

# **ABBINANTE & CO.**

5055 East Broadway, Suite C-214  
Tucson, Arizona 85711  
Tel: (520) 750-1132  
Fax: (520) 750-9969

## **PHYSICAL THERAPY PRACTICE**

Location: **Tucson, Arizona**

### **Financial Information:**

**Asking:** \$275,000.00

**Gross:** \$518,000.00

**Cash Flow:** \$ 130,000.00

**Furniture, Fixtures & Equipment:** \$100,000.00

**Inventory:** \$5,000.00 (included in price)

**Financing:** Owner will finance \$200,000.00 for a qualified buyer

### **Summary Description:**

Outpatient sports and orthopedic physical therapy practice specializing in treating general orthopedic conditions. Patients include athletes of all ages, University of Arizona students, worker's compensation cases, and balance / vestibular patients. The practice has many postoperative patients from local Orthopedic Doctors and has a widespread referral base from all over town. They have an outstanding reputation and good referral relationships. The practice is in a medical park with many family care and Internal Medical Doctors, a local ENT group, a Podiatrist, a Neurologist Group, an Orthopedic practice with 4 surgeons, and a soon to be formed Orthopedic practice with 4 Surgeons.

The practice is a member of the Southern Arizona Therapy Network, Physical Therapy Provider Network, Industrial Solutions Network, and PTP Network. This allows the practice to be on most insurance plans and workers comp contracts. The practice currently has 2 full time physical therapists, 1 PRN therapist who works 12-18 hour per week as needed, one full time PT tech, and 1 receptionist who does billing and insurance verifications.

The asking price of \$275,000.00 is for the practice. The owner is including \$100,000.00 of accounts receivable, which the owner is guaranteeing as "collectible". The gross purchase price including the \$100,000.00 of accounts receivable is \$375,000.00. The owner will finance \$200,000.00.

**Composition of Payors:** Medicare 28%, Workers Comp, 25%, Private Insurance 42% (1.5% is self-pay), and Liens 5%.

### **General Information:**

**Facilities:** This practice has 3,600 sq. ft. located in a medical complex adjacent to one of Tucson's major hospitals.

**Support/Training:** Seller realizes the importance of a smooth transition to the purchaser. To this end, the seller has committed an appropriate period to familiarize a qualified purchaser.

**Reason Selling:** Owner relocating

**Year Established:** 1999 **Employees:** 4 FT, 1 PT

**Contact Information:** Michael C. Abbinante at above address and phone number or by email: michael@abbinanteco.com.