

## **FOR SALE: Endo in Philly with 3 Doctors**

*Endodontics Practice: Seller will Stay up to 3 Years!*

### Financial Overview

**List Price:** **\$880,000**

**Gross Sales**

2021	2020	2019
\$1,451,333	\$1,390,977	\$1,397,018

**Cash Flow**

2021	2020
\$229,121	\$219,075

**Valuation:** 2021 Cash Flow x Multiple = Valuation  
 \$229,121 x 3.85 = \$882,115

### Assets Included in Purchase: \$136,000

**Equipment:** 4 Operatories, including CPCT 3-D imaging machines—\$136,000

*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*

### Business Information

**Years in Business:** 50+ years (under current owner since 2015)

**Location:** Philadelphia, Pennsylvania

**Service Area:** Philadelphia and surrounding 20-mile radius

**Services:** Pre-procedure patient root canal evaluations and consultations; surgical and non-surgical root canal procedures

**Clients:** Numerous: serving all ages in the Philadelphia area

**Lease:** 2,945 sq ft: \$7,700 per/month

**Reason for Selling:** Desire to step away from business aspects of practice and focus exclusively on patient care

**Personnel:** 8: 2 FT DDS | 1 PT DDS | 3 FT Assistants | 2 FT Front Office

**Seller Training Period:** 2-3 years

**Growth Opportunities:** Expanding operations out into the Philadelphia suburbs

**Current Owners' Responsibilities:** Patient evaluations, consultations, and procedural work

### Funding Example

**Purchase Price:** **\$880,000**

<b>10% Buyer Down Payment</b>	\$88,000
<b>10% Seller Financing</b>	\$88,000
<b>80% Bank Loan</b>	\$704,000

*A 10% down payment of \$88,000 returns \$115,644 in the first year after debt payments!*

### Description

This Endodontics practice is fully equipped to handle both surgical and non-surgical procedures and thanks to the variety of offered procedures they have developed an extremely diverse patient demographic. The business handles both pre- and post-procedure root canal work on all ages of clients and is equipped with the tools to cast same day fittings for the patient, which in return, provides the customer with a smile that they once lost due to aches and pains. Having been established over 50 years ago, this business is able to boast not only an excellent staff but also a stable and growing revenue thanks to their excellent and continual client pipeline and marketing strategies. With a staff consisting of 3 assistants, 2 front office staff members, and 2.5 DDS working in 4 fully furnished operatories, they are built to serve the entire Philadelphia area. The current owner of this endodontics practice has a desire to step away from the business aspects of the practice in order to exclusively focus on his passion of patient care. He has not only offered to stay on as the primary endodontist for 2-3 years after the purchase, he also offered to carry 10% of the purchase price in order to show good faith in the direction and success of the business.

Priced at **\$880,000**, all prospective buyers regardless of background are welcome to inquire as the current owner is willing to do what is needed to ensure a smooth transaction. Included in the purchase of this business is \$136,000 worth of equipment including the previously mentioned operatories along with microscopes and CPCT 3-D imaging machines. This practice has a great deal of growth opportunities, including an expansion of operations out into the Philadelphia suburbs as well as an increase of online presence and an increase in marketing in general. Just a 10% down payment of \$88,000 returns \$115,644 in the first year after debt payments—a 131% return on investment!

**- CONFIDENTIAL -**

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