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# How Much Is a Podiatry Practice Worth?

BY BARRY H. BLOCK, DPM, JD

One of the most asked questions in podiatry is “how much is a practice worth?” The short answer is that it depends on whom you ask. Ask successful veteran practitioners who have built up a practice over many years and the value will be high. They will point out that the practice is fully equipped and has a steady flow of patients and an established referral base. Ask recent graduates who are saddled with huge student debts and the answer will be significantly lower.



Recently, *PM News* asked this question to its diverse audience as a Quick Poll question. Not surprisingly, the results

show that using a formula to find the answer is an exercise in futility. At best, any formula is merely a potential starting point for valuing a practice.

When valuing a practice, many factors must be considered including: the physical location of the practice, the leasing or the purchase price of the building, the age and condition of the office furniture and equipment, the

number of new and established patients seen each year, the types of cases seen, the types of insurances accepted, and whether the doctor and/or staff will remain in the new practice. These are just some of the considerations which go into a fair evaluation of a practice.

Additionally, just as in real estate valuations, it is useful to know what similar practices in the same area have sold for because in the final analysis, a practice is worth what someone is willing to pay for it.

Respectfully Submitted,

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