

# NORTHERN CALIFORNIA PRACTICE SALES

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

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## NOVATO, CALIFORNIA DENTAL PRACTICE SUMMARY

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**LOCATION:** **General:** Novato, CA, Marin County, California  
**Specific:** The office is conveniently located in an attractive, well-maintained, multi-story Medical Professional building complex with ample parking with close proximity to downtown Novato. Located just off Highway 101/Atherton Avenue exit.

**AGE OF PRACTICE:** 40 years

**YEARS OWNER WITH PRACTICE:** 5 years

**YEARS AT PRESENT LOCATION:** 25 years

**SPECIALTY:** **General and Family Dentistry**

**REASON FOR SELLING:** Relocation to East Coast

**OFFICE SPACE SQUARE FOOTAGE:** **Approximately 760 square feet.**

**NUMBER AND TYPES OF ROOMS:** Turn-key practice was completely outfitted with new equipment and furnishings in 2014. Two fully-equipped operatories areas with the latest A-dec chairs, delivery systems, lighting, digital X-ray and cabinetry/wall storage systems; upgraded reception/waiting area and business office; custom built A-dec sterilization room; combination lab/storage/dark room. There is a public restroom down the hall from the office utilized by the other tenants in the building.

**PARKING:** Large shared parking lot with ample space for patients and staff.

**LEASE:** The current lease payment is approximately \$1,850 per month or \$29.30 on a per square foot basis annually. Current lease has built in two 5-year options, which a buyer of the practice may choose to take on and extend. Alternatively, the building owner is also willing to enter into a new long-term lease with the buyer of the practice.

There is also 1,450 square feet of additional space previously used as a medical office with its own private entrance that is adjacent to the subject practice that is not leased and could be used to expand the office.

**COMPUTER SYSTEM:** The office is completely digital and computerized, using the latest Eaglesoft software for scheduling, treatment plans, patient records and practice management.

### STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner/Dentist	4/32	5 years	Ownership	Ownership
Front/Reception	3/24	1 year	\$20/hr	None

Dental Assistant	4/32	5 years	\$15/hr	None
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**OFFICE HOURS:** The office is open one Saturday per month.

<b>Monday</b>	<b>Tuesday</b>	<b>Wednesday</b>	<b>Thursday</b>	<b>Friday</b>
9:00 am – 5:00 pm	9:00 am – 5:00 pm	Closed	9:00 am – 5:00 pm	9:00am—5:00pm

**PATIENT DAYS WORKED:**

<b>YEAR</b>	<b>APPROXIMATE PATIENT DAYS</b>
2015	Approximately 185
2016	Approximately 175
2017	Approximately 160

**ACTIVE PATIENTS:** Approximately 500 active patients have been seen within the past 24 months.

**PATIENTS SEEN PER DAY:** The owner sees an average of 6-7 patients per day.

**SAMPLE FEES:**

PERIODIC ORAL EVALUATION	\$35
BITEWINGS-FOUR FILMS	\$50
PROPHYLAXIS - ADULT	\$80
AMALGAM-2 SURFACES	\$130
RESIN-2 SURFACES	\$130
CROWN, PORCELAIN/HI NOBLE	\$930

**PRODUCTION PROFILE: PLEASE CALL FOR A DETAILED BREAKDOWN.**

PERIODIC EVALUATIONS:	9%
RADIOGRAPHS:	7%
PROPHYS:	19%
AMALGAMS:	0%
COMPOSITES:	18%
CROWNS:	20%
OTHER RESTORATIVE:	5%
IMPLANTS:	9%
PROSTHODONTICS:	6%
MICELLANEOUS:	7%

**REFERRED SERVICES:** Most oral surgery, all endodontic, periodontic and orthodontic cases are referred to local specialists.

**PPO PLANS IN PLACE:** Aetna, Anthem, Cigna, Delta Dental PPO, Fortis/DHA, Guardian, Met Life, Principal.

**FINANCIAL POLICY:** For the most part, patients pay for services as they are provided.

**PRACTICE DESCRIPTION:** This is a well-equipped general dental practice which operates in a low-key and friendly atmosphere. Due to the long-term status of the practice, it has a stable referral base of current patients. The patients have proven to be stable, reliable, responsible and are considered friends.

**GROSS COLLECTIONS:**

<b>Year</b>	<b>Gross Collections</b>
2015	\$218,954
2016	\$209,105
2017	\$234,909

**ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:**

<b>Year</b>	<b>Adjusted Net Cash Flow After Adjustments</b>
2015	\$94,478
2016	\$84,887
2017	\$108,625

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**ASKING PRICE: \$220,000**

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Note: 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.

**Northern California Practice Sales**

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