

ABBINANTE & CO.

5055 E. Broadway, Suite C-214
Tucson, AZ 85711
Tel: (520) 750-1132
Fax: (520) 979-3433

Dental Practice –No Down Payment

Location: Tucson, Arizona

Financial Information:

Asking: \$30,000

Gross: \$200,000

Cash Flow: \$70,000

Furniture, Fixtures & Equipment: \$59,000

Inventory: \$4,000 (included in price)

Real Estate: \$155,000

Financing: See Business Summary for available financing.



Summary Description:

The Seller will finance the entire (100%) purchase price for the Purchasing Dentist, conditioned upon the Purchasing Dentist buying the Real Property at MAI appraised value. This is a great opportunity for the Purchasing Dentist to acquire an established Dental Practice for zero cash down.

The Purchasing Dentist may purchase the Real Property using SBA financing, which will require a 15% down payment.

This practice has been in existence for 49 years. The dentist, who operates the practice, performs many general procedures and has a longstanding patient base. The practice is currently being operated on a 16-hour per week basis, Monday through Thursday from 8:00 AM to noon. It also only operates 40 weeks per year. Over the last few years, the dentist has done his own hygiene work and the only other employee of the practice is a receptionist and billing person.

The Practice is lacking digital radiology as well as a computerized patient scheduling and management system. The acquiring dentist will be responsible for installing such systems.

The Practice's summary of revenues is 25% from HMO's (capitation), 65% from insurance plans, and 10% fee for service.

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This Practice is being represented by a Licensed Real Estate Broker in the State of Arizona, License #BR009292000.

Because of the Confidentiality surrounding the sale of the Practice and the Real Property: Potential buyers will be asked to meet at the Broker's office to sign a Confidentiality Agreement and provide proof of funds before receiving additional information.

General Information:

Facilities: The practice operates in 1,400 sq. ft. The office (condominium) complex is on the eastside of Tucson. There is ample parking and the entire complex is ground level, which is a benefit to the patients of this practice. The Seller will finance the entire purchase price to the Purchasing Dentist, conditioned upon the Purchasing Dentist buying the Real Property at MAI appraised value (\$155,000.00). The debt service for the Real Property purchase has been deducted from the seller's profit, seen above. The Real Estate in which the Business is housed must be sold together with the Business.

Support/Training: The dentist understands the importance of a smooth transition to a qualified purchaser. The dentist will be available for such transition.

Growth and Expansion: The selling dentist realizes that he has not solicited or marketed for new patients. He and the community are aware that a younger dentist, who wishes to expand the practice, can grow it by marketing and seeking referrals from existing patients.

Reason Selling: Dentist is 82 years old and wishes to retire.

Year Established: 1964

Employees: 2 PT

Contact Information:

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Broker #: BR009292000