

## How Long Does It Take To Sell My Practice?

---

It generally takes, on average, between three to six months to sell most practices. Keep in mind that an average is just that. Some practices will take longer to sell, while others will sell in a shorter period of time. The sooner we have all of the information needed to begin the marketing process, the shorter the time period should be. It is also important that the practice be priced properly from the start. Some sellers, operating under the premise that they can always come down in price, overprice their practice. This theory often "backfires" because buyers often will refuse to even look at an overpriced practice.

It has been shown that the amount of the down payment may be the key ingredient to a quick sale. The lower the down payment, generally 30 percent of the asking price or less, the shorter the time to a successful sale. A reasonable down payment also tells a potential buyer that the seller has confidence in the practice's ability to make the payments.