## Practice Number 9546 GENERAL DENTISTRY PRICE: \$329.000 Williamsburg, Virginia 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 1.700 EXPANDABLE FOOTAGE 3,200 TOTAL MO. RENT EXP. \$3,000 PRICE PER SQUARE FOOT \$21.18 IS OFFICE HANDICAPPED ACCESSIBLE? Yes NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES Front of 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 Possible IF NOT APPRAISED, ESTIMATED BUILDING PRICE \$1,000,000 F NOT SOLD, MONTHLY RENTAL AMOUNT ANNUAL REAL ESTATE TAXES \$7,200 ANNUAL REAL ESTATE INSURANCE COST \$3,300 DATE OF LEASE i.e. "6/1/2016" DATE LEASE ENDS - i.e. "1/1/2020" IS THERE AN OPTION TO PURCHASE? RENEWAL OPTIONS BUILDING VALUE TO BE USED \$1,000,000 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 DAYS/WEEK CURRENTLY WORKED 2.5 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?	None					
RESULTS						
DESCRIBE INTERNAL MARKETING	Health Grades Important					
DESCRIBE INTERNAL MARKETING	Health Grades Important					
DESCRIBE EXTERNAL MARKETING	Internet					
DESCRIBE EXTERNAL WARRETING	memer					
LIAO ODOGO GUANGED GIONIEIGANTI VO MILIVO	In.					
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No					
LIOT OFDATIONS LIGED. MITDOUS DOOS IN OFDATION	In.					
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No					
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?						
WHAT TYPE COMPUTED SYSTEM						
WHAT TYPE COMPUTER SYSTEM	TA & DEDUCED FEE DI ANG					
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DA						
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	1,281					
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	10					
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	10					
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	8					
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks					
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	3 Months					
PRACTICE DATA						
% INCOME FROM CASH	0%					
% OF PATIENTS PAYING CASH	0%					
% INCOME FROM FEE FOR SERVICE INSURANCE	90%					
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	90%					
% INCOME FROM DISCOUNT FEE INSURANCE	10%					
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	10%					
% PRACTICE INCOME FROM MEDICAID						
% OF PATIENTS WITH MEDICAID						
% PRACTICE INCOME FROM REDUCED FEE PLANS	10%					
% OF PATIENTS WITH REDUCED FEE PLANS	10%					
SCHEDULING DATA						
MONDAY	Closed					
TUESDAY	8 AM - 5 PM					
WEDNESDAY	8 AM - 5 PM					
THURSDAY	Once a month					
FRIDAY						
SATURDAY						
DAYS WORKED PER WEEK	2					
OWNER HOURS WORKED PER WEEK	20					
ASSOCIATE HOURS WORKED PER WEEK						
HYGIENIST HOURS WORKED PER WEEK	20					
DENTIST PATIENT VISITS PER YEAR						
HYGIENE PATIENT VISITS PER YEAR						
NUMBER OF DAYS WORKED PER YEAR						
NUMBER OF WEEKS WORKED PER YEAR	45					
COLLECTION DATA						
	98%					
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$51,217					
WHAT IS YOUR PATIENT CREDIT BALANCE						
ACCOUNTS RECEIVABLES - CURRENT	\$36,689					
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$4,073					
ACCOUNTS RECEIVABLE - 61-90 DAYS	-\$862					
ACCOUNTS RECEIVABLE >90 DAYS	\$9,227					

