

Professional Practice Valuation Overview



BuckheadFMV has experience valuing a wide variety of professional practices.

TYPES OF PROFESSIONAL PRACTICES WE VALUE

- Behavioral Health
- Chiropractic
- Dentistry – General
- Dentistry – Specialists
- Optometry
- Physical Therapy
- Physician Practices – Primary Care
- Physician Practices – Specialists
- Speech and Occupational Therapy

MARKET DATA FROM BEHAVIORAL HEALTH TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 83,800	\$ 145,638	\$ 65,479	23.4%	0.3	0.8
25th Percentile	\$ 120,000	\$ 186,122	\$ 88,497	32.9%	0.3	0.8
Median	\$ 240,000	\$ 483,000	\$ 159,000	38.0%	0.6	1.3
75th Percentile	\$ 337,000	\$ 675,884	\$ 384,488	60.0%	0.9	2.0
90th Percentile	\$ 1,506,541	\$ 2,102,484	\$ 494,121	66.5%	1.0	2.6

Source: DealStats and Goodwill Registry.

Contact BFMV at info@buckheadfmv.com for more details related to laboratory market data, answers to questions regarding valuation issues, or a proposal. BFMV is committed to providing fast, affordable and pain-free valuation services to healthcare organizations and their representatives. Visit buckheadfmv.com for more segment summaries.

MARKET DATA FROM CHIROPRACTIC PRACTICE TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 39,000	\$ 149,514	\$ 58,610	20.5%	0.3	0.5
25th Percentile	\$ 83,750	\$ 198,125	\$ 73,584	22.7%	0.4	0.8
Median	\$ 148,500	\$ 303,893	\$ 108,838	43.6%	0.5	1.2
75th Percentile	\$ 383,250	\$ 427,898	\$ 161,634	50.0%	0.7	2.1
90th Percentile	\$ 642,500	\$ 938,223	\$ 243,017	54.1%	1.0	3.6

Source: DealStats and Goodwill Registry.

MARKET DATA FROM GENERAL DENTISTRY TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 190,200	\$ 336,800	\$ 105,726	28.6%	0.5	1.1
25th Percentile	\$ 300,000	\$ 497,000	\$ 192,000	33.3%	0.6	1.4
Median	\$ 426,000	\$ 675,000	\$ 266,376	38.0%	0.7	1.7
75th Percentile	\$ 662,000	\$ 982,800	\$ 413,039	45.6%	0.7	2.0
90th Percentile	\$ 971,600	\$ 1,456,393	\$ 602,610	52.0%	0.8	2.3

Source: DealStats and Goodwill Registry.

MARKET DATA FROM DENTAL SPECIALIST TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 410,200	\$ 654,104	\$ 300,323	32.9%	0.5	0.7
25th Percentile	\$ 505,000	\$ 835,945	\$ 462,677	42.0%	0.5	0.9
Median	\$ 900,000	\$ 1,274,200	\$ 689,500	52.6%	0.6	1.2
75th Percentile	\$ 1,350,000	\$ 2,098,900	\$ 1,294,524	66.0%	0.7	1.5
90th Percentile	\$ 2,664,000	\$ 3,759,672	\$ 2,094,049	84.3%	0.8	1.9

Source: DealStats and Goodwill Registry.

MARKET DATA FROM OPTOMETRY TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 101,000	\$ 241,417	\$ 43,235	16.1%	0.3	1.3
25th Percentile	\$ 206,250	\$ 386,428	\$ 84,612	19.1%	0.5	1.6
Median	\$ 287,500	\$ 506,291	\$ 173,530	31.2%	0.6	1.9
75th Percentile	\$ 443,750	\$ 760,750	\$ 231,656	34.8%	0.6	2.5
90th Percentile	\$ 868,000	\$ 1,326,330	\$ 366,607	43.5%	0.7	3.8

Source: DealStats and Goodwill Registry.

MARKET DATA FROM PHYSICAL THERAPY TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 98,300	\$ 318,568	\$ 60,714	11.0%	0.3	1.3
25th Percentile	\$ 180,000	\$ 421,071	\$ 101,582	14.6%	0.4	1.5
Median	\$ 422,500	\$ 722,780	\$ 168,489	26.4%	0.5	2.3
75th Percentile	\$ 731,250	\$ 1,074,222	\$ 246,456	32.9%	0.8	3.0
90th Percentile	\$ 1,165,000	\$ 2,732,420	\$ 609,032	52.7%	1.0	3.5

Source: DealStats and Goodwill Registry.

MARKET DATA FROM PRIMARY CARE TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 56,000	\$ 264,567	\$ 88,607	16.8%	0.1	0.3
25th Percentile	\$ 100,000	\$ 433,793	\$ 139,223	29.2%	0.2	0.4
Median	\$ 196,500	\$ 726,596	\$ 264,172	37.6%	0.3	0.7
75th Percentile	\$ 400,000	\$ 1,426,071	\$ 511,190	49.3%	0.4	1.4
90th Percentile	\$ 941,865	\$ 3,010,246	\$ 1,240,800	57.0%	0.6	2.4

Source: DealStats and Goodwill Registry.

MARKET DATA FROM PHYSICIAN SPECIALIST TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 83,240	\$ 467,598	\$ 144,351	21.8%	0.1	0.2
25th Percentile	\$ 217,500	\$ 768,907	\$ 288,499	32.2%	0.2	0.4
Median	\$ 450,000	\$ 1,600,000	\$ 672,000	44.0%	0.3	0.9
75th Percentile	\$ 1,059,799	\$ 3,212,004	\$ 1,493,080	53.0%	0.5	1.3
90th Percentile	\$ 2,060,637	\$ 7,815,862	\$ 3,140,603	65.0%	0.7	2.2

Source: DealStats and Goodwill Registry.

MARKET DATA FROM SPEECH AND OCCUPATIONAL THERAPY TRANSACTIONS

(Market data primarily from transactions without an ongoing compensation arrangement)

	Size Characteristics			Benchmarks		
	Price (EV)	Revenue	Seller's Discretionary Earnings	SDE Margin	Revenue Multiple	SDE Multiple
10th Percentile	\$ 109,149	\$ 326,464	\$ 62,414	14.2%	0.3	1.2
25th Percentile	\$ 176,872	\$ 424,041	\$ 66,657	14.4%	0.4	1.7
Median	\$ 249,000	\$ 461,828	\$ 150,245	25.5%	0.5	2.0
75th Percentile	\$ 360,000	\$ 543,054	\$ 182,577	32.5%	0.5	3.0
90th Percentile	\$ 1,404,000	\$ 2,757,341	\$ 437,564	33.2%	0.6	3.3

Source: DealStats and Goodwill Registry.