

NORTHERN CALIFORNIA PRACTICE SALES

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

SAN JOSE/CUPERTINO, CALIFORNIA PRACTICE SUMMARY

LOCATION: **General:** San Jose, California **Specific:** The practice is located on the Cupertino/San Jose border on a main thoroughfare about a mile from **Highway 85** in a small commercial strip center professional building with other small commercial businesses as tenants.

AGE OF PRACTICE: 25 years

YEARS OWNER WITH PRACTICE: 25 years

SPECIALTY: **General and Family Dentistry**

REASON FOR SELLING: Focus on Fremont dental practice

OFFICE SPACE SQUARE FOOTAGE: Approximately **1,850 square feet** with plenty of parking.

NUMBER AND TYPES OF ROOMS: Five fully equipped operatories equipped with their own X-ray head, reception area, private office, consultation room, x-ray room, lab/sterilization area, two restrooms, dark room, staff lounge and plenty of storage. The office exudes professionalism and class.

OFFICE DESCRIPTION The office is appointed with framed artwork, furniture and photographs. It is located on a main thoroughfare in a well-established business and residential community. There are outdoor views from most rooms.

BUILDING USE The building is a single-story stand-alone building which houses the subject dental practice with an optometrist, ballroom dancing studio, and tutoring center as some of the adjacent businesses.

LEASE The current lease payment is approximately **\$7,150 per month**. The current lease expires in 2022.

COMPUTER SYSTEM The office uses **Eaglesoft** software and a Dexis digital radiography system with two sensors.

STAFF PROFILE:

Position	Days/Hours	Tenure	Pay Rate	Benefits
Receptionist	5/40	15 Years	\$27.00/hour	Medical/Vacation/Sick
Dental Assistant	6/48	20 Years	\$30.00/hour	Medical/Vacation/Sick
Hygienist	5/40	5 Years	\$60.00/hour	Medical/Vacation/Sick
Front Desk/Assistant	6/48	2 Years	\$25.00/hour	Medical/Vacation/Sick

OFFICE HOURS:

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Closed	9:30am –6:00 pm	9:30am –6:00 pm	9:30am –6:00 pm	9:30am –6:00 pm	9:30am –6:00 pm

DAYS WORKED:

YEAR	PATIENT DAYS
2015	Approximately 240
2016	Approximately 240
2017	Approximately 240

TOTAL PATIENTS: Approximately 1,500 patients seen over the last 24 months. This practice generates 8-10 new patients per month from internal marketing efforts, YELP and light advertising in Chinese language publications.

CASH/INS. BREAKDOWN: CASH: 20% INSURANCE: 80%

SAMPLE FEES:

PERIODIC ORAL EVALUATION	\$75.00
BITEWINGS-FOUR FILMS	\$50.00
PROPHYLAXIS - ADULT	\$90-110.00
AMALGAM 2 SURFACE	\$240.00
RESIN-2 SURFACES, POSTERIOR PERM.	\$300.00
CROWN, PORCELAIN/HI NOBLE	\$1,200
PERIODONTAL MAINTENANCE	\$190.00
EXTRACTION	\$240.00
INVISALIGN	\$4,000-6,000.00

PRODUCTION PROFILE (PERCENT OF DOCTORS' PRODUCTION):

CROWN AND BRIDGE	20%
DENTURES	1%
ENDODONTICS	1%
IMPLANTS	20%
GENERAL OPERATIVE	30%
ORAL SURGERY	1%
ORTHODONTICS	0%
PERIO/HYGIENE	30%

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

PPO PLANS IN PLACE: Delta Premier, Aetna, Met Life.

PRACTICE FEATURES: This is an excellent family dental practice in a well maintained, organized, low-key and friendly atmosphere. Due to the long-term status of the practice, several generations of families are patients and those patients have proven to be stable, reliable and responsible. New carpet, hardwood flooring, digital radiography and painting are recent upgrades to the facility.

FINANCIAL POLICY: Patient portion of treatment and co-payment fees are due at the time of treatment. The office accepts credit cards and some long-term patients receive a bill for services.

GROSS COLLECTIONS:

2017	\$1,174,838 thru December 19, 2017
2016	\$1,007,999
2015	\$1,019,834

AVERAGE ANNUAL GROSS INCOME FOR 2015 AND 2016: \$1,013,917

ADJUSTED NET CASH FLOW AFTER ADJUSTMENTS TO NET INCOME:

Year	Adjusted Net Cash Flow After Add Backs
2017	TBD thru September 30
2016	\$354,364
2015	\$453,328

AVERAGE 2015, 2016 AND 2017 ADJUSTED NET CASH FLOW: \$403,846

ASKING PRICE \$850,000

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.