

You Are Probably Wondering, What Is Possible In a Sale to a DSO?

Below Are Actual Numbers for Recent
Transactions Closed On Behalf of My Clients

Practice Location: Central Mid-Atlantic

12-months Revenue Preceding Transaction: \$2,314,003

Total Enterprise Value (TEV) of \$7.275,000

Practice Location: Northern Mid-Atlantic

12-months Revenue Preceding Transaction: \$2,034,614

Total Enterprise Value (TEV) of \$3.567,268

Practice Location: New England

12-months Revenue Preceding Transaction: \$2,348,457

Total Enterprise Value (TEV) of \$4,670,533

Practice Location: Southeast

12-months Revenue Preceding Transaction: \$10,591,656

Total Enterprise Value (TEV) of \$26,525,276

NOTE: TEV is the total proceeds paid to the seller at closing and comprises a combination of cash and rollover equity. The equity component will typically increase 2-3x in dollar value over 3-5 years.

In a traditional dentist-to-dentist sale, the sellers would typically expect to receive 80% of the preceding 12 months revenue plus/minus 10-20%.

EVERYTHING
DSO