



DENTAL PRACTICE #312 **NOVEMBER 2007**

NORTH TEXAS:

Pediatric dentistry practice available for sale. 3 private treatment operatories equipped. Single story professional building. Located on a major North South road in desirable community just outside Metroplex.

PHYSICAL FACILITIES:

1,765 sq. ft. (approximate) office
Lease rate (including CAM, electric, water) \$3,167 month
Reserved parking for patients and staff
3 private treatment operatories
Private office, business office, sterilization area and reception
Dentrix dental software- 4 workstations and a server.
Gendex panoramic x-ray
Physical assets valued at **\$32,300**

PRACTICE INFORMATION:

Mixed patient base- Insurance, Medicaid & Fee for Service patients.
Owner in office 4 days /week
4 hygiene days/week
6 staff members
Staff members average 6 years of office tenure
Average monthly collection for past 20 months is **\$46,900**
Averaging **73** New Patients/month for past 12 months
No extended hours or Saturdays

PRICE: **Seller offering at \$200,000**
Appraised @ \$241,000 in November 2007-
Price is exclusive of Accounts receivable

DENTAL PRACTICE #312

PROJECTED CASH FLOW FOR PURCHASER

Administrative Expenses

Advertising & Promotion	\$220	*
Bank & Credit card charges	190	*
Computer support & maintenance	100	*
Dues, Subscriptions, Licenses & Permits	160	#
Insurance, General, Malpractice, Liability, Wkms Comp	535	*
Miscellaneous	750	#
Office Supplies & Postage	3.5%	1,640 #
Professional fees		120 *

Dental Supplies **6.5%** **3,050** *

Lab Expense **0.0%** **0** *

Occupancy Expenses

Rent for office	3,170	*
Janitorial & Miscellaneous	550	*
Repairs & Maintenance	250	*
Taxes, Property	50	#
Telephone	590	*
Utilities- included in rent	-	*

Workforce Expenses

Continuing Education	200	#
Bonuses- Average of 2007	1,600	*
Ofc Manager	approx 32 hrs/wk	3,000 #
Receptionist	approx 32 hrs/wk	2,115 *
Assistant	approx 32 hrs/wk	2,335 *
Assistant	approx 32 hrs/wk	2,115 *
Assistant	approx 32 hrs/wk	1,895 *
Hygiene	approx 32 hrs/wk	3,565 *
Taxes, Payroll	9% of salaries	1,350 #

PROJECTED MONTHLY EXPENSES	\$29,550	63.1%
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Collection average through August 2007 (20 month average)	\$46,860
Less projected monthly expenses	(\$29,550)
PROJECTED MONTHLY PROFIT BEFORE DEBT SERVICE	\$17,310

- # Expense projection is based on industry average
- * Expense projection is based on owner's actual costs

THIS ANALYSIS WAS PREPARED BASED ON PAST TRENDS AND CONDITIONS OF THE ABOVE BUSINESS. THERE IS NO GUARANTEE, EITHER EXPRESSED OR IMPLIED, THAT THESE CONDITIONS WILL CONTINUE OR THAT THERE WILL BE FUTURE PROFITS REALIZED FROM ANY PURCHASE OF THIS BUSINESS.

DENTAL PRACTICE #312

PHYSICAL ASSETS INVENTORY- ESTIMATE OF FAIR MARKET VALUE

OPERATORY #1

****	dental chair		\$500
****	dental stool		20
Pelton	Unit mount light, silver		250
Ritter	Meteor x-ray		300
Marus	3 hdpce wall mount unit		400
Criticare	506DXN vital signs monitor		1,200
****	TCL 490 curing light		250
****	x-ray view box		10

TOTAL \$2,930

OPERATORY #2

Reliance	dental chair		\$700
****	chair mount unit		500
Pelton	Unit mount light, silver		250
GE	GX770 wall mount x-ray		1,200
****	dental stool		100
Litex	Model 680A curing light		300

TOTAL \$3,050

OPERATORY #3- Private

DentalEz	V11 dental chair, rust		\$600
Ritter	track light		300
****	dental stool, rust		100

TOTAL \$1,000

SUPPORT & LAB EQUIPMENT

Gendex	GX-Pan panoramic x-ray		4,500
Air Tech	AT 2000 auto film processor		1,800
Midmark	M11 Ultraclave sterilizer		1,500
Hsonics	Sonix IV ultrasonic cleaner		190
Torit	model trimmer		150
Patterson	vacuum former		160
****	gas regulators	2 @	\$50 100
Baldor	lathe		40

TOTAL \$8,440

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PHYSICAL ASSETS INVENTORY- ESTIMATE OF FAIR MARKET VALUE

OFFICE TECHNOLOGY

Office computer network consisting of server and 4 workstations			\$2,000
HP	Laserjet 1020 printer		140
Kodak	DX4900 digital camera		150
Dentrix	Dentrix V11.1 dental software		6,500
TOTAL			<u>\$8,790</u>

OFFICE FURNITURE & EQUIPMENT

Reception Area and Hall

Reception chairs	8 @	\$40	\$320
Sharp wall mount tv			100
Kid's table			20
black table w/ lamp			50

Business Office

****	secretary chairs	2 @	\$30	60
Xerox	Work Centre Pro 16/fx copier			200
Sharp	UX-B700 fax machine			50

Kid's Area

Electronic games, assorted				250
Kid's table				40

TOTAL				<u>\$1,090</u>
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SUMMARY

DENTAL EQUIPMENT TOTAL	\$15,420
OFFICE TECHNOLOGY	\$8,790
OFFICE FURNITURE AND EQUIPMENT	\$1,090
DENTAL SUPPLIES AND INSTRUMENTS (Estimate)	\$6,500
OFFICE SUPPLIES (Estimate)	<u>\$500</u>
TOTAL, PHYSICAL ASSETS, FAIR MARKET VALUE	\$32,300

ITEMS NOT INCLUDED IN SALE

- Personal effects of Dr. or staff members
- Contents of private office
- All non dental related assets, paperwork or files