

NORTHERN CALIFORNIA PRACTICE SALES

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

SAN FRANCISCO, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** San Francisco, California **Specific:** The practice is located near Union Square in a multi-story medical/dental building.

AGE OF PRACTICE: 17 years

YEARS OWNER WITH PRACTICE: 17 years

YEARS AT PRESENT LOCATION: 5 years

SPECIALTY: **General Dentistry**

REASON FOR SELLING: Spend more time with family.

OFFICE SPACE SQUARE FOOTAGE: Approximately 1,300 square feet.

NUMBER AND TYPES OF ROOMS: The office is as nice as they come and has been consistently updated over the years. It contains four fully-equipped A-Dec operatories with x-ray heads and digital radiography sensors, lounge/laboratory, waiting room, two person front/business office, private office, sterilization room and storage room. The office is adorned with granite countertops, framed artwork and prints, and there are outdoor views from most every room. It exudes modern professionalism at every turn.

LEASE TERMS: The current lease payment is approximately \$7,700 per month and expires July 31, 2020. There is also a five year renewal option in place.

BUILDING USE/PARKING The office is in the premier medical/dental building in all of San Francisco. It has high levels of foot and car traffic outside the building and parking is available in many different parking lots in the Union Square area although many patients walk to the office and work nearby. There is also valet parking within the building's own parking garage.

COMPUTER SYSTEM The office is computerized and utilizes **EagleSoft** software.

STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Office Manager	4/32	1 Year	\$29.00/hour	Sick/Holiday
Hygienist	4/32	5 Years	\$500/day	Sick/Holiday
Associate/Hygiene	1/8	5 Years	\$600/day	None
R.D.A.	3/24	3 Months	Temp	None

OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday
9:00 am – 6:00 pm	Closed	8:00 am – 5:00 pm	9:00 am – 6:00 pm	8:00 am – 5:00 pm

DAYS WORKED:

YEAR	PATIENT DAYS DOCTOR WORKED
2015	Approximately 207
2016	Approximately 223
2017	Approximately 154 (Maternity Leave)

TOTAL ACTIVE PATIENTS: Approximately 1,137 seen in the last 24 months.

MARKETING/ADVERTISING: The owner mainly utilizes internal marketing efforts, satisfied patients and positive YELP and Google reviews to generate new patients. This approach generates about 20 new patients per month.

DOCTOR/HYGIENE PROD: DOCTOR: 80% HYGIENE DEPARTMENT: 20%

INCOME SOURCE: Insurance—90%/Cash or Private Pay—10%

SAMPLE FEES:	UCR	DELTA
PERIODIC ORAL EVALUATION	\$75	\$69
BITEWINGS-FOUR FILMS	\$85	\$79
PROPHYLAXIS - ADULT	\$130	\$111
AMALGAM—2 SURFACES, PERM.	N/A	N/A
RESIN-2 SURFACES, POSTERIOR PERM.	\$400	\$294
CROWN, PORCELAIN/HI NOBLE	\$1,600	\$1,239
PERIODONTAL MAINTENANCE	\$150	\$133
EXTRACTION	\$250	\$223
INVISALIGN	\$5,500	N/A

PRODUCTION PROFILE:

RADRIOGRAPHS	15%
EXAMS	21%
FILLINGS	18%
CROWNS	12%
PERIODONTICS	20%
PROSTHODONTICS	2%
ORAL SURGERY	0%
ENDODONTICS	0%
ORTHODONTICS	3%
OTHER	11%

FINANCIAL POLICY: For most procedures, the patient pays their co-payment at the time of treatment with the insurance company billed after completion. On larger cases, payment plans are offered and a discount is sometimes offered to senior citizens and for patients who pay for large cases with cash.

PPO PLANS IN PLACE: The office is a provider for Guardian, Met Life, Delta Dental and Cigna. There are no HMO's or capitation patients in this practice.

GROSS COLLECTIONS:

2016	\$734,900
2017	\$752,285

ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:

Year	Adjusted Net Cash Flow
2016	\$288,647
2017	\$273,488

ASKING PRICE: \$600,000

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.