

Washington, DC General Dentistry				
FINANCIAL DATA FOR PRACTICE 9430				
The following summary illustrates a projected year's income and expenses for the subject practice which incorporates an increase in fees and overhead expense but no increase in production. This summary is not a representation or warranty of future practice performance. Purchasers should obtain qualified legal and accounting counsel prior to any purchase decisions. NOTE: Practice price does not include accounts receivable.				
PRACTICE INCOME				
EXPECTED GROSS COLLECTIONS			\$1,300,579	100.0%
HYGIENE COMPONENT			\$390,174	30.0%
DENTIST COMPONENT			\$910,406	70.0%
RETAINED SELLER				
ASSOCIATE				
PURCHASER			\$910,406	70.0%
VARIABLE EXPENSES				
WAGES, PAYROLL TAX, ETC.			\$318,079	24.5%
LABORATORY			\$57,745	4.4%
CLINICAL SUPPLIES			\$98,591	7.6%
OTHER VARIABLE EXPENSE			\$83,283	6.4%
TOTAL VARIABLE EXPENSE			\$557,698	42.9%
FIXED EXPENSES				
PHONE, UTILITIES			\$11,938	0.9%
LEGAL & ACCOUNTING			\$18,644	1.4%
INSURANCE			\$16,393	1.3%
OTHER FIXED EXPENSE			\$67,841	5.2%
TOTAL FIXED EXPENSE			\$114,816	8.8%
DEBT SERVICE FOR PRACTICE AND BULDING				
INTEREST			\$66,417	5.1%
PRINCIPAL			\$140,114	10.8%
TOTAL DEBT SERVICE			\$206,530	15.9%
SUMMARY				
EXPECTED COLLECTIONS			\$1,300,579	100.0%
EXPECTED EXPENSES			\$672,514	51.7%
PRACTICE DEBT SERVICE			\$206,530	15.9%
EXPCTD NET INCOME AFTER EXPENSES AND DEBT & PERCENT OF PERSONAL PROD.			\$421,536	46%
PURCHASER PRODUCED PRODUCTION			\$910,406	70.0%
EQUITY INCREASE & PERCENT OF PERSONAL PRODUCTION			\$140,114	15.4%
TAX SAVINGS FROM DEPRECIATION & PERCENT OF PERSONAL PRODUCTION			\$63,561	7.0%
TOTAL ECONOMIC BENEFIT-CASH, TAX SAVINGS, EQUITY & % PERSONAL PROD.			\$625,211	69%
THIS CASH FLOW EXAMPLE IS BASED ON THE FOLLOWING ASSUMPTIONS:				
PRACTICE SALES PRICE & PERCENT OF GROSS			\$1,200,000	95%
WORKING CAPITAL			\$63,000	
TOTAL PRACTICE LOAN			\$1,263,000	
PRACTICE LOAN INTEREST RATE			3.10%	
PRACTICE LOAN TERM (MONTHS)			120	
MONTHLY PRACTICE PAYMENT			\$12,254	11%
BUILDING PRICE			\$836,050	
MONTHLY BUILDING MORTGAGE PAYMENTS			\$4,957	5%
PURCHASER CASH FLOW CONSIDERATIONS				
MONTHLY PRACTICE AND BUILDING PAYMENTS			\$17,211	16%
ESTIMATED MONTHLY HYGIENE AND ASSOCIATE PROFIT			\$27,570	25%
PURCHASER SALARY BASED ON 35% OF PERSONAL PRODUCTION			\$318,642	
PRACTICE PROFIT - IN ADDITION TO PURCHASER SALARY			\$372,985	30%
TOTAL PURCHASER SALARY AND PRACTICE PROFIT			\$691,627	
LESS DEBT SERVICE FOR PRACTICE AND BULDING			(\$206,530)	
PURCHASER SALARY, PROFIT AND TAX SAVINGS AFTER DEBT SERVICE			\$485,097	

