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 NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) NUMBER OF UNPLUMBED AND EMPTY OPERATORIES DO YOU OWN YOUR BUILDING? YES OR 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

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% PRACTICE INCOME FROM MEDICAID % OF PATIENTS WITH MEDICAID % PRACTICE INCOME FROM REDUCED FEE PLANS % OF PATIENTS WITH REDUCED FEE PLANS SCHEDULING DATA MONDAY TUESDAY WEDNESDAY WEDNESDAY **B AM - 5 PM **B AM - 5 PM **Closed THURSDAY **Closed THURSDAY **Closed THURSDAY **Closed **COSED	% INCOME FROM DISCOUNT FEE INSURANCE							
% 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 Closed THURSDAY Closed THURSDAY Closed THURSDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK 3 OWNER HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK 24 DENTIST PATIENT VISITS PER YEAR TOO NUMBER OF DAYS WORKED PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR SEW ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	% OF PATIENTS WITH DISCOUNT FEE INSURANCE							
% PRACTICE INCOME FROM REDUCED FEE PLANS % OF PATIENTS WITH REDUCED FEE PLANS SCHEDULING DATA MONDAY Closed TUESDAY & AM - 5 PM WEDNESDAY # AM - 5 PM THURSDAY B AM - 5 PM THURSDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR HYGIENEST HOURS WORKED PER YEAR HYGIENEST HOURS WORKED PER YEAR AUMBER OF DAYS WORKED PER YEAR 1.152 NUMBER OF DAYS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	% PRACTICE INCOME FROM MEDICAID							
% PRACTICE INCOME FROM REDUCED FEE PLANS % OF PATIENTS WITH REDUCED FEE PLANS SCHEDULING DATA MONDAY Closed TUESDAY & AM - 5 PM WEDNESDAY # AM - 5 PM THURSDAY B AM - 5 PM THURSDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR HYGIENEST HOURS WORKED PER YEAR HYGIENEST HOURS WORKED PER YEAR AUMBER OF DAYS WORKED PER YEAR 1.152 NUMBER OF DAYS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	% OF PATIENTS WITH MEDICAID							
SCHEDULING DATA MONDAY Closed TUESDAY 8 AM - 5 PM WEDNESDAY 8 AM - 5 PM THURSDAY 8 AM - 5 PM THURSDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK 3 OWNER HOURS WORKED PER WEEK 24 ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR T20 HYGIENE PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR 88 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE								
MONDAY TUESDAY 8 AM - 5 PM WEDNESDAY 8 AM - 5 PM THURSDAY 8 AM - 5 PM THURSDAY 8 AM - 5 PM THURSDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK 3 OWNER HOURS WORKED PER WEEK 4ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK DENTIST PATIENT VISITS PER YEAR T20 HYGIENE PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR 1,152 NUMBER OF DAYS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	% OF PATIENTS WITH REDUCED FEE PLANS							
TUESDAY WEDNESDAY 8 AM - 5 PM THURSDAY 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 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	SCHEDULING DATA							
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THURSDAY Closed SATURDAY Closed SATURDAY Closed DAYS WORKED PER WEEK 3 OWNER HOURS WORKED PER WEEK 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 6 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	TUESDAY	8 AM - 5 PM						
FRIDAY Closed SATURDAY Closed DAYS WORKED PER WEEK 3 OWNER HOURS WORKED PER WEEK 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 WHAT IS YOUR PATIENT CREDIT BALANCE	WEDNESDAY	8 AM - 5 PM						
SATURDAY Closed DAYS WORKED PER WEEK OWNER HOURS WORKED PER WEEK 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 WHAT IS YOUR PATIENT CREDIT BALANCE	THURSDAY	8 AM - 5 PM						
DAYS WORKED PER WEEK OWNER HOURS WORKED PER WEEK 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 WHAT IS YOUR PATIENT CREDIT BALANCE	FRIDAY	Closed						
DAYS WORKED PER WEEK OWNER HOURS WORKED PER WEEK 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 WHAT IS YOUR PATIENT CREDIT BALANCE	SATURDAY	Closed						
OWNER HOURS WORKED PER WEEK ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK 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 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE								
ASSOCIATE HOURS WORKED PER WEEK HYGIENIST HOURS WORKED PER WEEK 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 68 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE								
HYGIENIST HOURS WORKED PER WEEK 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 626 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE		²⁴						
DENTIST PATIENT VISITS PER YEAR 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 WHAT IS YOUR PATIENT CREDIT BALANCE								
HYGIENE PATIENT VISITS PER YEAR NUMBER OF DAYS WORKED PER YEAR NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE	HYGIENIST HOURS WORKED PER WEEK							
NUMBER OF DAYS WORKED PER YEAR 144 NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE WHAT IS YOUR PATIENT CREDIT BALANCE								
NUMBER OF WEEKS WORKED PER YEAR 48 COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$41,719 WHAT IS YOUR PATIENT CREDIT BALANCE								
COLLECTION DATA 82% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$41,719 WHAT IS YOUR PATIENT CREDIT BALANCE	NUMBER OF DAYS WORKED PER YEAR							
82% ACTUAL ACCOUNTS RECEIVABLE BALANCE \$41,719 WHAT IS YOUR PATIENT CREDIT BALANCE		48						
ACTUAL ACCOUNTS RECEIVABLE BALANCE \$41,719 WHAT IS YOUR PATIENT CREDIT BALANCE	COLLECTION DATA							
WHAT IS YOUR PATIENT CREDIT BALANCE		82%						
	ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$41,719						
ACCOUNTS RECEIVABLES - CURRENT \$24,730	WHAT IS YOUR PATIENT CREDIT BALANCE							
	ACCOUNTS RECEIVABLES - CURRENT	\$24,730						
ACCOUNTS RECEIVABLES - 31-60 DAYS \$5,277	ACCOUNTS RECEIVABLES - 31-60 DAYS	\$5,277						
ACCOUNTS RECEIVABLE - 61-90 DAYS \$1,344	ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,344						
ACCOUNTS RECEIVABLE >90 DAYS \$10,368	ACCOUNTS RECEIVABLE >90 DAYS	\$10,368						

