

Nashville, Tennessee		GENERAL DENTISTRY	
DATA FOR PRACTICE #9162		PRICE : \$1,109,000	
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		2,770	
EXPANDABLE FOOTAGE		Yes	
TOTAL MO. RENT EXP.		\$11,818	
PRICE PER SQUARE FOOT		\$51.20	
IS OFFICE HANDICAPPED ACCESSIBLE?		Yes	
NUMBER OF PARKING SPACES		28	
PROXIMITY OF PARKING PLACES		On site garage with an elevator	
# EQUIPPED OPS		5	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		1	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)		3	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)		2	
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		\$2,904	
DATE OF LEASE i.e. "6/1/2016"		July 28, 2016	
DATE LEASE ENDS - i.e. "1/1/2020"		October 31, 2025	
IS THERE AN OPTION TO PURCHASE?		No	
RENEWAL OPTIONS		1,2,3, or 4 years guaranteed for 3 years with 1 year notice to vacate	
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		Work 6 mos to finish cases and ortho OR leave and practice >20 miles away	
DAYS/WEEK CURRENTLY WORKED		4.0	
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	Revenue Well used for social media marketing to our patients of record
DESCRIBE EXTERNAL MARKETING	None since 50% of our referrals are from internal referrals
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No; We show a steady increase in production every year since 2020
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	RevenueWell and Adit
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	1,736
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	35
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	9
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	24
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
PRACTICE DATA	
% INCOME FROM CASH	
% OF PATIENTS PAYING CASH	8%
% INCOME FROM FEE FOR SERVICE INSURANCE	15%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	77%
% INCOME FROM DISCOUNT FEE INSURANCE	85%
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	15%
% PRACTICE INCOME FROM MEDICAID	
% OF PATIENTS WITH MEDICAID	
% PRACTICE INCOME FROM REDUCED FEE PLANS	85%
% OF PATIENTS WITH REDUCED FEE PLANS	15%
SCHEDULING DATA	
MONDAY	7 AM - 3 PM
TUESDAY	7 AM - 3 PM
WEDNESDAY	7 AM - 3 PM
THURSDAY	7 AM - 3 PM
FRIDAY	
SATURDAY	
DAYS WORKED PER WEEK	4
OWNER HOURS WORKED PER WEEK	32
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	72
DENTIST PATIENT VISITS PER YEAR	1,600
HYGIENE PATIENT VISITS PER YEAR	4,800
NUMBER OF DAYS WORKED PER YEAR	185
NUMBER OF WEEKS WORKED PER YEAR	50
COLLECTION DATA	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$78,732
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$40,564
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$4,332
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$4,437
ACCOUNTS RECEIVABLE >90 DAYS	\$29,546

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	28%
OPERATIVE	7%
PEDODONTICS	
ORTHODONTICS	7%
IMPLANTS	6%
REMOVABLE PROSTHETICS	1%
FIXED PROSTHETICS	33%
ENDODONTICS	1%
PERIODONTICS	6%
ORAL SURGERY	2%
COSMETIC	8%
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	1%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	3rd Molars, Molar Endo, Sinus Lifts, Class 2 and 3 Ortho
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	\$128
TWO SURFACE ANTERIOR COMPOSITE 02331	\$282
CORE BUILD-UP 02950	\$435
CROWN - GOLD/PORCELAIN 02750	\$1,643
ANTERIOR CANAL ROOT CANAL 03310	\$1,133
PANORAMIC X-RAY 00330	\$151
TWO SURFACE POSTERIOR COMPOSITE 02392	\$323
CROWN - PORCELAIN CERAMIC 02740	\$1,643
LABIAL PORCELAIN VENEER 02962	\$1,640
BICUSPID ROOT CANAL 03320	\$1,236
AVERAGE OF FEES	\$861
PERCENT OF FEE PARITY	88%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	686,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	2,000,000 for Nashville Metro
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Centennial Healthcare/Hospitals, Vanderbilt Hospital & University,
Ascension St. Thomas	
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	
YEAR BEGINNING PRACTICE IN CITY	1996
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2016
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
FRONT OFFICE	2016	No		\$65,000		
PATIENT COORDINATOR	2021	Yes		\$53,000		
FRONT OFFICE	2025	Yes		\$46,500		
REMOTE INSUR.-CLAIM	2019	?		\$21,000		
FRONT OFFICE						
EFDA ASSISTANT	2023	Yes		\$46,500		
ASSISTANT	2025	Yes		\$40,000		
EFDA ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST	2023	Yes		\$78,000		
HYGIENIST	2021	Yes		\$58,600		
HYGIENIST	2025	Yes		\$43,000		
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Paid holidays and bonus based PTO, bonus pay based on production		
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE				See below		
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? NO		
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER				N/A		
COMPENSATION FOR EACH						
COLLECTION CENTERS						
1/1/2025 - 07/24/202				2024	2023	
GROSS COLLECTIONS				\$729,506	\$1,436,851	\$1,225,027
OWNER COLLECTIONS				\$529,882	\$1,017,890	\$908,556
HYGIENIST COLLECTIONS				\$199,624	\$418,961	\$316,471
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT					0%	

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?		Yes	
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?		Yes	
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN		No	
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN		No	
the 3rd or 4th dentist involved.			
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?		No	
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD		\$65,979	
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?		\$9,100	
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?		\$44,000	
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?		\$963	
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?		\$5,036	
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?		\$5,700	
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES		\$114,403	
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?		\$107,750	
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?		\$107,750	
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?		\$659	
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN		\$13,182	
HOW MUCH OF TOTAL IS FOR STAFF		\$13,182	
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 S(% 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
Delta Dental	34%	54%	
Aetna	2%	56%	
Connection Dental Network	7%	72%	
Cigna	15%	48%	
Blue Cross-Blue Shield	15%	55%	
	73%		