

Sand Hills Area NC	
DATA FOR PRACTICE NUMBER 8795	
Price \$835,000	
The following data is provided by the owner of the practice. It is believed to the best of the owner's knowledge to be a true and accurate representation of the facts of the practice. It is the responsibility of any purchaser to verify all information contained herein and to seek qualified counsel in the interpretation and verification thereof.	
OFFICE DATA	
SQUARE FOOTAGE OF OFFICE	1,800
EXPANDABLE FOOTAGE	
TOTAL MO. RENT EXP.	\$3,795
PRICE PER SQUARE FOOT	\$25.30
IS OFFICE HANDICAPPED ACCESSIBLE?	
NUMBER OF PARKING SPACES	15
PROXIMITY OF PARKING PLACES	Outside front door
# EQUIPPED OPS	4
NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES	
NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S)	2
NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S)	2
NUMBER OF UNPLUMBED AND EMPTY OPERATORIES	
DO YOU OWN YOUR BUILDING? YES OR NO	NO
DO YOU WISH TO SELL THE BUILDING? YES OR NO	NO
IF NOT APPRAISED, ESTIMATED BUILDING PRICE	
IF NOT SOLD, MONTHLY RENTAL AMOUNT	
ANNUAL REAL ESTATE TAXES	\$418
ANNUAL REAL ESTATE INSURANCE COST	
DATE OF LEASE i.e. "6/1/2016"	Month to Month
DATE LEASE ENDS - i.e. "1/1/2020"	Month to Month
IS THERE AN OPTION TO PURCHASE?	
RENEWAL OPTIONS	
BUILDING VALUE TO BE USED	#NUM!
PURCHASER MORTGAGE INTEREST RATE	6.00%
PURCHASER MORTGAGE TERM - YEARS	20
PURCHASER MONTHLY PAYMENT	
PURCHASER CURRENT MONTHLY RENT	
PRICE PER SQUARE FOOT	
WORK SCHEDULE	
PLANS AFTER SALE OF PRACTICE	Work only in other office
DAYS/WEEK CURRENTLY WORKED	5.0
HOW MANY DAYS WOULD YOU PREFER TO WORK FOR BUYER	
DESIRED WORK DAYS/WEEK 1ST YR	
DESIRED WORK DAYS/WEEK 2ND YR	
DESIRED WORK DAYS/WEEK 3RD YR	
DESIRED WORK DAYS/WEEK 4TH YR	
DESIRED WORK DAYS/WEEK 5TH YR	
DESIRED WORK DAYS/WEEK 6TH YR	
PRACTICE HISTORY	
YEAR BEGINNING PRACTICE IN CITY	2008
YEAR BEGINNING PRACTICE IN CURRENT LOCATION	2008
RIGHT OR LEFT HANDED	Right
PURCHASE OR SCRATCH START	Purchase
DO YOU OWN OTHER PRACTICES? HOW FAR AWAY?	No

