

OPTOMETRY



Lamoille County, Vermont

PRACTICE FOR SALE

100% OPTOMETRY PRACTICE FINANCING AVAILABLE



Ref# OD820

GROSS INCOME

2016 = \$2,643,079*

2015 = \$2,363,986

2014 = \$1,982,107

*annualized 2016 Gross Jan-May

PRACTICE PRICE

\$1,999,000*

*Includes \$200,000 in inventory

SERVICES RENDERED

39% Optical
15% Contact Lens
13% Glaucoma Care
12% Exams (Adult)
10% Diabetes
6% Exams (Children)
5% Emergency Treatment

PAYMENT METHODS

38% Insurance
33% Credit Cards
29% Cash/FFS
18% Medicare

INSURANCE BREAKDOWN

33% Blue Cross
28% Cigna, MVP
18% Medicare
11% VT Medicaid
10% VSP

INCOME LEVELS

30% Upper
60% Middle
10% Lower

LEASE TERMS

\$8,000 per mo./est. cam: \$1,500

PATIENT AGES

20% Under 20 Years
60% Ages 21-59 Years
20% Over 60 Years

STAFF PROFILE

13 Staff Members/2 FT Associates

OFFICE HOURS

Mon, Tues, Thurs, Fri 9am to 5pm
Wed 9am to 6pm
Sat 9am to 3pm

SELLER HOURS

Mon, Tues, Thurs, Fri 9am to 5pm



Practice Information: Located in the picturesque Green Mountains, this practice is thriving due to a winning combination of strong marketing, quality patient care and expert guidance from an experienced management team. The practice includes a waiting room (20 seats), doctor's and manager's office, contact lens training room, auxiliary testing room, a lab, 4 restrooms and 2 data collection rooms. Highly regarded in the region, the practice features state-of-the-art diagnostic instrumentation as well as a highly competent staff. At a spacious 4,500 sq. ft., the practice is Vermont's largest, independent optometric practice containing the state's largest eye wear collection. It currently serves over 1,500 patients per month. Become the next owner of the most successful optometry practice in Vermont!

Potential Growth: An experienced marketing team is in place to continue their success throughout the transition. High levels of patient loyalty ensures excellent opportunities for profitability.

All information has been provided to the best of the Seller's knowledge and is deemed reliable but not guaranteed by ProMed Financial, Inc.

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