

## PT Market Update – June 3, 2022

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**Overview:** The PT Market update is a monthly post that will provide practice owners with information regarding M&A activity within the PT market from the lens of the practice owner. The numbers reported below are posted publicly via press release or where I have been provided permission to release the information. There are deals closing that are not publicly released and therefore not recorded in the report.

**Executive Summary:** The market is very active and competitive. Single location and multi-location practices are in demand. There is increased interest in geographies and specialty practices that were not in demand a few years ago. There are more active buyers competing for practices which should keep valuations strong for the foreseeable future. Current market conditions remain favorable for selling a practice.

### Thru May 31, 2022:

- In 2022, there are now 39 practices sold. This puts the PT market on pace for over 90 transactions in 2022, well above the average pace of around 50 annual transactions.
- There were 175 total locations reported in the 39 transactions. The average number of clinics per transaction is 4.5.
- The majority of transactions continue to be smaller, consisting of 3 or fewer locations. This indicates that consolidators are actively pursuing tuck-in activity.

# Locations	# Transactions	% of Transactions
One	14	36%
Two	6	15%
Three	4	10%
Four	3	8%
Five	2	5%
Six	2	5%
Seven +	8	21%
	39	100%

- States with the most transactions: CA (8), NJ (5), GA (4), TX (3). Over the last 2 years, we have begun to see consolidators become more active in states that were considered challenging to



enter in the past. CA, for example was not very active in the past due to its regulatory environment, lower than average reimbursement, and higher than average costs.

- There were no new private equity investments into platform companies this month. However, I continue to have contact with investors (private equity or otherwise) who are looking for their opportunity to invest in the PT market. There are now 31 known active consolidators active within the market.
- A final noteworthy trend that we are seeing is an increased interest and investment into specialty practices such as pediatrics and pelvic health.
- The following page lists all publicly released transactions so far, in 2022.



PT'S HELPING PT'S BUY OR SELL PRACTICES

Buyer	Seller	State	Date	# Clinics
Associates in Pediatric Therapy	Jones Therapy Services	TN	1/1/2022	1
Athletico	Georgalina PT	GA/SC	1/18/2022	17
Athletico	Therapy Specialist of OK	OK	1/11/2022	5
Athletico	Carson PT	AK	1/11/2022	4
Confluent	All Star PT	CA	1/5/2022	28
Confluent	Peak PT	WA	1/12/2022	12
Confluent	Human Performance & Rehab Centers	GA	4/19/2022	13
Confluent	Orthosport PT	CA	4/13/2022	1
Confluent	TLC Rehab	FL	2/22/2022	7
Confluent	PT Specialists of Beverly Hills	CA	3/10/2022	1
Confluent	Premier Ortho and Work Rehab	RI	3/16/2022	1
Confluent	Dynamics PT	GA	5/11/2022	1
Confluent	Progressive PT	CA	5/18/2022	4
CORA	Alliant PT Group	WI	2/8/2022	7
CORA	Can Do PT	GA	2/8/2022	1
CORA	Keck PT	NC	2/8/2022	1
CORA	Greenfield PT	WI	4/21/2022	2
CORA	Lava PT	SC	4/21/2022	2
H2	Rehab Partners	FL	5/3/2022	3
H2	Round Rock	TX	3/28/2022	2
H2	Endeavor Rehab Center	TX	2/28/2022	12
H2	TBD	WV	March	1
Ivy	MOST PT	NY	3/30/2022	2
Ivy	Kids in Motion	MI	5/24/2022	4
Jag-One	Crest PT	NJ	1/12/2022	1
Jag-One	Excellent PT	NJ	1/13/2022	1
Jag-One	Connect PT	NJ	1/14/2022	1
Jag-One	Agility PT	NJ	1/15/2022	1
Origin & Sullivan		CA	2/1/2022	3
Professional	Somerset Family PT	NJ	5/31/2022	1
PRN	Kinetix Advanced PT	CA	5/3/2022	2
STAC PT	Personally Fit	CA	1/28/2022	1
Therapy Partners Group	Prosport PT & Performance	CA	3/17/2022	7
Therapy Partners Group	Fit Physical Therapy	UT/NV	5/17/2022	6
Upsteam	Oasis PT & SM	WA	1/13/2022	5
Upsteam	Ergonomic Rehab of Houston	TX	3/29/2022	2
Upsteam	Rapid Rehabilitation	VA	4/26/2022	3
USPh	South Carolina Practice	SC	1/3/2022	3
USPh	Madden Gilbert PT	PA	4/4/2022	6