

- Electronic health record level
- HIPAA-compliance level
- Need for additional equipment
- Full-scope practice
- Competition
- Current local economy
- Lease terms and transferability
- Turn-key operation
- Need for major renovation
- Patient profile
- Practice fee structure
- Community demographics
- New/former patient ratio
- Office management system
- Completeness of patient records
- Present employee retention
- MIPS
- MACRA
- Parking and transportation access
- Average Weighted Net Income over latest three-year period
- Growth Rate – Rising, Decreasing, Level
- Maturity of Practice – Number of years established
- Reputation of practitioner plus ability to transfer goodwill
- Staff retention and capabilities
- Community – quality, stability, raising a family, etc
- Practice location and geographic area
- Parking and transportation access
- Lease transferability
- Physical plant and need for modernization
- Equipment–age and need for update and additions
- Mix of patients and contemplated percentage loss–average 20 to 25 percent
- Third-party-care percentages and breakdown
- Services rendered–exams, therapeutics, contact lenses, pediatrics, low vision
- Fee schedule & credit policies
- Working hours
- Competition