

South of Richmond		PRICE: \$295,000
DATA FOR PRACTICE NUMBER		9482
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	2,000	
EXPANDABLE FOOTAGE		
CURRENT MONTHLY RENTAL i.e. "1200"	\$3,900	
PRICE PER SQUARE FOOT	\$23.40	
IS OFFICE HANDICAPPED ACCESSIBLE?	Yes	
NUMBER OF PARKING SPACES	10	
PROXIMITY OF PARKING PLACES	On site	
# EQUIPPED OPS	5	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES		
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		
DATE OF LEASE i.e. "6/1/2016"	June 1, 2012	
DATE LEASE ENDS - i.e. "1/1/2020"	May 30, 2024	
IS THERE AN OPTION TO PURCHASE?	Yes	
RENEWAL OPTIONS	As needed	
BUILDING VALUE TO BE USED		
PURCHASER MORTGAGE INTEREST RATE	3.75%	
PURCHASER MORTGAGE TERM - YEARS	20	
PURCHASER MONTHLY PAYMENT		
PURCHASER CURRENT MONTHLY RENT		
PRICE PER SQUARE FOOT		
WORK SCHEDULE		
PLANS AFTER SALE OF PRACTICE	Work until 2024 if possible	
DAYS/WEEK CURRENTLY WORKED	4.0	
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER		
DESIRED WORK DAYS/WEEK 1ST YR	3.0	
DESIRED WORK DAYS/WEEK 2ND YR	2.0	
DESIRED WORK DAYS/WEEK 3RD YR	1.0	
DESIRED WORK DAYS/WEEK 4TH YR	1.0	
DESIRED WORK DAYS/WEEK 5TH YR	1.0	
DESIRED WORK DAYS/WEEK 6TH YR	1.0	
COVID INFORMATION		
DATE CLOSED FOR COVID	April 1, 2020	
DATE REOPENED FOR COVID	June 5, 2020	
DATE OF LATEST PRACTICE REVENUE	December 31, 2020	
AMOUNT OF LATEST PRACTICE REVENUES	\$301,112	
ANNUALIZED 2020 COLLECTIONS ADJUSTED FOR TIME CLOSED	\$366,353	
AMOUNT OF ANY OUTSTANDING PPP OR EIDL LOANS		

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	Being friendly; getting google reviews; inquiring about family & friends.
DESCRIBE EXTERNAL MARKETING	
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	
WHAT TYPE COMPUTER SYSTEM	Softdent
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF PTS LAST 18 MONTHS	499
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	27
AVERAGE NUMBER PTS TREATED PER DAY BY DENTIST(S)	15
AVERAGE NUMBER PTS TREATED PER DAY BY HYGIENIST(S)	10
HOW FAR AHEAD IS DENTIST SCHEDULED?	3 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	No hygienist at this time
PRACTICE DATA	
% INCOME FROM CASH	25%
% OF PATIENTS PAYING CASH	25%
% INCOME FROM INSURANCE	75%
% OF PATIENTS WITH INSURANCE	75%
% 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	8:30 AM - 5:30 P
TUESDAY	8:30 AM - 5:30 P
WEDNESDAY	8:30 AM - 5:30 P
THURSDAY	
FRIDAY	8:30 AM - 5:30 P
SATURDAY	
	43922
OWNER HOURS WORKED PER WEEK	37
ASSOCIATE HOURS WORKED PER WEEK	
HYGIENIST HOURS WORKED PER WEEK	4
DENTIST PATIENT VISITS PER YEAR	2,476
HYGIENE PATIENT VISITS PER YEAR	
NUMBER OF DAYS WORKED PER YEAR	50
NUMBER OF WEEKS WORKED PER YEAR	200
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$84,929
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$43,723
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$22,577
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$10,567
ACCOUNTS RECEIVABLE >90 DAYS	\$8,063

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	25%
OPERATIVE	27%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	13%
FIXED PROSTHETICS	2%
ENDODONTICS	2%
PERIODONTICS	16%
ORAL SURGERY	2%
COSMETIC	
TMJ TREATMENT	
SOFT TISSUE MANAGEMENT	
DIAGNOSTIC	13%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	RCT, Molar Ext, Surgical Perio6
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	\$95
TWO SURFACE ANTERIOR COMPOSITE 02331	\$174
CORE BUILD-UP 02950	\$254
CROWN - GOLD/PORCELAIN 02750	
ANTERIOR CANAL ROOT CANAL 03310	\$726
PANORAMIC X-RAY 00330	\$162
TWO SURFACE POSTERIOR COMPOSITE 02392	\$174
CROWN - PORCELAIN CERAMIC 02740	\$1,162
LABIAL PORCELAIN VENEER 02962	
BICUSPID ROOT CANAL 03320	\$799
AVERAGE OF FEES	\$443
PERCENT OF FEE PARITY	106%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	6,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	352,802
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	Virginia State University, HCA Hospitals, Walmart, Sabra, Hill Phoenix
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	No known economic changes in the drawing area; proposal for one casino is up for a vote.
YEAR BEGINNING PRACTICE IN CITY	1999
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2012
RIGHT OR LEFT HANDED	Left
PURCHASE OR SCRATCH START	Purchase

STAFF DATA						
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS
RECEPTIONIST				\$40,000		\$8,400
OFFICE MANAGER						
INSURANCE						
OTHER FRONT DESK						
BOOKKEEPER						
ASSISTANT				\$36,000		\$8,400
ASSISTANT				\$2,400		
ASSISTANT						
ASSISTANT						
ASSISTANT						
HYGIENIST						
HYGIENIST						
HYGIENIST						
LAB TECHNICIAN						
LAB TECHNICIAN						
ASSOCIATE						
ASSOCIATE						
ASSOCIATE						
	3					
WHAT BENEFITS DO YOU PROVIDE FOR THE STAFF?				Medical; Limited Dental		
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						
				2021	2020	2019
GROSS COLLECTIONS				\$361,388	\$301,112	\$346,802
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT				\$0	\$0	
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		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT YOUR PRACTICE OF DENTISTRY?	None		
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?	\$1,300		
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?	\$600		
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?	\$291/month		
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?	Included		
TAXES AND LICENSES EXPLANATION			
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?	\$2,000		
HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?	\$800		
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?	\$1,200		
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?	\$600		
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	\$2,000		
HOW MUCH OF TOTAL IS FOR STAFF?	\$800		
HOW MUCH OF TOTAL IS FOR OWNER?	\$1,200		
PLAN NAME - BE SURE TO LIST DELTA PREMIERE IF YOU HAVE	% OF PRX INCOME FROM THIS PLAN	% OF YOUR FEE THIS PLAN PAYS	
Aetna			
Anthem			
Cigna			
Delta			
GEHA			
United Healthcare			
MetLife			
Dentamax			
United Concordia			
Guardian			