



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-873 *Oral Surgery* Phoenix, Arizona

With a seasoned staff, this well-established, quality practice limited to *Oral Surgery* focuses on delivering expert care in diagnosis and patient comfort. With a stable, loyal and solid doctor referral base, Doctor averages 6 patients per day and welcomes approximately 50 new patients per month!

Centrally located in the heart of Phoenix in an easily accessible, highly visible, attractive, well-maintained, mixed Professional building w/ ample parking on major thoroughfare, This beautiful office is perfectly situated in a very desirable professional corridor. The office occupies approximately 2,000 square feet with 2 fully equipped ops, and plumbed for 1 additional. The space includes a Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$295,000

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		8 - 5	8 - 5	8 - 5	8 - 5	8 - 12	
Doctor's Hours		8 - 12	8 - 5		8 - 5	8 - 11	
Type of Practice:	Oral Surgery			Reason for Selling: Personal/Retiring			
Years established:	36 years			Days worked past 12 months:			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	N/A					
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes			
Term of Lease:	Expires May 2019, New Term TBD			Expiration date:	May 2019			
Rent per month	\$ 2,408		Common area, maintenance fees /taxes included?				Yes	
If not included, current amount?			Are utilities included? If yes, which?				No	
Is the rent considered above, below or at fair market value?	Fair Market Value							
Type of Building:	Condo	Free-standing	Professional	X	Retail Center			
Office Square footage:	~2,000 sq. ft.	Carpet?	Yes	Air conditioning?	Yes			
Number of fully equipped ops:	2		Plumbed for additional ops?					1
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:	No	Intra-oral Camera:	No	Cerec:	No	
3D Imager:	No							
Description of office building, Location and attributes of practice (a brief description):	Easy access, close proximity to freeway, Well – Maintained. Highly visible in a desirable professional corridor							

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice Dedicated 100% to Oral Surgery**

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

Specialty Practice Dedicated to Oral Surgery

Type of patients as a percentage of Collections:

Private Pay 40 Insurance/PPO 60 AHCCCS Capitation (HMO) Other

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

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

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Blue Cross/ Blue Shield Aetna, Metlife, Delta Dental, United Healthcare, Cigna, Sunlife Financial, Ameritas, Guardian, Principal Financial**

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: **~ 50**

Average number of patients per day? **~ 6**

Percentage of patients: Adults **~ 60%** Children **~40%**

Average age of patients: **~ 40 yrs.**

Does the office have Nitrous Oxide? **Yes**

Are there any current credit balances for pre-paid treatment such as implants? **Yes**

Types of surgeries performed: **Extractions, Biopsies and Implants**

Number of active referring Dentists: **25**

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: **Traditional**

Average age of Equipment: **~ 10 yrs.**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Surgical Assistant	4 day/24 hrs	2010	\$26.00/hr	Yes
Circulating Nurse	As Required	2015	\$24.00/hr	No
Office Manager	5 days/34 hrs	2015	\$24.00/hr	Yes

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 Fiscal (*October – September*) Tax Returns:

2016 **\$735,853** 2015 **\$794,918** 2014 **\$912,851**

***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? What software? **Omsvision**

Is software transferable?

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.