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:						
HYGIENIST PRODUCTION	26%					
OPERATIVE	40%					
PEDODONTICS						
ORTHODONTICS						
IMPLANTS						
REMOVABLE PROSTHETICS						
FIXED PROSTHETICS						
ENDODONTICS						
PERIODONTICS						
ORAL SURGERY	4%					
COSMETIC						
TMJ TREATMENT						
DIAGNOSTIC						
OTHER	3%					
TOTAL	100%					
WHAT SERVICES ARE REFERRED OUT?						
REVENUES SOURCES						
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER						
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	Yes					
IF SO HOW MUCH IN CURRENT PERIOD?	\$70,000					
IF SO , HOW MUCH FOR LAST YEAR?						
IF SO HOW MUCH FOR THE PREVIOUS YEAR?						
WHAT IS THE SOURCE OF THIS OTHER INCOME?	Building rents					
	1					
FEE SCHEDULE						
	aro.					
ADULT PROPHY 01110 TWO SURFACE ANTERIOR COMPOSITE 02331	\$59 \$112					
CORE BUILD-UP 02950	\$144 I					
CROWN - GOLD/PORCELAIN 02750	\$679 T					
ANTERIOR CANAL ROOT CANAL 03310	\$415					
PANORAMIC X-RAY 00330	\$62					
TWO SURFACE POSTERIOR COMPOSITE 02392	\$131					
CROWN - PORCELAIN CERAMIC 02740	\$695					
LABIAL PORCELAIN VENEER 02962	\$708					
BICUSPID ROOT CANAL 03320	\$500 Loga					
AVERAGE OF FEES	\$351					
PERCENT OF FEE PARITY	46%					
DEMOGRAPHIC DATA						
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	70,000					
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	70,000					
	7.0,000					
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES						
WITHIN						
MAJOR EMPLOYERS IN AREA	Anheuser Busch; Colonial Williamsburg					
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	None					
YEAR BEGINNING PRACTICE IN CITY	1973					
YEAR BEGINNING PRACTICE IN CURRENT LOCATION						
RIGHT OR LEFT HANDED						
PURCHASE OR SCRATCH START	Scratch					

STAFF DATA							
POSITION	YEAR HIRED	STAY	BENEFITS	ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	
FRONT OFFICE/DA		Yes		\$38,141			
PATIENT COORDINATOR							
FRONT OFFICE		Yes		\$27,558			
FRONT OFFICE							
FRONT OFFICE							
ASSISTANT							
ASSISTANT							
ASSISTANT							
ASSISTANT							
ASSISTANT							
HYGIENIST		Yes		\$42,306			
HYGIENIST							
HYGIENIST							
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE							
ASSOCIATE							
ASSOCIATE							
WHAT BENEFITS DO YOU	PROVIDE FO	R THE S	STAFF?				
				ı			
COST OF BENEFITS PROV	/IDED FOR E	ACH FM	PLOYEE	I			
COOT OF BENEFITOTION	IDED I OILE	AOIT LIVI	LOTEL				
DO VOLLHIDE ANVILNIBAII	) EVMII A WE	MDEDS	)	No			
	HIRE ANY UNPAID FAMILY MEMBERS?			INO			
WHAT POSITION DO THEY			2				
WHAT IS FAIR MARKET W.	AGE FUR IH	EIR JUB	<u> </u>				
ARE THERE ANY EMPLOY	EES WHO AE	SE PAID	MORE OR LESS				
			THEIR POSITION?				
WHAT POSITIONS AND				<u> </u>			
	CC	MPENS	ATION FOR EACH				
COLLECTION CENTERS	S						
				2024	2023	2022	
		GRO	SS COLLECTIONS				
		OWN	R COLLECTIONS				
HYGIENIST COLLECTIONS							
ASSOCIATE COLLECTIONS							
ASSOCIATE COLLECTIONS							
ASSOCIATE COLLECTIONS							
ASSOCIATE COLLECTIONS							
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT							
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				0%			
V/V							

CONFORMITY DATA					
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes				
BOES TOOKT TACTICE WILL TOOTA STANDARDS: WITH NOT:	103				
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Voc				
DOES FOOR FRACTICE MEET HIFAA STANDARDS! WITH NOT!	165				
ANIV DIOQIDI INA DV A OTIONI IN LA OTIZ VDOG. FVDI A IN	lv.				
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No				
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No				
ANTITIACTICE EAWSOITSTILLED IN FAST TENTING. EXITEMIN	NO				
DESCRIPE ANY LIEALTH PROPIEMS WHICH WOLLD AFFECT	Nama				
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	None				
YOUR PRACTICE OF DENTISTRY?					
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?	\$3,000				
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		THIS PLAN PAYS			
Aetna					
Ameritas					
Anthem BCBS					
BCBS of SC					
BlueCross Dental					