



THE PREMIER BROKER IN DENTAL
PRACTICE SALES IN VA, DC, MD, & NJ

COMMONWEALTH



TRANSITIONS

213 4TH ST NE, CHARLOTTESVILLE, VA 22902

COMMONWEALTHTRANSITIONS.COM



DENTAL PRACTICE OVERVIEW

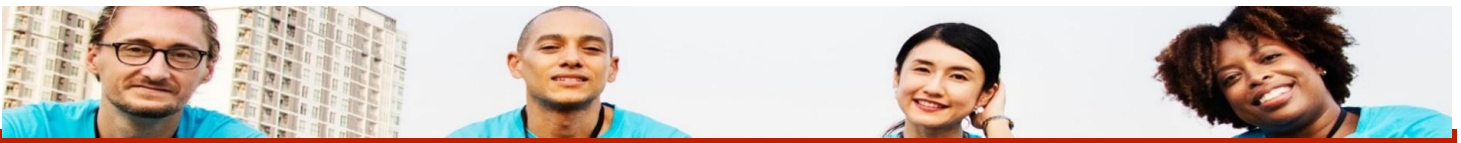
High Producing General Practice in the Heart of Prince William County



Founded: 2019

Specialty: 0





GENERAL OVERVIEW

Sedation

Nitrous Oxide	Yes
Conscious Sedation / DOCS	0
IV Sedation	0
Mercury Free	Yes

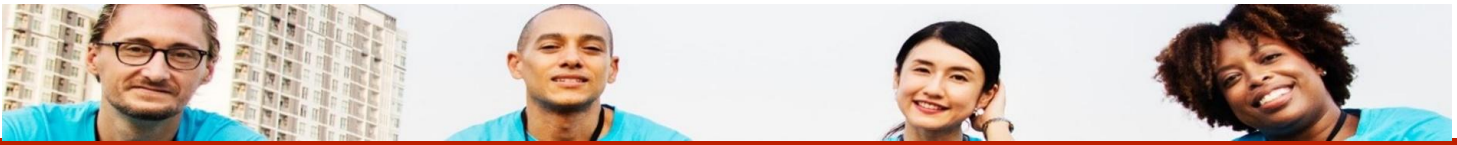
Business Information

Incorporated?	0
How Practice Started	Acquired

General

Practice Management System	dentrix ascend		
Recall System	\$0		
Hours of Operation	Open	Lunch	Close
Monday	8:00 AM	1:00 P	5:00 PM
Tuesday	8:00 AM	1:00 P	5:00 PM
Wednesday	8:00 AM	1:00 P	5:00 PM
Thursday	8:00 AM	1:00 P	5:00 PM
Friday	8:00 AM	1:00 P	5:00 PM
Saturday	12 AM	12 A	12 AM
Sunday	12 AM	12 A	12 AM





GENERAL OVERVIEW CONT.

Team Overview

Position	Hired	Expected to Stay	Compensation
Dental Assistant	2024-08-07	Yes	\$29.00 / hr
Front Desk	2024-03-12	Yes	\$29.00 / hr
Office Manager	2019-05-31	Yes	\$40.00 / hr
Office Manager	2019-05-31	Yes	\$40.00 / hr
Dental Assistant	2024-08-07	Yes	\$29.00 / hr
Dental Assistant	2024-08-08	Yes	\$30.00 / hr
Dental Assistant	2020-02-29	Yes	\$30.00 / hr
Hygienist	2024-02-14	Yes	\$70.00 / hr
Hygienist	2024-02-14	Yes	\$70.00 / hr
Front Desk Insurance Coordinator	2021-09-30	Yes	\$30.00 / hr
Front Desk Insurance Coordinator	2021-09-30	Yes	\$30.00 / hr
Front Desk	2024-03-12	Yes	\$29.00 / hr
Dental Assistant	2024-08-08	Yes	\$30.00 / hr
Dental Assistant	2022-12-26	Yes	\$25.00 / hr
Dental Assistant	2024-08-07	Yes	\$29.00 / hr





