

# NORTHERN CALIFORNIA PRACTICE SALES

FOR FURTHER INFORMATION REGARDING THIS PRACTICE OPPORTUNITY  
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:** The practice is located near Union Square in a multi-story medical/dental building.

**AGE OF PRACTICE:** 40+ years

**YEARS OWNER WITH PRACTICE:** 40+ years

**YEARS AT PRESENT LOCATION:** 40+ years

**SPECIALTY:** **General Dentistry**

**REASON FOR SELLING:** Retirement

**OFFICE SPACE SQUARE FOOTAGE:** Approximately 824 square feet.

**NUMBER AND TYPES OF ROOMS:** The office is bright and spacious with lots of natural light. There are three fully-equipped operatories with x-ray heads and digital radiography sensors, sterilization/laboratory, small waiting room, business office and storage closet. The office is adorned with framed artwork and prints, and there are outdoor views from most every room.

**LEASE TERMS:** The current lease payment is approximately \$4,500 per month and expires in April of 2021. The landlord has expressed a willingness to enter into a long term lease with the buyer of the practice.

**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 **Carestream/Practice Works** software.

### STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Owner	2/16	40+ Years	See page 2	Ownership
Office Manager	4/32	35+ Years	\$30.00/hour	None
Hygienist	3/24	35+ Years	\$475/day	None

### OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday
8:00 am – 4:00 pm	8:00 am – 2:00 pm	8:00 am – 2:00 pm	8:00 am – 2:00 pm	8:00 am – 2:00 pm

### DAYS WORKED:

YEAR	PATIENT DAYS DOCTOR WORKED
2017	Approximately 100
2018	Approximately 100
2019	Approximately 100

**TOTAL ACTIVE PATIENTS:** Approximately 400 seen in the last 24 months.

**MARKETING/ADVERTISING:** The owner does not advertise and relies satisfied patients and positive YELP reviews to generate new patients. This approach generates about 1-2 new patients per month.

**DOCTOR/HYGIENE PROD:** DOCTOR: 60% HYGIENE DEPARTMENT: 40%

**INCOME SOURCE:** Insurance—\_\_\_%/Cash or Private Pay—\_\_\_%

<b>SAMPLE FEES:</b>	<b>UCR</b>
PERIODIC ORAL EVALUATION	\$70
BITEWINGS-FOUR FILMS	\$85
PROPHYLAXIS - ADULT	\$150
AMALGAM—2 SURFACES, PERM.	N/A
RESIN-2 SURFACES, POSTERIOR PERM.	\$295
CROWN, PORCELAIN/HI NOBLE	\$1,800
PERIODONTAL MAINTENANCE	\$275
EXTRACTION	N/A
INVISALIGN	N/A

**PRODUCTION PROFILE (OWNER):**

DIAGNOSTICS	11%
PERIODONTICS	2%
RESINS/COMPOSITES	37%
CROWNS	16%
BRIDGES	6%
RESTORATIVE (MAJOR)	2%
RESTORATIVE (MINOR)	2%
DENTURES	7%
IMPLANTS	11%
ORAL SURGERY	1%
OTHER	5%

**FINANCIAL POLICY:** For most procedures, the patient pays their co-payment at the time of treatment with the insurance company billed after completion. A discount is sometimes offered to senior citizens and for patients who pay for large cases with cash. Occasionally, there will be some patients who are accommodated to pay over a few months.

**PPO PLANS IN PLACE:** The office is a provider for Aetna and Guardian, but there is no Delta nor HMO component nor any capitation patients in this practice.

**GROSS COLLECTIONS:**

2018	\$260,909
2019	\$260,307
2020	\$_____ as of May 31, 2020

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

Year	Adjusted Net Cash Flow
2018	\$25,263
2019	\$22,871
2020	TBD

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**ASKING PRICE: \$150,000**

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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.