



for immediate release

Dip in values in latest NASDAL survey on goodwill

The sale value of the average dental practice has fallen in the NASDAL goodwill survey for the quarter ending October 2012. It has dropped to 92% of turnover in the most recent quarter from 101% in the previous quarter ending July 2012. The figure for the average valuation has also dropped, albeit more modestly, from 99% in the previous quarter to 97% in the most recent quarter.

With around 50 members, accountants and lawyers who are specialist advisors to the dental profession, the NASDAL goodwill survey reflects a significant number of dental practice sales in any quarter.

Alan Suggett, a partner in UNW LLP in Newcastle who carries out the NASDAL goodwill survey, commented: "I'm not conscious of any significant changes in the market place since the last quarterly survey, other than a gradual tightening up of bank lending criteria. The effective range of "normal" deals is, in my experience, from 60% or so for private practices at the lower end, to 200% for large profitable NHS practice sales to corporates.

Ray Goodman, Chairman of the NASDAL Lawyers Group commented: "Despite the threat of a new and as yet unknown PCT contract, the market for both NHS and Private practices remains solid with buyers outnumbering sellers. The results of this quarter's survey show a slight dip from last quarters but there is nothing to suggest that this is the start of a trend and I would expect to see figures in line with the previous quarter returning in 2014"

Note to editors

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