

North Nashville Suburb	
DATA FOR PRACTICE #9514	PRICE \$295,000

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.

This offering is considered to be a "Shell" practice. It is considered to be an alternative to a new start-up. The advantages of this type of purchase versus a start-up are 1.) The build-out and equipment are already done and in place, saving a great deal of time and effort, 2.) the cost of this office is more than \$200,000 less than a start-up would be (the seller spent over \$450,000 to open this office), 3.) there is an existing patient base of over 439 patients and 15 new patients per month versus none for a start-up, and 4.) there is an in-place skilled auxiliary staff in place versus the need to screen and hire new employees. Consider this option located in an attractive, above average income, low crime area of continuing growth.

OFFICE DATA	
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SQUARE FOOTAGE OF OFFICE	3,000
EXPANDABLE FOOTAGE	
CURRENT MONTHLY RENTAL i.e. "1200"	\$5,041
PRICE PER SQUARE FOOT	\$20.16
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes
NUMBER OF PARKING SPACES	25
PROXIMITY OF PARKING PLACES	In front and side of office entrance
# EQUIPPED OPS	6
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	1
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	4
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"	November 18, 2020
DATE LEASE ENDS - i.e. "1/1/2020"	January 31, 2026
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	5 year renewal
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	
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PLANS AFTER SALE OF PRACTICE	Leaving the area
DAYS/WEEK CURRENTLY WORKED	3.0

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	None
DESCRIBE EXTERNAL MARKETING	Google ads and flyers via snail mail
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide, DOCS, IV Sedation
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	Modento (via text & phone)
WHAT TYPE COMPUTER SYSTEM	Dentrix
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	439
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	15
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	8
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	N/A
HOW FAR AHEAD IS DENTIST SCHEDULED?	4 weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	N/A
PRACTICE DATA	
% INCOME FROM CASH	0%
% OF PATIENTS PAYING CASH	
% INCOME FROM INSURANCE	43%
% OF PATIENTS WITH INSURANCE	49%
% PRACTICE INCOME FROM CAPTITATION	
% OF PATIENTS WITH CAPITATION	
% PRACTICE INCOME FROM MEDICAID	57%
% OF PATIENTS WITH MEDICAID	51%
% PRACTICE INCOME FROM REDUCED FEE PLANS	57%
% OF PATIENTS WITH REDUCED FEE PLANS	51%
SCHEDULING DATA	
MONDAY	Closed
TUESDAY	8 AM - 5 PM
WEDNESDAY	8 AM - 5 PM
THURSDAY	8 AM - 5 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	24
ASSOCIATE HOURS WORKED PER WEEK	N/A
HYGIENIST HOURS WORKED PER WEEK	N/A
DENTIST PATIENT VISITS PER YEAR	108
HYGIENE PATIENT VISITS PER YEAR	N/A
NUMBER OF DAYS WORKED PER YEAR	58
NUMBER OF WEEKS WORKED PER YEAR	19
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$15,317
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$4,610
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$1,861
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$8,845
ACCOUNTS RECEIVABLE >90 DAYS	

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:

HYGIENE PRODUCTION	31%
OPERATIVE	25%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	
FIXED PROSTHETICS	
ENDODONTICS	4%
PERIODONTICS	
ORAL SURGERY	8%
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	25%
ADJUNCTIVE	8%
TOTAL	100%

WHAT SERVICES ARE REFERRED OUT? Orthodontics, Oral Surgery, Endodontics, Perio

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	\$98
TWO SURFACE ANTERIOR COMPOSITE 02331	\$220
CORE BUILD-UP 02950	
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	
PANORAMIC X-RAY 00330	\$122
TWO SURFACE POSTERIOR COMPOSITE 02392	\$246
CROWN - PORCELAIN CERAMIC 02740	
LABIAL PORCELAIN VENEER 02962	
BICUSPID ROOT CANAL 03320	
AVERAGE OF FEES	\$172
PERCENT OF FEE PARITY	123%

DEMOGRAPHIC DATA

WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	17,334
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES WITHIN	
MAJOR EMPLOYERS IN AREA	Dollar General, Paragon Acquisitions, Inc.

DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA Within 12 miles from Nashville metro

YEAR BEGINNING PRACTICE IN CITY	2021
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2021
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase

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		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	No		
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
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?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES	\$9,416		
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$9,416		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$9,416		
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	\$150		
HOW MUCH OF TOTAL IS FOR STAFF?	\$150		
HOW MUCH OF TOTAL IS FOR OWNER?			
PLEASE LIST THE TOP TE	% OF PRX INCOME	% OF YOUR FEE	
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	FROM THIS PLAN	THIS PLAN PAYS	
Accept most private insurance			