REAL ESTATE

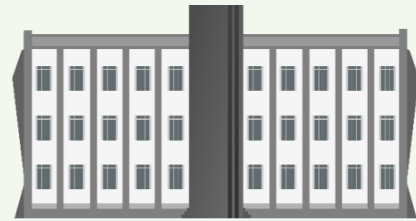


Building

Owned by Practice Owner	No
Available for Purchase	No
Price	\$0
ADA Accessible	Yes
Parking Spots	20

Current Lease

Term of Lease	12/31/2027
Initial Date of Lease	10/1/2017
Monthly Rent	5,858
Square Feet	1,800



Operatories by User

Dentist



4

Other Users



2

Available
Plumbed



0

Available
Unplumbed



0

Dentist's dominant hand: **Right**





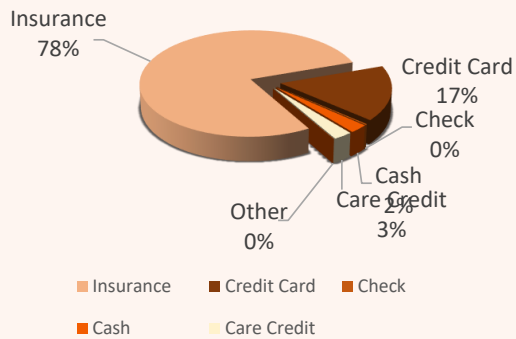
EQUIPMENT

<i>Equipment Type</i>	<i>Make</i>	<i>Model</i>	<i>Age (Years)</i>	<i>Quantity</i>
<i>Dental Chairs</i>	Hiossen	K3	2	6
<i>Dental Units</i>				
<i>Dental Lights</i>				
<i>X-Ray Sensors</i>	Dexis	Platinum	5	1
	Dexis	Titanium	5	2
<i>CAD/CAMs</i>				
<i>Panoramic X-Rays</i>	Carestream	CS 9300	10	1
<i>Scanners</i>	Itero	Element 2	5	1
	Itero	Lumina Pro	NEW	1
<i>New Technology</i>				

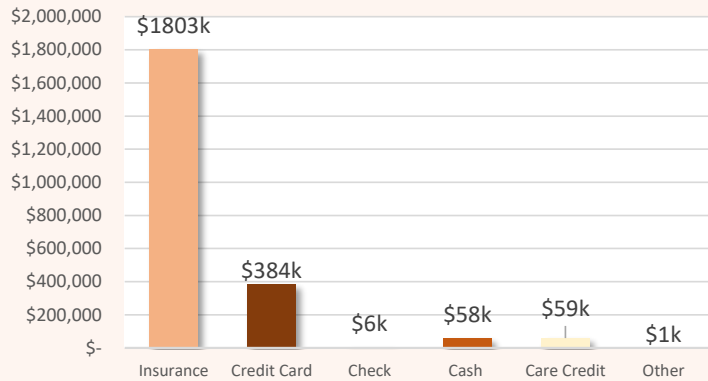


PATIENT INFORMATION

Patient Payments: 2024



Patient Payments: 2024



Total Estimated Active Patients

Patients (Last 24 Months)	0
Patients (Last 18 Months)	0
Patients (Last 12 Months)	4,622
Patients (Last 6 Months)	2,105
Avg. New Patients / Month	49





