

## PRACTICE 1: LONDON

### Practice location

This leasehold practice occupies the first floor of a large period property above a parade of shops, but with its own entrance. The practice is situated within the heart of London and is within walking distance of Oxford Street.

### Practice type

This is a two-surgery practice, with a patient base which consists of

mainly private with a small NHS contract. The main fee earner is the principal working five days a week and a hygienist working one and a quarter days per week.

### Agent's comments

This practice has been established for over 40 years and given its prime location it is not surprising it was snapped up for the asking price. The income was very stable (another positive sign) and with a hardcore of about 1,000 patients the purchaser had a great platform

to build from. The premises were compact, but well presented and the vivid decoration created a non-clinical feel to the reception area.

### Financials

There is an adjusted net profit of £115,939 which is an impressive 46.1% of turnover. Staff costs are in the region of £30,000.

### Price achieved: £265,000

A price of £265,000 was achieved, the full asking price.

## PRACTICE 2: EAST MIDLANDS

### Practice location

This freehold practice is housed in a two storey detached building with sufficient ground to consider extending, subject to planning permission. It is in a vibrant city environment but within easy reach of outstanding countryside with excellent rail and road links.

### Practice type

This is a well established practice with a mix of private and NHS patients, with a significant number of Denplan patients and an above average UDA rate for one of the two NHS contracts. The gross has been generated from the two co-principals working a total of 36-40 hours

per week. In addition the clinical team comprises two full-time and two part-time dental nurse/receptionists and one part-time practice manager who is also a dental nurse. We are advised that three of the nurses are qualified in dental health education and dental radiography and one other is also qualified in dental health education.

### Agent's comments

A practice with room for expansion often taps into the creative elements of buyers and it was certainly the case with this practice. Despite being a well set up and high-grossing practice the room to develop was the exciting element of this practice and could create two further surgeries, a consultation room and additional space for the staff. As the freehold was purchased with the practice the buyer

is much more inclined to make this sort of investment in their own property. Easy access to the countryside offered a lifestyle element to this practice which is often important to buyers.

### Financials

The fee income for the nine months to June 2010 is in the region of £505,000. Staff costs are in the region of £83,000 per annum.

### Price achieved: £620,000

A price of £620,000 was achieved which was just slightly under the asking price.

## PRACTICE 3: SOUTH WEST

### Practice location

Ideally situated in a town centre, this four-surgery practice has been established in the community for many years and is located close to scenic and historic attractions.

### Practice type

This mixed practice was offered as a leasehold with a 15-year lease. The practice occupies a two storey extended property in a town centre location. It has recently undergone refurbishment and benefits from full computerisation and digital X-ray. The gross has been generated from two co-principals each working

full-time including one or two Saturday mornings per month and three part-time associates working a combined total of nine days per week. The practice employs a hygienist who works four days per week and one self-employed hygienist working one day per week. Professionals complementary to the clinical team comprise of three full-time dental nurses, three part-time dental nurses, two full-time receptionists and a practice manager working four days per week.

### Agent's comments

Whilst the south west is among the prettiest districts in the UK it can be difficult to find suitable buyers in rural locations. That said, this practice proved to be very popular and the healthy NHS element undoubtedly helped. The regular income from the NHS,

DPAS and Denplan would be attractive to cover the costs, with the private element then being highly profitable. The property had been refurbished in the past few years so is very well presented and meant that the buyer could move in with little initial investment.

### Financials

Gross fees for the 12-month period to July 2010 are in the region of £1,000,000 and are derived from an NHS contract of £472,000, private fee per item £367,000, DPAS £189,000 and Denplan £3,000. Staff costs are in the region of £260,858 per annum.

### Price achieved: £800,000

A price of £800,000 was achieved which was under the asking price.

## PRACTICE 4: NORTHAMPTONSHIRE

### Practice location

This is a one-surgery practice which has been established in the community for over 30 years. It is ideally located in a developing market town with excellent transport links to London. The income is derived mainly from an NHS contract and net profits are in excess of 60% of turnover. The practice was available as a freehold or if preferred a leasehold can be created. The sale was to facilitate the retirement of the principal.

### Practice type

This is a mainly NHS practice with limited private patients. The gross has been generated from the principal working four days per week. Professionals complementary to the clinical team comprise of one full-time dental nurse and one receptionist who works four and a half days per week.

### Agent's comments

This was a relatively small practice and was suited to an individual who was looking for a contained practice that would continue to serve the local community. There was little room for expansion, but this very nicely-presented practice with comfortable sofas and a real

ground coffee machine offered more than just dentistry. The practice is well known for supporting local charities and is likely to stay at the heart of the community for years to come.

### Financials

Gross fees for the 12 month period to April 2010 are in the region of £166,000. This is derived from an NHS contract of £154,000 and private fee per item of £12,000. Staff costs are in the region of £29,000 per annum.

### Price achieved: £375,000

A price of £375,000 was achieved which was in excess of the asking price.



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