



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-871

San Francisco, California

The LOCATION of this office is the envy of all! *Where in the heart of San Francisco would you find a practice with ALL 5-star Yelp reviews, a front door that opens up to ocean views, with plants outside each window?* In addition, picturesque and spectacular views of the Bay Bridge can be seen from all corners of this courtyard office, which includes an upper outdoor patio and balcony. Within walking distance are major city landmarks, cultural attractions and amenities too many to list! *With a renewed lease below Fair Market Rent, the low overhead and stunning views of this remarkable office make this an unrivaled opportunity!*

The Doctor averages 2 patients per day on a relaxed schedule and generates approximately 7-10 new patients per month. Imagine your growth potential and increased production when you maximize the office hours!

Specifically designed for maximum flexibility, ease of movement and repair of equipment, this office also has a floor plan with office efficiency and patient flow in mind. *With free street parking for patients and unlimited parking options*, this office occupies approximately 600 square feet and consists of 2 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Seller Motivated!

Price Reduced: \$65,000

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

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

We look forward to serving you

AG-871

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$65,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours	12 - 5		12 - 5	12 - 5		12 - 5	12 - 5
Doctor's Hours	12 - 5		12 - 5	12 - 5		12 - 5	12 - 5
Type of Practice:	General			Reason for Selling:			Retirement
Years established:	Since 2009			Days worked past 12 months:			~ 250 days

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:	3 yrs	Expiration date:	January 2020				
Do you share space with another dentist?	No						
Rent per month	\$1,820.00/month	Common area, maintenance fees /taxes included?	No				
If not, current amount paid by Tenant?	\$140	Are utilities included?	Yes				
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	<input checked="" type="checkbox"/>	Retail Center	
Office Square footage:	600 sq. ft.	Carpet?	Yes	Air conditioning?	No		
Number of fully equipped ops:	2	Plumbed for additional ops?					
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	Yes	Cerec:	NO
Description of office building, Location and attributes of practice (a brief description):	Excellent location adjacent to major cultural attraction and amenities too many to list, with spectacular city views and the Bay Bridge and offers free street parking in front for patients						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	Adjunctive	Dentures	0
General Operative	20	Endo	5	Ortho/TMJ	< 1
Oral Surgery	5	Cosmetic	Crown/Bridge	30	Implant

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

Complex procedures of all the above specialties

Type of patients as a percentage of Collections:

Private Pay **10** Insurance/PPO **90** Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If Yes, **Y** **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"? **No**

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

Delta, Cigna PPO, Guardian

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: **~ 7 – 10**

Average number of patients per day? Per-Doctor: **2** Per-Hygienist: **N/A**

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

Average age of patients: **Family Range: ~ 20 – 40 yrs**

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

Type of recall system used? **Dentrix tracked and generated**

Number of recalls per month? **~ 20 - 30**

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: **Attractive Room Partitions**

Average age of Equipment: **~ 7 yrs**

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **R/Convert**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
DDS	5 days/wk			
Off Manager/Chairside	5 days/wk			

Do family members work in the office? **Yes** 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 Profit & Loss Statement:

2017 **\$ 94,271** 2016 **\$ 91,095** 2015 **\$ 90,140**

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

Number of statements sent each month? **0** Is pegboard or computer? **Computer**

What type of computer? **PC Windows** What software? **Dentrix**

Is software transferable? **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.