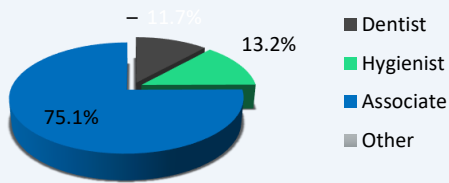
KPIs

Production Data

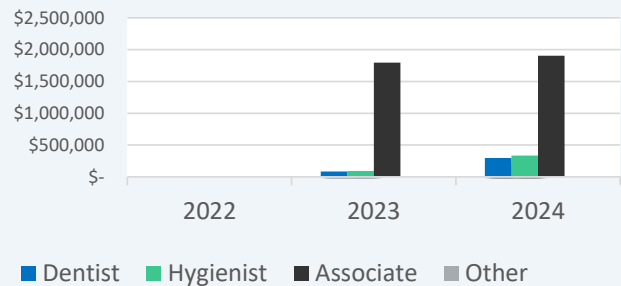
Production from Hygiene: 2024

\$334,196

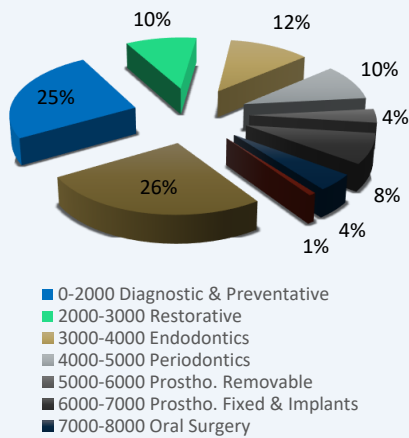
2024 % Production by Provider



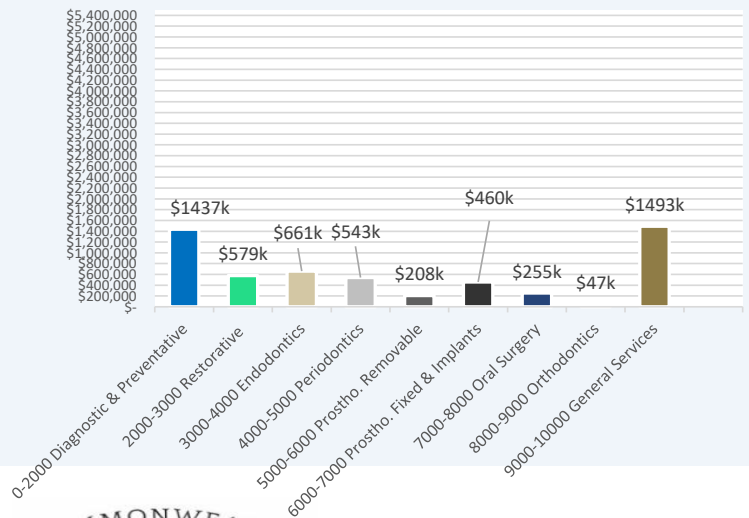
Production Trend



2024 % Production by Procedure

