

<b>Practice Number 9546 GENERAL DENTISTRY</b>		<b>PRICE: \$329,000</b>
<b>Williamsburg, Virginia Owner/Operator Purchase</b>		
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.		
<b>OFFICE DATA</b>		
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	25	
PROXIMITY OF PARKING PLACES	Front of building	
# EQUIPPED OPS	5	
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	3	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	3	
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2	
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	3	
DO YOU OWN YOUR BUILDING? YES OR NO	Yes	
DO YOU WISH TO SELL THE BUILDING? YES OR NO	Possible	
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	\$1,000,000	
IF 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		
<b>WORK SCHEDULE</b>		
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 EXTERNAL MARKETING	Internet
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	No
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	No
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
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

<b>WHAT PERCENTAGE OF THE PRACTICE INCOME IS:</b>	
HYGIENIST PRODUCTION	26%
OPERATIVE	40%
PEDODONTICS	
ORTHODONTICS	4%
IMPLANTS	3%
REMOVABLE PROSTHETICS	5%
FIXED PROSTHETICS	3%
ENDODONTICS	2%
PERIODONTICS	10%
ORAL SURGERY	4%
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	3%
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	
<b>REVENUES SOURCES</b>	
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
<b>FEE SCHEDULE</b>	
ADULT PROPHY 01110	\$59
TWO SURFACE ANTERIOR COMPOSITE 02331	\$112
CORE BUILD-UP 02950	\$144
CROWN - GOLD/PORCELAIN 02750	\$679
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
AVERAGE OF FEES	\$351
PERCENT OF FEE PARITY	46%
<b>DEMOGRAPHIC DATA</b>	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	70,000
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	70,000
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	1986
RIGHT OR LEFT HANDED	Right
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 FOR THE STAFF?						
COST OF BENEFITS PROVIDED FOR EACH EMPLOYEE						
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?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER						
COMPENSATION FOR EACH						
COLLECTION CENTERS						
	2024	2023	2022			
GROSS COLLECTIONS						
OWNER COLLECTIONS						
HYGIENIST COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE COLLECTIONS						
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT						
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT		0%				

