

NORTHERN CALIFORNIA PRACTICE SALES

FOR FURTHER INFORMATION REGARDING THIS PRACTICE OPPORTUNITY
PLEASE CALL STEPHEN MOLINELLI AT 650•347•5346

MARIN COUNTY, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** Marin County, California **Specific:** The practice is located n Corte Madera on a main avenue in a commercial district adjacent to other commercial buildings and within walking distance of residential neighborhoods and a large shopping mall.

AGE OF PRACTICE: 35 years

YEARS OWNER WITH PRACTICE: 35 years

SPECIALTY: General and Family Dentistry

REASON FOR SELLING: Retirement

OFFICE SPACE SQUARE FOOTAGE: Approximately 700 square feet leased at \$2,793 per month. The current term of the lease expires in February of 2020. The landlord has indicated a strong willingness to enter into a long term lease, including renewal options, with the buyer of the practice.

NUMBER AND TYPES OF ROOMS: Three fully-equipped operatories with modern patient chairs and delivery units, large reception area, lab, sterilization area, business office and a storage closet. The office is not equipped with digital radiography/intra-oral camera but is completely computerized. It has an intimate and private aura and exudes professionalism and patient comfort at every turn.

OFFICE DESCRIPTION The office is bright and clean with high ceilings and outdoor views from most every room which create a very open space work environment.

BUILDING USE/PARKING The office is housed in a professional building with very high levels of foot and car traffic. Parking is readily available in the various parking lots adjacent to the building.

COMPUTER SYSTEM The office utilizes computers system with **EagleSoft** software.

STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	4/28	35 Years	See page 2	Ownership
Office Manager	4/28	1 Year	\$20.00/hour	None

OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Closed	8:00 am – 4:00 pm	8:00 am – 4:00 pm	8:00 am – 4:00 pm	8:00 am–4:00pm	8:00 am–4:00pm

DAYS WORKED:

YEAR	HYGIENE/DOCTOR DAYS
2015	Approximately 180
2016	Approximately 180
2017	Approximately 156

TOTAL ACTIVE PATIENTS: Approximately 500 seen in the last 24 months.
MARKETING/ADVERTISING: The practice does no advertising and relies on word of mouth and YELP reviews to attract new patients. There were about 1-2 new patients per month seen in 2017.

SAMPLE FEES:

PERIODIC ORAL EVALUATION	\$80
BITEWINGS-FOUR FILMS	\$97
PROPHYLAXIS - ADULT	\$135
AMALGAM—2 SURFACE, PERMANENT	\$273
RESIN-2 SURFACES, POSTERIOR PERM.	\$278
CROWN, PORCELAIN/HI NOBLE	\$1,595
PERIODONTAL MAINTENANCE	\$175
EXTRACTION	N/A
INVISALIGN	N/A

PRODUCTION PROFILE (APPROXIMATE PERCENTAGE OF OFFICE PRODUCTION):

EXAMS	18%
RADIOGRAPHS	6%
PROPHYS	27%
FILLINGS	10%
CROWNS	27%
ENDODONTICS	0%
PERIODONTICS	4%
IMPLANTS	8%
ORAL SURGERY	0%

PAYMENT PROFILE: Cash: 50%; Insurance: 50%

REFERRED SERVICES: All endodontic, oral surgery and orthodontic cases are referred to local specialists.

FINANCIAL POLICY: Patient payments are sometimes collected at the time of service but the patients are used to receiving a bill for their work. This policy yields a very high collection percentage due to the long-standing and intimate nature of the dentist-patient relationship.

GROSS COLLECTIONS:

2015	\$314,254
2016	\$310,805
2017	\$359,803

ANNUAL AVERAGE GROSS INCOME FOR 2015, 2016 AND 2017: \$328,287

ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:

Year	Adjusted Net Cash Flow
2015	\$153,268
2016	\$141,895
2017	\$TBD

AVERAGE 2015, 2016 AND 2017 ADJUSTED ANNUAL NET CASH FLOW: \$TBD

ASKING PRICE: \$250,000

Note: The Seller has furnished the preceding information to Northern California Practice Sales, 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.