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:						
HYGIENIST PRODUCTION	158%					
OPERATIVE						
PEDODONTICS						
ORTHODONTICS						
IMPLANTS						
REMOVABLE PROSTHETICS						
FIXED PROSTHETICS						
ENDODONTICS						
PERIODONTICS						
ORAL SURGERY						
COSMETIC						
TMJ TREATMENT						
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?						
WHAT IS THE SOURCE OF THIS OTHER INCOME:						
FEE SCHEDULE						
	loung					
ADULT PROPHY 01110	\$104					
TWO SURFACE ANTERIOR COMPOSITE 02331	\$232 Lange					
CORE BUILD-UP 02950	\$307 I					
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 BICUSPID ROOT CANAL 03320	\$1,336 \$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					
	I					
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						
PURCHASE OR SCRATCH START						
. 3.13.11.12.21.13.11.01.01.11.11						

STAFF DATA								
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS		
FRONT OFFICE	2023	Yes		\$36,898				
PATIENT COORDINATOR				700,000				
FRONT OFFICE				\$27,687				
FRONT OFFICE				. ,				
FRONT OFFICE								
ASSISTANT	2007	Yes		\$18,199				
ASSISTANT	200.			ψ 10,100				
ASSISTANT								
ASSISTANT								
ASSISTANT								
HYGIENIST	2024	Yes		\$44,853				
HYGIENIST				Ţ · · ·,====				
HYGIENIST								
HYGIENIST								
LAB TECHNICIAN								
LAB TECHNICIAN								
ASSOCIATE								
ASSOCIATE ASSOCIATE								
AUGUUIATE								
WHAT BENEFITS DO YOU	DDO)/IDE EC		TAFFO					
WHAT BENEFITS DO YOU	PROVIDE FC	RIHES	SIAFF?	<u> </u>				
OOOT OF BENEFITO BROW	UDED FOR F	A OLL ENA	DI OVEE					
COST OF BENEFITS PROV	/IDED FOR E.	ACH EM	PLOYEE					
DO VOLLUDE ANNUMBAL	D EARAH V ME	MDEDOG	`	Iv.				
DO YOU HIRE ANY UNPAIL		MBERS !	?	No				
WHAT POSITION DO THE								
WHAT IS FAIR MARKET W	AGE FOR TH	EIR JOB	?					
ADE THERE ANY EMPLOY	TEC WHO A	DE DAID	MODE OD LESS					
ARE THERE ANY EMPLOY			THEIR POSITION?					
WHAT POSITIONS AND								
			ATION FOR EACH					
COLLECTION CENTER	S							
				1/1/2025 - 9/9/2025	2024	2023		
		GROS	SS COLLECTIONS	\$185,172	\$301,615	\$313,223		
		OWNE	ER COLLECTIONS					
	H	HYGIENI	ST COLLECTIONS					
	А	SSOCIA	TE COLLECTIONS					
	A	SSOCIA	TE COLLECTIONS					
	А	SSOCIA	TE COLLECTIONS					
			TE COLLECTIONS					
ASSOCIATE - SALARY II								
	N DOLLARS		1991ON SERVENI					
					0%			
HYGIENIST - SALARY II					0%			
					0%			
					0%			

CONFORMITY DATA			
	lv		
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Voc		
DOES FOOK FRACTICE MEET HIFAA STANDARDS! WITT NOT!	165		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
ANY DISCH EMART ACTION IN EAST / TRO: EXI EAIN	110		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
	<u>I</u>		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD	\$1,727		
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?	Ψ1,727		
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$1,727		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?			
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION			
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
TEN HIGHEST INCOME SC	% OF PRX INCOME	% OF YOUR FEE	% OF PATIENTS ON
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	THIS PLAN