

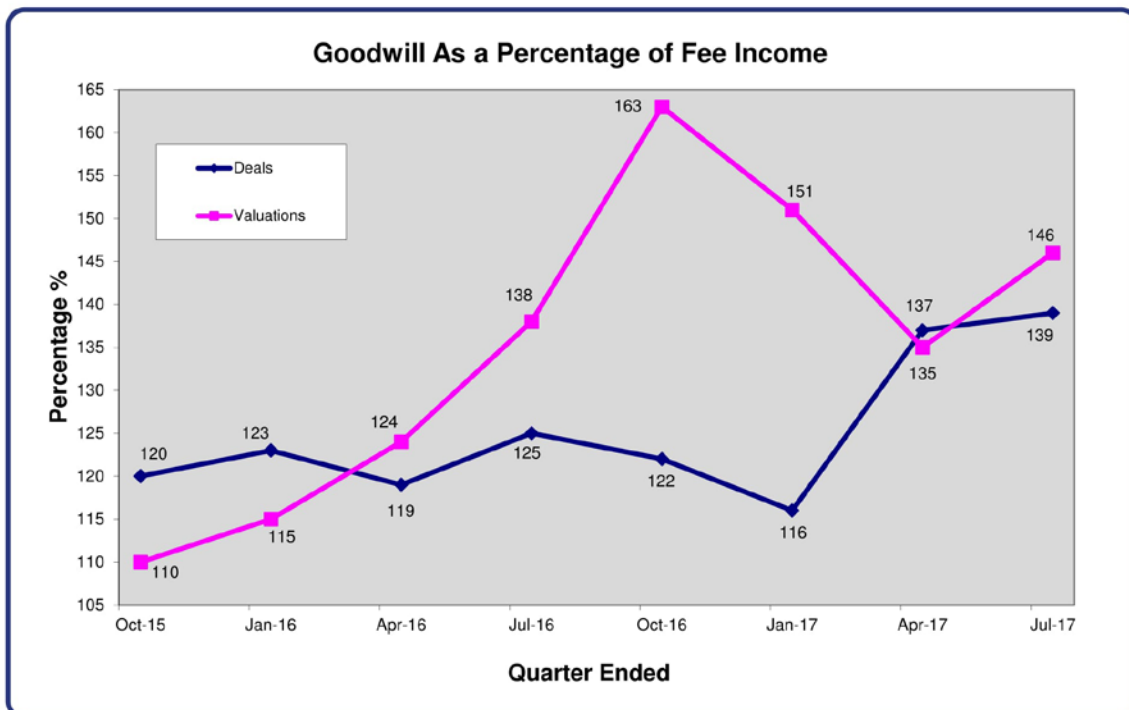


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Practice Goodwill values – a geographic split?

The latest practice goodwill survey results have just been released by The National Association of Specialist Dental Accountants and Lawyers (NASDAL) and it does appear that the market as a whole is still buoyant. However, there may be a geographical divide opening up across the UK.

NASDAL QUARTERLY GOODWILL SURVEYS



The survey did see an overall increase in average goodwill value of 4% in terms of deals done and the most recent sales data showed very high values achieved in areas such as London, the South East, Birmingham and Manchester – over 200% of gross fees for NHS practices was not untypical. But, this return is not always being seen in areas such as the North East, Cumbria and away from major conurbations.

Alan Suggett, specialist dental accountant and partner in UNW LLP who compiles the goodwill survey, said, “in general the market still seems to be in rude health. Nonetheless, I am hearing that in many areas the lack of associates means that contracts are becoming difficult to fulfil and therefore those practices become less attractive. There may be a Brexit factor at play too as many roles were carried out by EU nationals and the current political climate perhaps makes them feel less welcome in the UK?”

The goodwill figures are collated from accountant and lawyer members of NASDAL on a quarterly basis in order to give a useful guide to the practice sales market. These figures relate to the quarter ending 31st July 2017.

NASDAL reminds all that as with any averages, these statistics should be treated as a guideline only.

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Note to editors:

NASDAL, the National Association of Specialist Dental Accountants and Lawyers, was set up in 1998. It is an association of accountants and lawyers who specialise in acting for and looking after the accounting, tax and legal affairs of dentists. It is the pre-eminent centre of excellence for accounting, tax and legal matters concerning dentists. Its members are required to pass strict admission criteria, and it regulates the performance of its members to ensure high standards of technical knowledge and service.

Alan Suggett, who compiles the NASDAL Survey, and Nick Ledingham, the Chairman of NASDAL, are both available for interview. To organise to speak to them or any other members of NASDAL for more information please contact Chris Baker.

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