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