



Southwest Acupuncture Clinic  
**(Please do not contact the office directly)**  
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Strategy:	Seeks Acquisition	Average Gross Yearly Revenue (2023-2025):	\$279,598
Office Location:	Dallas, Texas	Average Monthly Revenue / Expenses:	\$23,300/ \$8,837
Website:	SellingAPractice.com/SAC	Asking Price:	\$249,500

**Summary**

Unique opportunity to own a lucrative acupuncture and Chinese medicine clinic in Dallas, Texas. Southwest Acupuncture Clinic, the practice of Ellee Carlson, DAOM, LAc., is well-situated in an affluent part of the greater Dallas Metro. With an educated and health-conscious population, an in-demand specialty, and years of consistent return business, the opportunity to have an abundant practice and an exceptional quality of life is available from the moment you step in.

Imagine taking in about \$280,000 per year seeing patients less than 25 hours per week, with up to three weeks off every year. No additional marketing is necessary—the reputation of this practice keeps a steady flow of new patients streaming in via word of mouth and an exceptional online presence. Low overhead, years of records, and consistent patient flow mean you’ll continue to keep your costs predictable. Work more hours, hire another practitioner, do some additional marketing, and/or offer more patients the option of purchasing herbs and supplements, and you have the chance to make an already prosperous practice even more lucrative.

Whether you are a practitioner who is just starting out or an established clinician with some years under your belt, this practice offers you the chance to hit the ground running. Step into this rare turnkey opportunity to run the acupuncture practice of your dreams in one of the most vibrant cities in the country. Call or email us today, come by and spend some time with us, and be thriving in months.

**The Setting**

With a diverse population of 1.3 million people (and a total of 7.7 million in the surrounding metropolitan region), Dallas is a fast-growing city that is a major hub for finance, technology, health care, logistics, and other growth industries thanks to its well-educated populace and state and local tax incentives. A number of city parks and trails as well as nearby lakes and rivers allow for biking, walking, running and fishing, while lovers of the arts will find plenty to appreciate in one of the largest urban arts districts in the U.S. Strong music, theater, and international food scenes allow Dallas residents to enjoy a lifestyle that blends big-city amenities with suburban comfort and a slower pace of living.

Ideally located in a prosperous area of central Dallas near three major highways, the clinic attracts patients from the city’s many close-in suburbs. The office offers a modern, updated interior in a serene creekside setting, approximately five minutes from Medical City Dallas Hospital, with easy access to nearby dining and shopping. The clinic is on the second floor of a very well-maintained elevator building that also houses small professional practices including mental health providers, dentists, MDs, and others.

Several of the neighboring buildings within the same enclave are also predominantly medical offices. The space features a waiting room, four treatment rooms, and an office/storage area. A bathroom is just across the hall. Parking onsite is abundant and free, and the area features easy access to public transportation.

**Patient Demographics**

Southwest Acupuncture Clinic is a general practice, with a focus on women’s health the includes special treatments for fertility, menstrual issues, pregnancy, postpartum care, and menopause. Current specialties beyond women’s health include treatment of pain, digestive problems, autoimmune issues, inflammation, anxiety and stress, among other conditions.

The current owner treats an average of 80 patients a week. In 2025, the clinic saw 360 patients, 236 of whom were new, and had a total of 3,533 patient visits. About 90% are women, most of them well-educated and affluent professionals. Approximately 30% use insurance while the rest pay cash. Most patients live within 25 miles of the office, and more than 90% come in for maintenance on a consistent basis. Given the clinic owner’s long history and reputation in the area, many are referred by word of mouth, though the majority find the practice through its exceptional reputation online. She is happy to provide years of past calendars to show consistent patient volume.

**Modalities Utilized**

The current owner primarily employs classical Chinese medicine diagnostic and treatment modalities. These include acupuncture, electro-acupuncture, cupping, gua sha, microcurrent, dietary and lifestyle recommendations, and prescriptions for herbal and other supplements that are filled and drop-shipped through Fullscript.

**Income and Expenses**

The following income and expense summaries are derived from an average of income and adjusted\* expenses from 2023-2025. Note that the current owner has office hours an average of 23 hours per week and takes up to three weeks off per year.

Income

Average gross yearly revenue (3 years): \$279,598 (\$23,300/month)

Expenses

Average adjusted\* expenses: \$106,044 yearly (\$8,837/month)

\*Adjusted expenses are the net expenses that a new owner would have to take on in order to run the business at the same level of revenue as the current owner.

Net Profit: Average \$173,554 per year (\$14,463/month)

## Pricing and Terms

\$249,500.

The price is based on a conservative professional valuation of \$270,432. The owner's motivation to sell in a timely fashion has allowed her to factor in a discount off the valued price for potential attrition and start-up costs on change of ownership. She expects the right person will retain her patients and transition smoothly, making this a great opportunity for the buyer.

The purchase will be structured as an asset purchase agreement and may be drawn up between buyer and seller (preferred) or by attorneys, at the discretion and by agreement of both parties.

Approval of the buyer is subject to a credit check, and loans from medical practice brokers, banks, or the Small Business Administration (SBA) may be available to finance the transaction depending on the buyer's creditworthiness. The seller may also be willing to hold a loan for the right buyer.

Upon purchase, the new owner will receive all patient records and equipment. The current owner will also transfer to the new owner all clinic-related intellectual property, including the phone number and website; Facebook, Instagram, and highly ranked Google Reviews and claimed Yelp pages; JaneApp software for billing, SOAP notes/charting, and scheduling; Mailchimp for mass emails; and clinic-related financials.

The clinic currently has three part-time W-2 employees (about 25 hours per week each) who run the front desk, answer phones, book appointments, room patients, assist in patient care, verify insurance, and perform other office functions. Previously, the office functioned well with only two employees and could probably do so again.

The landlord is willing to transfer the lease or start a new one, and the current owner will facilitate interaction with the landlord in order to secure favorable lease terms.

The current owner's goal is to surrender by the summer of 2026. She would be willing to stay on for a limited time to train a new owner in her techniques and to assist in the transition, if so desired by the new owner.

## Opportunities for Growth

While the current practice nets a healthy return, a motivated buyer could significantly increase their income upon acquisition through a number of simple changes.

- *Work more hours.* The current owner has office hours three days per week, leaving plenty of room to spend more time in the clinic, which would obviously increase revenue.
- *Hire additional practitioners.* In addition to or in lieu of the owner working more hours, the practice could support at least one more provider during the times when the office is unoccupied.
- *Rent out space.* Instead of working more or hiring, a motivated new owner could generate additional income by subleasing unoccupied space to other providers when available.
- *Do additional marketing.* The practice does very little marketing outside of its web presence. There are file cabinets and databases full of patient information that could be used for marketing directly to current and former patients, but the clinic has been busy enough that these resources have rarely been leveraged.
- *Increase the online presence.* The majority of new patients learn about the practice from the website and its high ratings on respected review sites. Expanding the clinic's online reach to include even more review and social media sites has the potential to further increase awareness of the clinic.
- *Bring supplement sales in house.* Rather than having patients receive their herbal and other supplements via Fullscript, selling them directly in the office and/or via the practice website could generate significant additional income.

Take advantage of this exceptional opportunity to run your own high-profit, low-maintenance acupuncture clinic in a thriving location. Call (773) 386-5843 or email [elleccarlson@gmail.com](mailto:elleccarlson@gmail.com) today. (Please do not contact the office directly.)