Washington, DC	
DATA FOR PRACTICE NUMBER	9430
The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	1,454
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$11,500
PRICE PER SQUARE FOOT	\$94.91
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	3
PROXIMITY OF PARKING PLACES	
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	YES
DO YOU WISH TO SELL THE BUILDING? YES OR NO	YES
	836,050
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$8,200
ANNUAL REAL ESTATE INSURANCE COST	\$3,200
DATE OF LEASE i.e. "6/1/2016"	
DATE LEASE ENDS - i.e. "1/1/2020"	
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	\$836,050
PURCHASER MORTGAGE INTEREST RATE	3.75%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	\$4,957
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	\$40.91
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work as an associate 2-3 weeks for 2 years
DAYS/WEEK CURRENTLY WORKED	6.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
DESIRED WORK DAYS/WEEK 2ND YR	
DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
COVID INFORMATION	
DATE CLOSED FOR COVID	
DATE REOPENED FOR COVID	
DATE OF LATEST PRACTICE REVENUE	December 31, 2020
AMOUNT OF LATEST PRACTICE REVENUES	\$1,262,699
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$1,262,699
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS	

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	Very little
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	Yes, we're up by \$100,000 since 2020
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	MOJO
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	1,112
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	30
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	15
HOW FAR AHEAD IS DENTIST SCHEDULED?	4 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	4 Weeks
PRACTICE DATA	
% INCOME FROM CASH	16%
% OF PATIENTS PAYING CASH	16%
% INCOME FROM INSURANCE	84%
% OF PATIENTS WITH INSURANCE	84%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	8 AM - 5 PM
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 6 PM
THURSDAY	8 AM - 6 PM
FRIDAY	8 AM - 4 PM
SATURDAY	8 AM - 2 PM
OWNER HOURS WORKED PER WEEK	52
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	52
DENTIST PATIENT VISITS PER YEAR	
HYGIENE PATIENT VISITS PER YEAR	1,378
NUMBER OF DAYS WORKED PER YEAR	285
NUMBER OF WEEKS WORKED PER YEAR	
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$302,055
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$4,673
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$6,371
ACCOUNTS RECEIVABLE >90 DAYS	\$60,000

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:

HYGIENIST PRODUCTION	30%
OPERATIVE	15%
PEDODONTICS	5%
ORTHODONTICS	5%
IMPLANTS	5%
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	15%
ENDODONTICS	10%
PERIODONTICS	
ORAL SURGERY	5%
COSMETIC	10%
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Third molars (impacted)

REVENUES SOURCES

IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	

FEE SCHEDULE

ADULT PROPHY 01110	\$149
TWO SURFACE ANTERIOR COMPOSITE 02331	\$285
CORE BUILD-UP 02950	\$305
CROWN - GOLD/PORCELAIN 02750	\$1,400
ANTERIOR CANAL ROOT CANAL 03310	\$750
PANORAMIC X-RAY 00330	\$60
TWO SURFACE POSTERIOR COMPOSITE 02392	\$215
CROWN - PORCELAIN CERAMIC 02740	\$1,000
LABIAL PORCELAIN VENEER 02962	\$1,600
BICUSPID ROOT CANAL 03320	\$1,400
AVERAGE OF FEES	\$716
PERCENT OF FEE PARITY	131%

DEMOGRAPHIC DATA

WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	600,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	eight
WITHIN	three miles
MAJOR EMPLOYERS IN AREA	Government
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Growing

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST	2020	Yes		\$21,000		
OFFICE MANAGER	2015	Yes		\$80,000		\$4,000
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT	2015	No		\$42,000		
ASSISTANT	2020	Yes		\$36,000		
ASSISTANT	2010	Yes		\$3,000		
ASSISTANT						
ASSISTANT						
HYGIENIST	2010	Yes		\$45,000		10% Commission
HYGIENIST	2015	Yes		\$36,000		10% Commission
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE	2019	Yes		\$30,000		40% Commission-Periodontal
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Health insurance for Full Time; 2 weeks paid vacation		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS THE ESTIMATED MARKET VALUE OF THEIR JOB?						
ARE THERE ANY EMPLOYEES WHO ARE PAID MORE OR LESS THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER COMPENSATION FOR EACH						
COLLECTION CENTERS						
				\$2,020	2019	2018
GROSS COLLECTIONS				\$1,233,535	\$1,190,202	\$1,236,582
OWNER COLLECTIONS				\$770,959	\$743,876	\$772,864
HYGIENIST COLLECTIONS				\$370,061	\$357,061	\$370,975
ASSOCIATE COLLECTIONS				\$92,515	\$89,265	\$92,744
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				40%		
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT						

