## 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. PRICE PER SQUARE FOOT \$25.30 IS OFFICE HANDICAPPED ACCESSIBLE? NUMBER OF PARKING SPACES PROXIMITY OF PARKING PLACES Outside front door # EQUIPPED OPS NUMBER OF PLUMBED BUT UNEQUIPPED OPERATORIES NUMBER OF OPERATORIES USED PRIMARILY BY DENTIST(S) NUMBER OF OPERATORIES USED PRIMARILY BY HYGIENIST(S) NUMBER OF UNPLUMBED AND EMPTY OPERATORIES DO YOU OWN YOUR BUILDING? YES OR 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?

Page 1

PRACTICE DATA					
MANAGEMENT CONSULTANT IN LAST 5 YRS? IF SO WHO?	No				
RESULTS					
DESCRIBE INTERNAL MARKETING					
DESCRIBE EXTERNAL MARKETING					
HAS GROSS CHANGED SIGNIFICANTLY? WHY?					
- W - G - C - G - W - C - G - W - C - G - W - C - G - G - W - C - G - G - W - C - G - G - G - G - G - G - G - G - G					
LIST SEDATIONS USED - NITROUS, DOCS, IV SEDATION	Nitrous Oxide				
IS YOUR PRACTICE MERCURY FREE - NO AMALGAM?	Yes				
WHAT TYPE RECALL SYSTEM	1.55				
WHAT TYPE COMPUTER SYSTEM	Eaglesofrt				
PURCHASER MUST PERSONALLY VERIFY PATIENT POPULATION DAT	A & 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% L				
% OF PATIENTS WITH FEE FOR SERVICE INSURANCE	5%				
0/ INCOME EDOM DISCOLINT EEE INSUIDANCE	000/				
% INCOME FROM DISCOUNT FEE INSURANCE % 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				
	-\$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	1				
TOTAL	100%				
VHAT SERVICES ARE REFERRED OUT?	Endo, Implants, Some Perio				
REVENUES SOURCES					
S ANY OF YOUR REPORTED INCOME FROM ANY OTHER					
SOURCE THAN PATIENT TREATMENT FROM THIS PRACTICE?	No				
F SO HOW MUCH IN CURRENT PERIOD?					
F SO , HOW MUCH FOR LAST YEAR?					
F SO HOW MUCH FOR THE PREVIOUS YEAR?					
VHAT IS THE SOURCE OF THIS OTHER INCOME?					
EE SCHEDULE					
ADULT PROPHY 01110	\$107				
WO SURFACE ANTERIOR COMPOSITE 02331	\$240				
CORE BUILD-UP 02950	\$317				
CROWN - GOLD/PORCELAIN 02750	\$1,290				
INTERIOR CANAL ROOT CANAL 03310	\$869				
PANORAMIC X-RAY 00330	\$135				
WO SURFACE POSTERIOR COMPOSITE 02392	\$216				
CROWN - PORCELAIN CERAMIC 02740	\$1,302				
ABIAL PORCELAIN VENEER 02962	\$1,358				
BICUSPID ROOT CANAL 03320	\$1,001				
VERAGE OF FEES	\$684				
PERCENT OF FEE PARITY	70%				
DEMOGRAPHIC DATA					
VHAT IS APPROX. POPULATION OF YOUR CITY OR TOWN	52,327				
VHAT IS APPROX. POPULATION OF YOUR DRAWING AREA	105,531				
PPROXIMATE 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				

