



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DG-842**

**Fremont, California**

Undecided as to where to plant your roots to start a career and raise your family? According to recent studies, this is the ideal city for both! From the strength of job markets to the attractiveness of social scenes, it is a great place to get your career started and ideal location for raising a family. Recognized as being less commercialized and more focused on having an urban, hometown feel, the moderate climate and easy access to family-friendly attractions, strong business presence, shopping, recreation, scenic locations, and major universities, this vibrant community truly has it all!

Imagine being able to live, practice and play here! We are presenting a remarkable opportunity and quality practice where staff and patients are proud to be a part of!

Conveniently located on the corner of two busy thoroughfares in a desirable corridor, is this spacious office which occupies approximately 3,200 square feet in an attractive, well-maintained, 2-story Professional complex, offering outstanding views of the surrounding foothills, and includes ample parking in a large lot. Office consists of 10 fully equipped Ops designed with patient flow and office efficiency in mind, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 2 Restrooms.

***Full Price: \$395,000***

*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**

# DG-842

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		9 - 5 <sup>x1/month</sup>
Doctor's Hours		10:30-5 <sup>x1/month</sup>	7 – 6	8 – 6	8 – 6		
Associate Hours			9 – 5	9 – 5	9 – 5		9 - 5 <sup>x1/month</sup>
Type of Practice:	<b>General</b>		Reason for Selling: <b>Personal</b>				
Years established:	<b>Since 2006</b>		Days worked past 12 months: <b>~ 12 days</b>				

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>3 yrs remain w/ 2 add'l 5 yr options</b>			Expiration date:	<b>July 2021</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$7,069.75/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount?	<b>\$1,500.00/month</b>			Are utilities included?	<b>Yes, Water</b>		
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 3,200 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>10</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	Restrooms:	<b>Yes, 2</b>		Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Corner location at the intersection of 2 major thoroughfares, attractive, well-maintained 2-story Professional building w large parking lot for ample parking</b>						

<b>PATIENT DEMOGRAPHICS</b>						
Breakdown of Service/Procedures as a percentage of Collections:						
Preventative/Hygiene	<b>10</b>	Diagnostic	<b>10</b>	Adjunctive		Dentures
General Operative	<b>30</b>	Endo	<b>5</b>	Ortho/TMJ	<b>1</b>	Perio <b>9</b>
Oral Surgery	<b>5</b>	Cosmetic		Crown/Bridge	<b>30</b>	
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)						
<b>Complex Oral Surgery: 3<sup>rd</sup> molars, Difficult Pedo Management, Complex Implants, Endo Retirements</b>						
Type of patients as a percentage of Collections:						
Private Pay	<u>  20  </u>	Insurance/PPO	<u>  80  </u>	Denti-Cal	<u>      </u>	Capitation (HMO) <u>      </u> Other <u>      </u>
Are you a <b>Delta Provider</b> ? <b>Yes</b> / No If Yes: <u>  Y  </u> <b>Delta PPO</b> <u>  Y  </u> <b>Delta Premier</b>						
* <b>Delta Premier:</b> 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"? <b>Yes</b>						
List Preferred Provider, Health Care Provider and Capitation Plans now in place:						
<b>All PPO Plans</b>						
Estimated Number of Active Patient Files: <b>Number to be defined by Buyer's Due Diligence Process*</b>						
*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: <b>~ 10</b>						
Average number of patients per day? Per-Doctor: <b>~ 12</b> Per-Hygienist: <b>~ 8 – 10</b>						
Hygiene days per week: <b>1</b> Percentage of Production by Hygiene: <b>~ 20</b>						
Average age of patients: <b>Mature family range: ~ 40 – 60 yrs</b>						
Does the office have Nitrous Oxide? <b>Yes</b>						
Type of recall system used? <b>Pre-scheduling, Postcards</b>						
Number of recalls per month? <b>~10 - 50</b>						
What types of Practice Promotions? <b>Referrals and Gifts</b>						
Phone Book Advertising? * <b>Yes</b> * <i>Phone book advertising contracts will be the responsibility of buyer after transition.</i>						

## 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:** ~1-30 yrs. New computer Server, Compressor, New Computers in the Operatores, New Digital X-Rays, Vacuum Pump and Freshly Painted Walls

Average age of Equipment: ~ 0 – 10 yrs

Any equipment leases? **Cerec** Equipment is right/left-handed/convertible? **Right**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	~ 40 hrs/wk	<b>2016</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>Dental Assistant</b>	~ 30-35 hrs/wk	<b>2015</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	~ 8 hrs/wk	<b>2018</b>	<b>\$450.00/day</b>	<b>No</b>

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

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 \$531,541 2016 \$495,660 2015 \_\_\_\_\_

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

Number of statements sent each month? ~ 30 - 40 Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Open Dental**

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.