

Practice Number 9545		GENERAL DENTISTRY
Lake Norman	Price \$275,000	Owner/Operator Purchase
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	2,085	
EXPANDABLE FOOTAGE		
TOTAL MO. RENT EXP.	\$5,000	
PRICE PER SQUARE FOOT	\$28.78	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	10+	
PROXIMITY OF PARKING PLACES	Adjacent to building	
# EQUIPPED OPS	3	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	2	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	1	
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES		
DO YOU OWN YOUR BUILDING? YES OR NO	No	
DO YOU WISH TO SELL THE BUILDING? YES OR NO	No	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE		
IF NOT SOLD, MONTHLY RENTAL AMOUNT		
ANNUAL REAL ESTATE TAXES		
ANNUAL REAL ESTATE INSURANCE COST		
DATE OF LEASE i.e. "6/1/2016"	July 8, 1905	
DATE LEASE ENDS - i.e. "1/1/2020"	Unclear	
IS THERE AN OPTION TO PURCHASE?	Yes	
RENEWAL OPTIONS	Unclear	
BUILDING VALUE TO BE USED		
PURCHASER MORTGAGE INTEREST RATE	6.00%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT		
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT		
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Move to Fayetteville to continue to practice; partial retire	
DAYS/WEEK CURRENTLY WORKED	3.0	
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		

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Word of Mouth
DESCRIBE EXTERNAL MARKETING	None
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	No
WHAT TYPE RECALL SYSTEM	Schedule next visit at visit
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	750
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	5
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	4
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	8
HOW FAR AHEAD IS DENTIST SCHEDULED?	
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	
PRACTICE DATA	
% INCOME FROM CASH	28%
% OF PATIENTS PAYING CASH	28%
% INCOME FROM FEE FOR SERVICE INSURANCE	72%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	72%
% INCOME FROM DISCOUNT FEE INSURANCE	
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	
% OF PATIENTS WITH REDUCED FEE PLANS	
SCHEDULING DATA	
MONDAY	Closed
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	Closed
SATURDAY	Closed
DAYS WORKED PER WEEK	3
OWNER HOURS WORKED PER WEEK	24
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	24
DENTIST PATIENT VISITS PER YEAR	720
HYGIENE PATIENT VISITS PER YEAR	1,152
NUMBER OF DAYS WORKED PER YEAR	144
NUMBER OF WEEKS WORKED PER YEAR	48
COLLECTION DATA	
	82%
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$41,719
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$24,730
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$5,277
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,344
ACCOUNTS RECEIVABLE >90 DAYS	\$10,368

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	58%
OPERATIVE	27%
PEDODONTICS	1%
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	2%
FIXED PROSTHETICS	5%
ENDODONTICS	2%
PERIODONTICS	1%
ORAL SURGERY	2%
COSMETIC	1%
TMJ TREATMENT	1%
DIAGNOSTIC	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Some endo and surgery
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER	
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
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	\$104
TWO SURFACE ANTERIOR COMPOSITE 02331	\$232
CORE BUILD-UP 02950	\$307
CROWN - GOLD/PORCELAIN 02750	\$1,266
ANTERIOR CANAL ROOT CANAL 03310	\$846
PANORAMIC X-RAY 00330	\$125
TWO SURFACE POSTERIOR COMPOSITE 02392	\$264
CROWN - PORCELAIN CERAMIC 02740	\$1,255
LABIAL PORCELAIN VENEER 02962	\$1,336
BICUSPID ROOT CANAL 03320	\$978
AVERAGE OF FEES	\$671
PERCENT OF FEE PARITY	88%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	55,837
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	55,837
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Lowes, Walmart
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Rapid growth
YEAR BEGINNING PRACTICE IN CITY	2005
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2007
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Scratch

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	2023	Yes		\$36,898		
PATIENT COORDINATOR						
FRONT OFFICE				\$27,687		
FRONT OFFICE						
FRONT OFFICE						
ASSISTANT	2007	Yes		\$18,199		
ASSISTANT						
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2024	Yes		\$44,853		
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?						
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
DO YOU HIRE ANY UNPAID FAMILY MEMBERS?				No		
WHAT POSITION DO THEY HOLD?						
WHAT IS FAIR MARKET WAGE FOR 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						
				1/1/2025 - 9/9/2025	2024	2023
GROSS COLLECTIONS				\$185,172	\$301,615	\$313,223
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT					0%	

