



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#HN-773**

### **Sutter Creek, California**

Located in an area known for beautiful scenery, excellent wine and rich history. This exceptional community is the perfect balance of the Gold Rush days and its attractive dining, shopping, and exploration opportunities in this quaint small-town in the heart of Amador County. *Sutter Creek truly has something for everyone!*

***The Perfect Place to Live, Work, Play and Raise a Family!***

The Doctor averages 7 patients w/ 6 to 7 Hygiene patients per day and generates approximately 5 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Professional building complex with ample parking in professional corridor or desirable neighborhood.

The office occupies approximately 1,536 square feet and consists of 4 fully equipped Ops with possibility of 5<sup>th</sup> Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Seller Extremely Motivated!***

***Priced to Sell ~ Now Only: \$95,000***

***Real Estate Also Available – Call for Details!***

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

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**800.641.4179**

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

**We look forward to serving you**

# HN-773

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$95,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5		8 – 5		Some	
Doctor's Hours		9 – 5		9 – 5			
Hygienist Hours		8 – 5		8 – 5			
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Personal</b>	
Years established:	~ 27 yrs		Days worked past 12 months:			~106*	
*Dentist Produces: ~\$224 per hr & ~ \$250 per patient Hygienist Produces: ~\$140 per hr & ~\$147 per Patient							
OFFICE SPACE & LEASE INFORMATION							
Is the building/suite owned?	<b>Yes</b>		Is building available for purchase?			<b>No</b>	
Is the space leased?	<b>No</b>		Is lease renewable?		<b>N/A</b>	Is lease assignable? <b>N/A</b>	
Term of Lease:	<b>Negotiable – Seller Owns</b>			Expiration date:		<b>TBD</b>	
Do you share space with another dentist?	<b>Yes, owner sublets to specialist for \$1,135 per month</b>						
Rent per month	<b>\$2,304 per month</b>		Common area, maintenance fees /taxes included?			<b>Yes</b>	
If not included, current amount paid?	<b>N/A</b>		Are utilities included?			<b>No</b>	
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center	
Office Square footage:	<b>1,536 sq ft</b>		Carpet?	<b>Yes</b>	Air conditioning?		<b>Yes</b>
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?		<b>Possibly 1 additional</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>No</b>	Intra-oral Camera:	<b>No</b>	Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story Professional building complex w ample parking, on major thoroughfare of professional corridor in desirable neighborhood</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>13.65</b>	Diagnostic	<b>11.05</b>	Adjunctive	<b>1.46</b>	Dentures	<b>10.54</b>
General Operative	<b>19.03</b>	Endo	<b>5.38</b>	Ortho/TMJ		Perio	<b>1.85</b>
Oral Surgery	<b>3.32</b>	Cosmetic	<b>0</b>	Crown/Bridge	<b>28.71</b>	Implant	<b>5</b>

What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo)

**Complex Oral Surgery-3<sup>rd</sup> molars, Endo-molar endo, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 60 Insurance/PPO 40 Denti-Cal 0 Capitation (HMO) 0 Other 0

Are you a Delta Provider? **Yes** If Yes,      Delta PPO **X** Delta Premier

**\*Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

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

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

**Delta Dental and First Dental Health**

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: **~60**

Average number of patients per day? **~ 13-14** Per-Doctor: **7** Per-Hygienist: **6-7**

Hygiene days per week: **~2** Percentage of Production by Hygiene: **~ 28%**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes, Plumbed throughout**

Type of recall system used? **Post Appt Scheduling / Follow up Calls**

Number of recalls per month? **~64**

What types of Practice Promotions? **Word-of-mouth and Website**

Phone Book Advertising? **\*\* Yes** **\*\* 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:

**Currently being remodeled: New ADA Compliant Restroom, Flooring, Paint and Updated Exterior**

Average age of Equipment: **~25 yr**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Front Office</b>	<b>16 hrs / Week</b>	<b>2018</b>		<b>No</b>
<b>RDA</b>	<b>16 hrs / Week</b>	<b>2007</b>		<b>No</b>
<b>RDH</b>	<b>1.5 to 2 days a week</b>	<b>2014</b>		<b>No</b>

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2017 \$291,097 2016 332,979.74 2015 \_\_\_\_\_

**\*Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? \_\_\_\_\_ Is pegboard or computer? **Computer**

What type of computer? **ACR** What software? **Softdent**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

**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.**

**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.