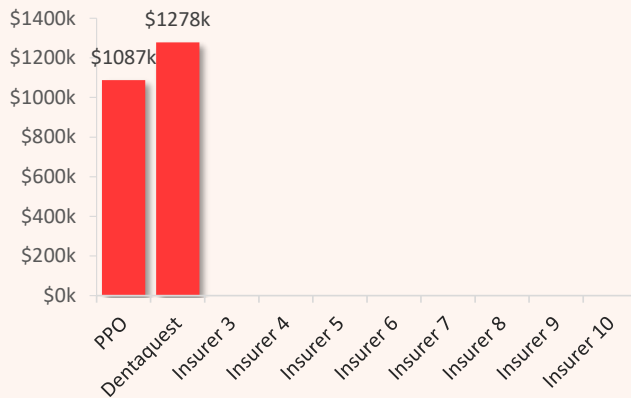


2024 Production by Procedure

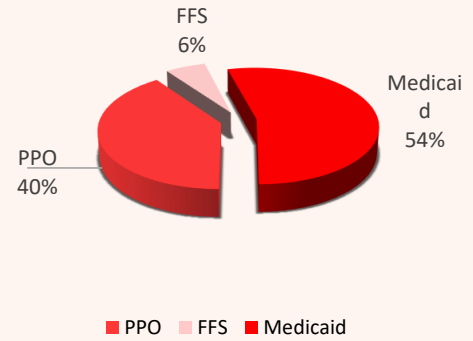


PAYER INFORMATION

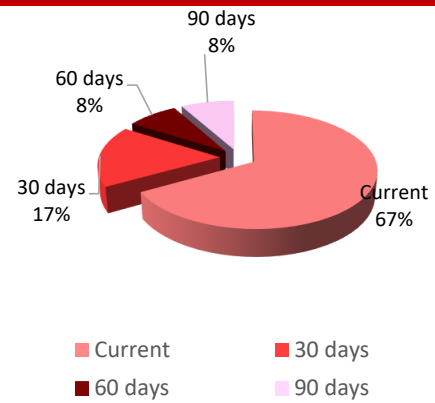
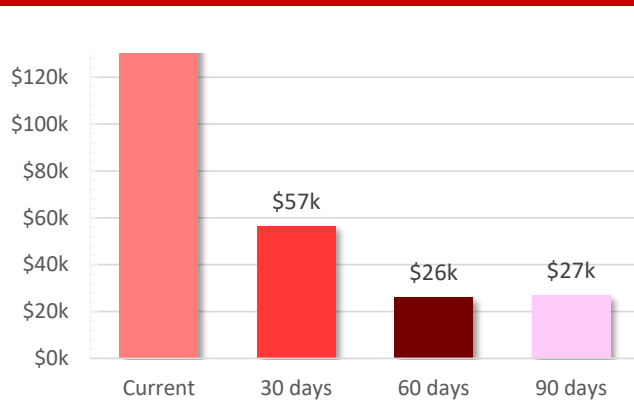
Insurance Companies



Payer Mix



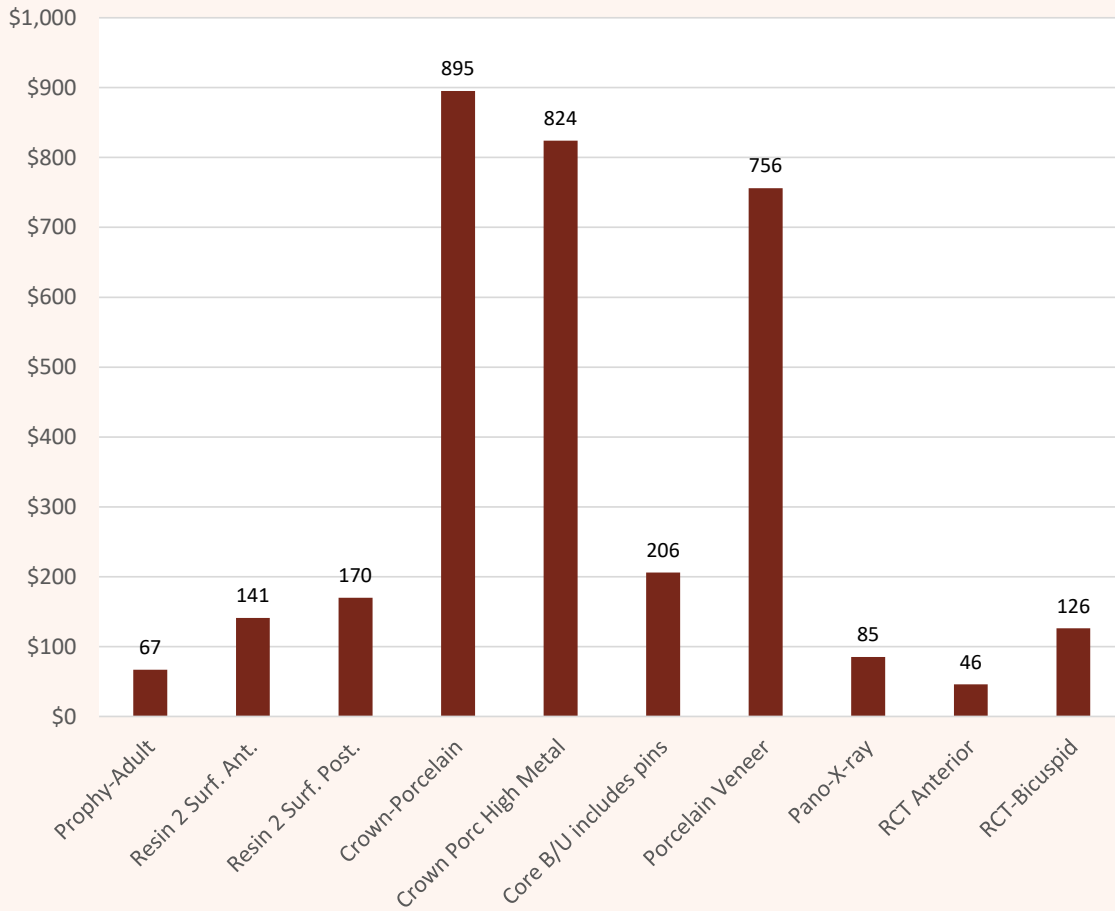
Accounts Receivable





PAYER INFORMATION CONT.

