



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-742

Northwestern Arizona

Capturing patients' trust since opening its doors from day one, this practice is truly one which every dentist should aspire for and one which would make you proud to be a part of! With streamlined overhead and room for growth, it is almost too good to be true! Well-known for delivering conservative treatment, the loyal, stable and long-term patient base has also come to appreciate and value the integrity and philosophy of this beloved practice.

The Doctor averages 16-24 patients per day and welcomes approximately 20-25 new patients per month, due to quality care, quality relationships and a stellar reputation.

This beautiful upscale office w/ its sophisticated décor of quality furnishings, finishes & rich, soothing colors is conveniently located in an attractive, well-maintained, single-story, ADA-compliant, multi-tenant building w/ ample on-site parking and is within walking distance to restaurants & shopping in a highly desirable, vibrant neighborhood.

This thoughtfully planned office is professionally designed with office efficiency and patient flow in mind. It occupies approximately 2,140 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms, contained graciously in an Open floor plan in a serene and relaxing setting.

Full Price: \$595,000

For further details or on-site visit, please contact:

Jeff J. Tonner, JD

Mark B. Hughes, DDS

800.641.4179

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours	This Information Is Included In the Financial Package						
Doctor's Hours							
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 20+ yrs		Days worked past 12 months:		~ 185+ days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building, leases back and pays rent						
Rent per month	\$ 3,000.00/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount?	N/A	Are utilities included?		Landlord pays H2O & Trash, Owner pays Utility			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,140 sq. ft.		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?		No		
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	NO

Description of office building, Location and attributes of practice (a brief description):

Centrally located, Attractive, well-maintained, single-story, ADA-compliant building w ample parking on-site, on major thoroughfare w walking distance to restaurants & shopping in desirable, vibrant neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	5	Adjunctive	1	Dentures	10
General Operative	10	Endo	3	Ortho/TMJ	0	Perio	1
Oral Surgery	5	Cosmetic	5	Crown/Bridge	30		

What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.) **Perio, Ortho, TMJ, Implant Placement, Biopsies, All Molar Endo, Complex Oral Surgery-impacted 3rd molars, Difficult Pedo Behavioral Management, All Endo Retreats.**

Type of patients as a percentage of Collections: **Fee-for-Service**

Private Pay 80 Insurance/PPO 20 AHCCCS 0 Capitation (HMO) 0 Other 0

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Primarily Fee-for-Service. More Information Included in Financial Package

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **~ 20 – 25/month**

Average number of patients per day? Per-Doctor: **16 – 24** Per-Hygienist: **0**

Hygiene days per week: **0** Percentage of Production by Hygiene: **~ 30%**

Average age of patients: **Mature Family Range 50–70yrs (Patient base 3 – 100+ yrs)**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduling, Postcards**

Number of recalls per month? **~ 80 – 100/month**

What types of Practice Promotions are in effect? **None**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **Beautiful Mediterranean décor, leaseholds and pleasing, rich, calming color scheme in Open floor plan & serene, relaxing setting**

Average age of Equipment: **~ 12 yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right/Convertible**

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
This Information Is Included In the Financial Package				
Is there a practice management consultant? No				
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns:				
2016 <u>\$ 744,634</u> 2015 <u>\$ 776,679</u> 2014 <u>\$ 734,781</u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	None	Is pegboard or computer?	See Financial Package	
What type of computer?	N/A	What software?	N/A	
Is software transferable?	N/A			
Fees Schedule:	Available upon request			
<p>NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.</p> <p>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.</p>				