



WESTERN PRACTICE SALES

John M. Cahill Associates

#IG-832

Oakhurst, California

Have you ever dreamed of living and practicing by beautiful mountain ranges, surrounded by nature? This mountain community is part of the culturally rich Southern Sierra, with the world famous destinations of Bass Lake, the Sierra National Forest, and Yosemite National Park all in our backyard.

The Doctor averages 7 patients per day and welcomes approximately 15-17 new patients per month, growth based on internal marketing: word-of-mouth referrals and appreciation of quality care and warm relationships.

This office is conveniently located at the gateway to Yosemite in an attractive, well-maintained, outdoor Mall with ample parking in a mature and desirable neighborhood. The office occupies approximately 2,048 square feet and consists of 3 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, 2 Restrooms and Staff Lounge.

Full Price: \$235,000

Condo Unit Also Available \$375,000

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

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

We look forward to serving you

IG-832

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$235,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 - 5	9 - 5	9 - 5	9 - 5	
Doctor's Hours			9 - 5	9 - 5	9 - 5	9 - 5	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 2009** Days worked past 12 months: **~ 200 days**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **Not Currently**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building** Expiration date:Do you share space with another dentist? **No**Rent/mortgage per month* **\$3,000.00/month** Common area, maintenance fees /taxes included? **Yes, (Negotiable)***Rent includes HOA & Triple Net Are utilities included? **No**Is the rent considered above, below or at fair market value? **Fair Market Value**Type of Building: **Condo X** Free-standing Professional Retail CenterOffice Square footage: **~ 2,048 sq. ft.** Carpet? **Yes, & Tile** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **Yes, 1 additional**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **No** Cerec: **No**Description of office building, Location and attributes of practice (a brief description): **Conveniently located at the gateway to Yosemite, attractive, well-maintained outdoor mall w/ ample parking in mature and desirable neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	13	Adjunctive	2	Dentures	4
General Operative	48	Endo	8	Ortho/TMJ	0	Perio	2
Oral Surgery	4	Cosmetic	0	Crown/Bridge	5	Implant	4

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

Complex Oral Surgery- 3rd molars, Endo Retreat

Type of patients as a percentage of Collections:

Private Pay 57 **Insurance/PPO** 43 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** _____

Are you a **Delta Provider**? **Yes** If Yes, _____ **Delta PPO** Y **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"? **Yes**

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

Aetna, Ameritas, Anthem, Cigna, Delta Premier, Guardian, Principal, United Concordia

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: **~ 15 - 17**

Average number of patients per day? **7** Per-Doctor: **7** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **~ 10**

Average age of patients: **Family range: ~ 50 yrs**

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

Type of recall system used? **Postcards**

Number of recalls per month? **~ 40 - 42**

What types of Practice Promotions? **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:

All equipment functional, good working condition, New X-Ray & (Sensors < 2 yrs)

Average age of Equipment: ~ 8 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
Dental Assistant	4 days x 8 hrs	Jan 2014	\$15.00/hr	No
Dental Assistant	4 days x 8 hrs	Jan 2018	\$14.00/hr	No
Front Desk	4 days x 8 hrs	Spouse	N/A	No

Do family members work in the office? **Yes** If yes, how much are they paid? **\$ - 0 -**

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 \$ 319,088 2016 \$ 348,381 2015 \$ 338,253

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

Number of statements sent each month? ~ 35 Is pegboard or computer? **Computer**

What type of computer? **7 Workstations networked** What software? **Easy Dental**

Is software transferable? **Unknown, 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.