Current Fee Schedule



MISC.

Business Overview

Forgive Any Insurance Co-Payments?	Yes
Annual Owner Health Insurance:	\$0
Annual Staff Health Insurance	\$10,000
Annual Owner Life Insurance	\$0
Annual Owner Malpractice Insurance:	\$5,000
Annual Owner Personal Benefits:	\$5,000
Total Annual Expense For Insurance:	\$15,000
Annual Staff Payroll Tax:	\$0
Annual Owner Payroll Tax:	\$0
Total Annual Payroll Tax:	\$0
Annual Ad Valorem/ Property Taxes:	\$0
Annual Real Estate Taxes:	\$0
Total Annual Expenses For Taxes:	\$0
Annual Staff Pension Expense:	\$0
Annual Owner Pension Expense:	\$0
Total Annual Expenses For Pension:	\$0

Compliance

	Compliant
	✓
	✓
Lawsuit Free	✓
Better Business Bureau	✓



Historical Income Statement

	June 2025*		2023		2024	
	\$	%	\$	%	\$	%
Revenue						
Owner Doctor 1	1,587,002	87.5%	1,797,741	87.5%	1,936,942	87.4%
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Hygienist 1	237,138	13.1%	256,820	12.5%	278,768	12.6%
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Refunds	11,346	0.6%	-	-	-	-
Practice Net Collections	1,812,794	100.0%	2,054,561	100.0%	2,215,710	100.0%
<i>Growth Rate</i>					-	7.8%
Expenses						
Total Staff Expense	1,012,340	55.8%	1,164,258	56.7%	1,254,464	56.6%
Officer / Owner Salary	52,308	2.9%	70,000	3.4%	90,192	4.1%
Lab Bills	164,352	9.1%	164,475	8.0%	214,280	9.7%
Dental Supplies	114,808	6.3%	144,254	7.0%	144,002	6.5%
Rent	69,218	3.8%	75,197	3.7%	68,951	3.1%
Repairs & Maintenance	830	0.0%	19,281	0.9%	13,367	0.6%
Marketing & Advertising	1,030	0.1%	8,158	0.4%	835	0.0%
Utilities	22,890	1.3%	18,263	0.9%	18,493	0.8%
Insurance	2,194	0.1%	616	0.0%	2,017	0.1%
Taxes, Licenses, & Fees	98,986	5.5%	157,762	7.7%	153,834	6.9%
Travel & Entertainment	20,750	1.1%	16,162	0.8%	11,630	0.5%
Other	17,776	1.0%	6,142	0.3%	1,298	0.1%
Total Overhead	1,577,482	87.0%	1,844,568	89.8%	1,973,363	89.1%



Adjustments

	June 2025 ¹		2023		2024	
	\$	%	\$	%	\$	%
Variable Operating Expenses						
Staff Salaries	-	-	-	-	-	-
Associate Salaries	-	-	-	-	-	-
Office Staff Salaries	-	-	-	-	-	-
Hygienist Salaries	-	-	-	-	-	-
Lab Technician Salaries	-	-	-	-	-	-
Total Salaries	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-
Staff Insurance	-	-	-	-	-	-
Staff Pension	-	-	-	-	-	-
Staff Fringe Benefits	-	-	-	-	-	-
Staff Payroll Tax	-	-	-	-	-	-
Total Staff Expense	-	-	-	-	-	-
Officer/Owner Salary	-	-	-	-	-	-
Officer/Owner Payroll Tax	-	-	-	-	-	-
Officer/Owner Pension	-	-	-	-	-	-
Officer/Owner Personal Insurance	-	-	-	-	-	-
Laboratory Expense	-	-	-	-	-	-
Clinical Supplies	-	-	-	-	-	-
Office Supplies	-	-	-	-	-	-
Postage	-	-	-	-	-	-
Reserve For Replacement	-	-	-	-	-	-
Payroll Expense	-	-	-	-	-	-
Travel	-	-	(4,179)	(0.2%)	(3,774)	(0.2%)
Other Variable Expenses	-	-	-	-	-	-
Variable Operating Expenses	1,353,396	74.7%	1,543,002	75.1%	1,702,938	76.9%
Fixed Operating Expenses						
Rent	-	-	-	-	-	-
Taxes & Licenses	-	-	-	-	-	-
Building Repairs	-	-	-	-	-	-
Utilities	-	-	-	-	-	-
Telephone	-	-	-	-	-	-
Legal & Professional Fees	(24,850)	(1.4%)	(62,968)	(3.1%)	(63,266)	(2.9%)
Practice Insurance	-	-	-	-	-	-
Ad Valorem Tax	-	-	-	-	-	-
Practice Taxes And Licenses	-	-	-	-	-	-
Continuing Education	-	-	-	-	-	-
Business Entertainment	-	-	(6,602)	(0.3%)	(5,708)	(0.3%)
Automobile Expense	-	-	(5,381)	(0.3%)	(2,148)	(0.1%)



