

# NORTHERN CALIFORNIA PRACTICE SALES

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PLEASE CALL STEPHEN MOLINELLI AT 650•347•5346

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## SAN FRANCISCO, CALIFORNIA PRACTICE SUMMARY

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**LOCATION:** **General:** San Francisco, California **Specific:** Downtown in a large Class A building adjacent to Union Square, San Francisco's most prominent and prestigious hotel and shopping location. There are eleven dental practitioners currently in the building along with several other professional offices.

**YEARS OWNER WITH PRACTICE:** 38 years

**YEARS AT PRESENT LOCATION:** 29 years

**SPECIALTY:** General Dentistry

**REASON FOR SELLING:** Retirement

**OFFICE SPACE SQUARE FOOTAGE:** Approximately 700 square feet with street parking.

**NUMBER AND TYPES OF ROOMS:** Two fully equipped operatories (one with digital radiography) with Belmont patient chairs and delivery units, sterilization/lab area, reception area, front/business office, access to two public restrooms and a private office.

**OFFICE DESCRIPTION** This office facility is modern and designed very well to maximize space and efficiency. It is very bright and spacious with framed artwork and photographs, not all of which are included in the sale. It was completely built out from scratch in 1989 and provides a fully equipped dental office at a rental rate much lower than other dental professionals in the Union Square area.

**BUILDING USE** The building is an historic multi-story professional building that was extensively remodeled in 2010.

**LEASE** The current lease payment is approximately \$2,541 per month beginning on January 1, 2018 and ending in 2019. It is considered "below market" in terms of cost and the landlord seems willing to enter into a new lease with the buyer of the practice. It should be noted that this landlord only provides five year leases to tenants in the building and a five year renewal option is also available.

### STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	4/32	38 Years	See Page 2	Ownership
Office Manager	4/32	2 Years	\$64,992/Year	None

### OFFICE HOURS:

	Monday	Tuesday	Wednesday	Thursday	Friday
Office	8:30 am – 4:30 pm	8:30 am – 4:30 pm	8:30 am – 5:00 pm	8:30 am – 5:00 pm	Closed

### DAYS WORKED:

YEAR	PATIENT DAYS DOCTOR WORKED
2015	180
2016	180
2017	155

**ACTIVE PATIENTS:** There are approximately 750 active patients.

**PATIENTS SEEN PER DAY:** **DOCTOR: 10-12**

**RECALL SYSTEM:** Appointments for the patient's next visit are made before the patient leaves the office. The office will then follow up with postcards, emails and phone calls as needed.

**NEW PATIENTS PER MONTH:** Approximately 9 new patients per month in 2017.

**ADVERTISING:** The practice does not advertise and relies on satisfied patients, high YELP ratings and word of mouth to generate new patients.

**SAMPLE FEES:**

PERIODIC ORAL EVALUATION	\$45
BITEWINGS-FOUR FILMS	\$70
PROPHYLAXIS - ADULT	\$110
AMALGAM 2-SURFACES	\$175
RESIN-2 SURFACES, POSTERIOR PERM.	\$215
CROWN, PORCELAIN/HI NOBLE	\$1,200
PERIODONTAL MAINTENANCE	\$155
EXTRACTION	\$125

**PAYMENT BREAKDOWN: CASH: 55%; INSURANCE: 45%**  
**PPO PLANS IN PLACE: DELTA, CIGNA, AETNA, MET LIFE.**

**PRODUCTION PROFILE:**

DIAGNOSTIC:	17%
PREVENTIVE:	29%
RESTORATIVE:	33%
ENDODONTICS:	0%
PERIODONTICS:	3%
PROSTHODONTICS:	14%
ORAL SURGERY:	0%
OTHER:	4%

**FINANCIAL POLICY:** Patients typically pay their portion of dental treatment at the time of service with the office billing the various insurance companies. Senior Citizens are typically given a discount and some patients will also receive a discount for up front payments. The office accepts Visa and MasterCard.

**GROSS COLLECTIONS:**

2015	\$433,832
2016	\$469,388
2017	\$427,589

**AVERAGE ANNUAL NET INCOME:**

Year	Adjusted Net Cash Flow
2015	\$244,538
2016	\$247,889
2017	\$237,009

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**ASKING PRICE: \$350,000**

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The preceding information has been furnished to Northern California Practice Sales by the Seller, unless otherwise noted. Although deemed accurate and reliable, Northern California Practice Sales has not verified the information. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.