STAFF DATA	STAFF DATA						
POSITION	YEAR HIRED	STAY		ANNUAL SALARY	HOURLY SALARY	ANNUAL COST OF BENEFITS	
FRONT OFFICE	2024	YES		\$26,922		\$1,044	
FRONT OFFICE	2011	YES		\$70,284		\$1,044	
FRONT OFFICE	2023	YES		\$12,685		\$1,044	
FRONT OFFICE	3 PART TIME			\$8,190			
FRONT OFFICE							
ASSISTANT	2023	YES		\$32,883		\$1,044	
ASSISTANT	2024	YES		\$19,446		\$1,044	
ASSISTANT				\$11,437			
ASSISTANT				\$5,644			
ASSISTANT							
HYGIENIST	2017	YES		\$66,516		\$1,044	
HYGIENIST	2024	YES		\$45,881		\$1,044	
HYGIENIST				\$8,451		\$1,044	
HYGIENIST							
LAB TECHNICIAN							
LAB TECHNICIAN							
ASSOCIATE							
ASSOCIATE							
ASSOCIATE							
WILLIAM DENIESTO DO VOLL		D. THE OT	. EE0				
WHAT BENEFITS DO YOU	PROVIDE FOI	R THE STA	AFF?	AFLAC Insurance and	Dental Insurance		
0007 05 05 05 05 05		011 51451	0)/55				
COST OF BENEFITS PROV	IDED FOR EA	CH EMPL					
			NOTES				
ARE THERE ANY EMPLOY	EES WHO AR	E PAID M	ORE OR LESS				
	THAN THE NORMAL SALARY FOR THEIR POSITION?						
WHAT POSITIONS AND WHAT IS AMOUNT OF OVER/UNDER							
	CC	OMPENSA	TION FOR EACH				
COLLECTION CENTERS	<u> </u>						
					I	1	
				1/1/2024 - 7/31/2024	2023	2022	
		GPOS	S COLLECTIONS		\$1,222,699	\$1,087,988	
OWNER COLLECTIONS			Ψ131,032	ψ1,222,099	ψ1,007,300		
HYGIENIST COLLECTIONS			\$199,023	\$285,574	\$257,723		
ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS			\$538,829	\$937,125	\$830,265		
ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS							
ASSOCIATE COLLECTIONS ASSOCIATE COLLECTIONS							
ASSOCIATE - SALARY IN DOLLARS / COMMISSION PERCENT			\$0	0%			
HYGIENIST - SALARY IN DOLLARS / COMMISSION PERCENT				0%			
THOILINGT - OALAINT	DOLLARO	, CONTINUE	OC.OIT LIVOLITI	ΨΟ	5 /0		

CONFORMITY DATA			
DOES YOUR PRACTICE MEET OSHA STANDARDS? WHY NOT?	Yes		
DOES YOUR PRACTICE MEET HIPAA STANDARDS? WHY NOT?	Yes		
ANY DISCIPLINARY ACTION IN LAST 7 YRS? EXPLAIN	No		
ANY PRACTICE LAWSUITS FILED IN PAST TEN YRS. EXPLAIN	No		
DESCRIBE ANY HEALTH PROBLEMS WHICH WOULD AFFECT	No		
YOUR PRACTICE OF DENTISTRY?			
INSURANCE EXPLANATION			
TOTAL EXPENSE FOR INSURANCE IN CURRENT PERIOD			
HOW MUCH OF TOTAL IS FOR OWNER HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR STAFF HEALTH INSURANCE?			
HOW MUCH OF TOTAL IS FOR OTHER OWNER BENEFITS?			
HOW MUCH OF TOTAL IS FOR MALPRACTICE INSURANCE?			
HOW MUCH FOR TOTAL IS FOR BUILDING INSURANCE?			
TAXES AND LICENSES EXPLANATION	T		
TOTAL EXPENSE FOR TAXES			
HOW MUCH OF TOTAL IS FOR PAYROLL TAXES?  HOW MUCH OF TOTAL IS FOR STAFF PAYROLL TAX?			
HOW MUCH OF TOTAL IS FOR OWNER PAYROLL TAX?			
HOW MUCH OF TOTAL IS AD VALOREM (PRACTICE EQUIP)?			
HOW MUCH OF TOTAL IS FOR REAL ESTATE TAXES?			
PENSION EXPLANATION AND 401k COMBINED			
TOTAL EXPENSES FOR PENSION PLAN			
HOW MUCH OF TOTAL IS FOR STAFF			
HOW MUCH OF TOTAL IS FOR OWNER?			
BENEFITS EXPLANATION	T		
TOTAL EXPENSE FOR EMPLOYEE BENEFITS			
HOW MUCH OF TOTAL IS FOR STAFF?			
HOW MUCH OF TOTAL IS FOR OWNER?			
TEN HIGHEST INCOME SOURCE PLANS	% OF PRX INCOME	% OF YOUR FEE	DO YOU HAVE DELTA PREM
PLAN NAME	FROM THIS PLAN	THIS PLAN PAYS	#REF!
TOTAL			