

NORTHERN CALIFORNIA PRACTICE SALES

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

MENLO PARK, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** Menlo Park, California **Specific:** The practice is located on a main street on block from downtown Menlo Park. It is in a building which houses other medical and dental practices.

AGE OF PRACTICE: 40+ years

YEARS OWNER WITH PRACTICE: 4 years

YEARS AT PRESENT LOCATION: 40+ years

SPECIALTY: General and Family Dentistry

REASON FOR SELLING: Change of career

OFFICE SPACE SQUARE FOOTAGE: Approximately 1,400 square feet with on-site and street parking.

NUMBER AND TYPES OF ROOMS: Five fully equipped operatories, reception area, laboratory, sterilization area, two person front/business office, private office and restroom. The office is very well appointed and exudes professionalism at every turn.

OFFICE DESCRIPTION This office facility is completely up to date and would be considered as nice as it comes in the dental profession. The office would be considered to have the necessary technology to stay current. Along with having modern equipment, patient chairs, hardware and software, it is also bright and spacious with framed artwork and photographs adorning the office walls. There are outdoor views from most rooms.

LEASE The current lease payment is approximately \$6,250 per month and expires in 2022 with one five year renewal option available.

COMPUTER SYSTEM The office is completely computerized and uses Dentrix software and a Dexis digital radiography system.

STAFF PROFILE:

Position	Days/Hours	Hired Date	Pay Rate	Benefits
Office Manager/Front Desk	1/8		\$40.63/hour	Six Vacation Days
R.D.A.	4/32		\$34.00/hour	Five Vacation Days
Treatment Coordinator	3/24		\$22.00/hour	Three Vacation Days
Hygienist	2/16		\$500/day	None
Hygienist	3/24		\$480/day	None

OFFICE HOURS: The office is open three days per week and every other Monday.

Monday	Tuesday	Wednesday	Thursday	Friday
7:00 am–4:00 pm	7:00 am – 4:00 pm	Closed	7:00 am – 4:00 pm	Closed

DAYS WORKED:

YEAR	PATIENT DAYS DOCTOR WORKED
2016	Approximately 150
2017	Approximately 150
2018	Approximately 138

ACTIVE PATIENTS: There are approximately 1,100 active patients.

PATIENTS SEEN PER DAY: DOCTOR: 60% HYGIENE DEPARTMENT: 40%

RECALL SYSTEM: Email/Text/Voicemail

NEW PATIENTS PER MONTH: Approximately 15 new patients per month in 2018.

ADVERTISING: The practice mainly relies on satisfied patients, word of mouth, YELP reviews and its website to generate new patients.

SAMPLE FEES:

PERIODIC ORAL EVALUATION	\$66
BITEWINGS-FOUR FILMS	\$94
PROPHYLAXIS - ADULT	\$154
AMALGAM-2 SURFACES, PERM.	\$251
RESIN-2 SURFACES, POSTERIOR PERM.	\$363
CROWN, PORCELAIN/HI NOBLE	\$1,622
EXTRACTION	\$279
PERIODONTAL MAINTENANCE	\$182
INVISALIGN	N/A

PRODUCTION PROFILE:

DIAGNOSTIC:	20%
PREVENTIVE:	25%
RESTORATIVE:	39%
ENDODONTICS:	0%
PERIODONTICS:	2%
PROSTHODONTICS:	8%
ORAL SURGERY:	0%
ADJ. SERVICES:	5%

REFERRED SERVICES: Almost all endodontics, periodontics, oral surgery and orthodontics.

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. As of June 30, 2019, there was a balance of \$11,749 in accounts receivable.

PRACTICE DESCRIPTION: This practice has excellent fundamentals and is one of the premier practices in Menlo Park. Along with significant upside potential due to the referral of most specialty procedures, the sound hygiene program is complemented by a loyal and professional staff. It is very well equipped with the latest technologies, relies on word of mouth to attract new patients. The equipment is modern and exudes professionalism and class. The patients have a high dental IQ and are stable, reliable and responsible which make this practice poised for the next generation.

GROSS COLLECTIONS:

2019	\$310,675 thru 6/30/19
2018	\$577,081
2017	\$626,401
2016	\$549,414

NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME: \$152,514

Year	Adjusted Net Cash Flow
2018	\$95,522
2017	\$156,109
2016	\$131,856

ASKING PRICE: \$450,000

The preceding information has been furnished to Northern California Practice Sales by the Seller. 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.

Northern California Practice Sales

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