Adjustments (Cont'd)

	June 2025 ¹		2023		2024	
	\$	%	\$	%	\$	%
Fixed Operating Expenses						
Gifts	-	-	-	-	-	-
Advertising	-	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-	-
Bank Charges & Fees	-	-	-	-	-	-
Uniforms & Laundry	-	-	-	-	-	-
Janitorial Service	-	-	-	-	-	-
Security Service	-	-	-	-	-	-
Computer Support	-	-	-	-	-	-
Contributions	-	-	-	-	-	-
Equipment Rental & Repair	-	-	-	-	-	-
Other Fixed Expenses	-	-	-	-	-	-
Fixed Operating Expenses	199,236	11.0%	222,436	10.8%	195,529	8.8%
Total Operating Expenses	1,552,632	85.6%	1,765,438	85.9%	1,898,467	85.7%
EBITDA						
EBITDA	260,162	14.4%	289,123	14.1%	317,243	14.3%
<i>Growth Rate</i>					-	9.7%



Proforma

*Based on 2024

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Collections	2,215,710	2,282,181	2,350,647	2,421,166	2,493,801	2,568,615
<i>Growth Rate</i>	-	3.0%	3.0%	3.0%	3.0%	3.0%
Allocation of Collections						
Doctor Collections						
Owner Doctor 1	87.4%	70.0%	70.0%	70.0%	70.0%	70.0%
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	87.4%	70.0%	70.0%	70.0%	70.0%	70.0%
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	12.6%	30.0%	30.0%	30.0%	30.0%	30.0%
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	12.6%	30.0%	30.0%	30.0%	30.0%	30.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Income Statement						
Income						
Doctor Collections						
Owner Doctor 1	1,936,942	1,597,527	1,645,453	1,694,816	1,745,661	1,798,031
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Total Doctor Collections	1,936,942	1,597,527	1,645,453	1,694,816	1,745,661	1,798,031
Associate Collections						
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Total Associate Collections	-	-	-	-	-	-
Hygienist Collections						
Hygienist 1	278,768	684,654	705,194	726,350	748,140	770,585
Hygienist 2	-	-	-	-	-	-



Proforma (Cont'd)