PRACTICE DATA	
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No
RESULTS	
DESCRIBE INTERNAL MARKETING	
DESCRIBE EXTERNAL MARKETING	
HAS GROSS CHANGED SIGNIFICANTLY? WHY?	
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes
WHAT TYPE RECALL SYSTEM	
WHAT TYPE COMPUTER SYSTEM	Eaglesoft
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DATA & REDUCED FEE PLANS	
ESTIMATE NUMBER OF DIFFERENT PATIENTS IN LAST 18 MONTHS	1,939
AVERAGE NUMBER OF NEW PATIENTS PER MONTH	49
AVERAGE NUMBER PATIENTS TREATED PER DAY BY DENTIST(S)	12
AVERAGE NUMBER PATIENTS TREATED PER DAY BY HYGIENISTS	13
HOW FAR AHEAD IS DENTIST SCHEDULED?	2 Weeks
HOW FAR AHEAD IS HYGIENIST SCHEDULED?	6 Months
PRACTICE DATA	
% INCOME FROM CASH	10%
% OF PATIENTS PAYING CASH	10%
% INCOME FROM FEE FOR SERVICE INSURANCE	5%
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	5%
% INCOME FROM DISCOUNT FEE INSURANCE	80%
% OF PATIENTS WITH DISCOUNT FEE INSURANCE	80%
% PRACTICE INCOME FROM MEDICAID	5%
% OF PATIENTS WITH MEDICAID	5%
% PRACTICE INCOME FROM REDUCED FEE PLANS	85%
% OF PATIENTS WITH REDUCED FEE PLANS	85%
SCHEDULING DATA	
MONDAY	8 AM - 4 PM
TUESDAY	8 AM - 4 PM
WEDNESDAY	8:30 AM - 1:00 PM
THURSDAY	8 AM - 4 PM
FRIDAY	Closed
SATURDAY	Closed
OWNER HOURS WORKED PER WEEK	8
ASSOCIATE HOURS WORKED PER WEEK	24
HYGIENIST HOURS WORKED PER WEEK	32
DENTIST PATIENT VISITS PER YEAR	1,960
HYGIENE PATIENT VISITS PER YEAR	2,548
NUMBER OF DAYS WORKED PER YEAR	196
NUMBER OF WEEKS WORKED PER YEAR	49
COLLECTION DATA	
WHAT IS YOUR COLLECTION PERCENTAGE	
ACTUAL ACCOUNTS RECEIVABLE BALANCE	\$76,727
WHAT IS YOUR PATIENT CREDIT BALANCE	
ACCOUNTS RECEIVABLES - CURRENT	\$85,377
ACCOUNTS RECEIVABLES - 31-60 DAYS	\$9,099
ACCOUNTS RECEIVABLE - 61-90 DAYS	\$1,189
ACCOUNTS RECEIVABLE >90 DAYS	-\$18,939

WHAT PERCENTAGE OF THE PRACTICE INCOME IS:	
HYGIENIST PRODUCTION	17%
OPERATIVE	70%
PEDODONTICS	
ORTHODONTICS	
IMPLANTS	
REMOVABLE PROSTHETICS	3%
FIXED PROSTHETICS	9%
ENDODONTICS	
PERIODONTICS	1%
ORAL SURGERY	
COSMETIC	
TMJ TREATMENT	
DIAGNOSTIC	
OTHER	
TOTAL	100%
WHAT SERVICES ARE REFERRED OUT?	Endo, Implants, Some Perio
REVENUES SOURCES	
IS ANY OF YOUR REPORTED INCOME FROM ANY OTHER SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No
IF SO HOW MUCH IN CURRENT PERIOD?	
IF SO , HOW MUCH FOR LAST YEAR?	
IF SO HOW MUCH FOR THE PREVIOUS YEAR?	
WHAT IS THE SOURCE OF THIS OTHER INCOME?	
FEE SCHEDULE	
ADULT PROPHY 01110	\$107
TWO SURFACE ANTERIOR COMPOSITE 02331	\$240
CORE BUILD-UP 02950	\$317
CROWN - GOLD/PORCELAIN 02750	\$1,290
ANTERIOR CANAL ROOT CANAL 03310	\$869
PANORAMIC X-RAY 00330	\$135
TWO SURFACE POSTERIOR COMPOSITE 02392	\$216
CROWN - PORCELAIN CERAMIC 02740	\$1,302
LABIAL PORCELAIN VENEER 02962	\$1,358
BICUSPID ROOT CANAL 03320	\$1,001
AVERAGE OF FEES	\$684
PERCENT OF FEE PARITY	70%
DEMOGRAPHIC DATA	
WHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	52,327
WHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	105,531
APPROXIMATE NUMBER OF GENERAL DENTAL PRACTICES	
	WITHIN
MAJOR EMPLOYERS IN AREA	First Health Hospital, ResortS, US Military, Medical services
DESCRIBE ANY MAJOR ECONOMIC CHANGES IN DRAWING AREA	Retirement; Military