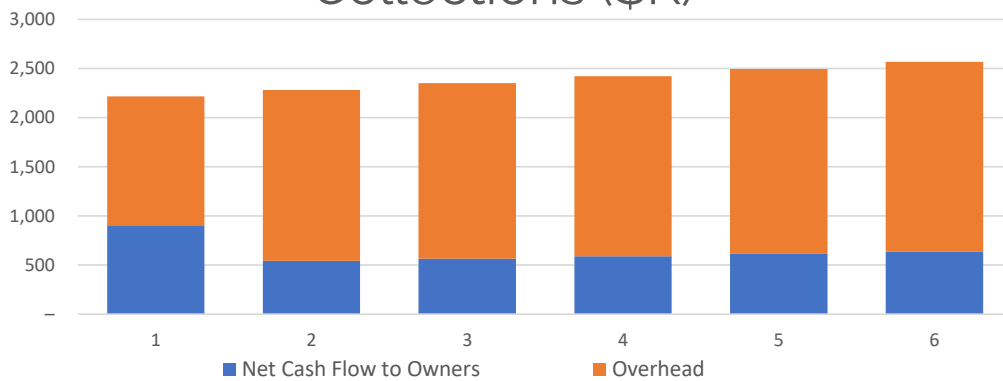
	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Hygienist Collections	278,768	684,654	705,194	726,350	748,140	770,585
Refunds	-	-	-	-	-	-
Total	2,215,710	2,282,181	2,350,647	2,421,166	2,493,801	2,568,615
Expenses						
Compensation						
Owner Doctor 1	581,083	479,258	493,636	508,445	523,698	539,409
Owner Doctor 2	-	-	-	-	-	-
Owner Doctor 3	-	-	-	-	-	-
Owner Doctor 4	-	-	-	-	-	-
Owner Doctor 5	-	-	-	-	-	-
Owner Doctor 6	-	-	-	-	-	-
Associate 1	-	-	-	-	-	-
Associate 2	-	-	-	-	-	-
Associate 3	-	-	-	-	-	-
Associate 4	-	-	-	-	-	-
Hygienist 1	111,507	273,862	282,078	290,540	299,256	308,234
Hygienist 2	-	-	-	-	-	-
Hygienist 3	-	-	-	-	-	-
Hygienist 4	-	-	-	-	-	-
Hygienist 5	-	-	-	-	-	-
Total Staff Expense	1,142,957	1,177,246	1,212,563	1,248,940	1,286,408	1,325,000
Dental Supplies	115,049	118,500	122,055	125,717	129,489	133,373
Lab Bills	214,280	220,708	227,330	234,150	241,174	248,409
Rent	68,951	71,020	73,150	75,345	77,605	79,933
Marketing/Advertising	835	860	886	912	940	968
Office Supplies	28,953	29,822	30,716	31,638	32,587	33,564
Miscellaneous	(365,148)	(376,102)	(387,385)	(399,007)	(410,977)	(423,306)
Total Expenses	1,898,467	1,995,173	2,055,029	2,116,679	2,180,180	2,245,585
EBITDA						
Depreciation	38,495	48,000	48,000	48,000	48,000	48,000
Amortization	23,334	89,600	89,600	89,600	89,600	89,600
EBIT	255,414	149,408	158,018	166,887	176,021	185,430
Net Interest Expense	-	97,360	89,560	81,280	72,488	63,155
Net Interest Income	-	-	-	-	-	-
Other Income/ (Expense)	-	-	-	-	-	-
Pre Tax Income	255,414	52,048	68,458	85,607	103,533	122,275
Income Taxes	-	-	-	-	-	-
Net Income (Loss)	255,414	52,048	68,458	85,607	103,533	122,275
Entrepreneurial Profit						
Net Income (Loss)	255,414	52,048	68,458	85,607	103,533	122,275
Depreciation	38,495	48,000	48,000	48,000	48,000	48,000
Amortization	23,334	89,600	89,600	89,600	89,600	89,600
Principal	-	126,457	134,257	142,538	151,329	160,663



Proforma (Cont'd)

	Base*	Year 1	Year 2	Year 3	Year 4	Year 5
Valuation Estimation						
-	-	-	-	-	-	-
0.10	31,724	28,701	29,562	30,449	31,362	32,303
Total Owner Compensation						
Owner Clinical Comp	581,083	479,258	493,636	508,445	523,698	539,409
Tax Impact	-	-	-	-	-	-
Entrepreneurial Profit	317,243	63,191	71,801	80,669	89,804	99,213
Net Cash Flow to Owners	898,326	542,449	565,437	589,114	613,502	638,622
Collections	2,215,710	2,282,181	2,350,647	2,421,166	2,493,801	2,568,615
Net Cash Flow to Owners	898,326	542,449	565,437	589,114	613,502	638,622
Overhead	1,317,384	1,739,733	1,785,210	1,832,052	1,880,299	1,929,993

Collections (\$K)



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