



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-882

Tempe, Arizona

This Practice Cash Flowed Over 50% of Gross Receipts in 2017!

Located in the center of the “Valley of the Sun”, Tempe is an exciting mixture of Southwestern hospitality, prosperity and success. Tempe continues flourish with a growing population and offerings of a city rich in economics, technology, culture, educational resources, and is quickly becoming an emerging destination city for tourism.

This beloved, long-established quality practice offers a full spectrum of conservative dental which include root canals, extractions and implant restorations to an appreciative, stable, loyal patient base comprised of mostly younger and older adults.

The Doctor averages 8 - 9 patients w/ 4 Hygiene patients per day offering 1 day of hygiene/per week and generates approximately 30-35 new patients per month.

The office is conveniently located in a well-maintained, attractive building on busy thoroughfare, with easy accessibility for patients, as it is a convenient stop on the light rail train transit system in a revitalized neighborhood. This spacious office occupies approximately 3,000 square feet and consists of 6 fully equipped Ops, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.

Full Price: \$395,000

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		9 – 4	9 – 4		9 – 4	9 – 12	8 – 12
Doctor A Hours			9 – 1		9 – 1	9 – 12	
Doctor B Hours		9 – 4	9 – 4		9 – 4	9 – 12	8 – 12
Hygienist Hours							8 – 12
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 40 yrs		Days worked past 12 months:		Dr. A -135/Dr. B-250		

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?	No		
Term of Lease:	Month-to-Month			Expiration date:			
Rent per month	\$ 2,351.00/month		Common area, maintenance fees /taxes included?		No		
If not included, current amount?	\$3,280.00		Are utilities included? If yes, which?		No		
Is the rent considered above, below or at fair market value?	Below Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 3,000+ sq ft		Carpet?	Tile	Air conditioning?	Yes, 2	
Number of fully equipped ops:	6		Plumbed for additional ops?				
Reception area:	Yes	Dark room:	Yes	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:	Yes	Cerec:	No
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Long-established, attractive, well-maintained building on busy thoroughfare adjacent to restaurant, on the light rail line, with stop in revitalized neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8.99	Diagnostic	14.33	Adjunctive	Dentures	7.13
General Operative	13.66	Endo	6.74	Ortho/TMJ	Perio	3.11
Oral Surgery	7.14	Cosmetic	2.66	Crown/Bridge	Misc	1.11

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

Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 15 Insurance/PPO 80 AHCCCS 5 Capitation (HMO) 0 Other _____

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and PPO Plans now in place: **NO Capitation Plans**

PPO's only: Aetna, Assurant, BC/BC, Cigna, Delta, Dentaquest, GEHA, Guardian, Meritan Health, MetLife, Physician's Manual, Principal, Sun Life Financial, UFCW. United Concordia, United Healthcare, AHCCS-dual complete

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: **30-35**

Average number of patients per day? Per-Doctor: **9** Per-Hygienist: **4**

Hygiene days per week: **1** Percentage of Production by Hygiene: **~ 30 – 40%**

Average age of patients: **Family Range: ~ 30+ yrs**

Does the office have Nitrous Oxide? **Yes, 2 Ops equipped**

Type of recall system used? **Computerized Recall Postcards**

Number of recalls per month? **~ 100**

What types of Practice Promotions are in effect? **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: **New Tile Flooring within ~ 5-10 yrs**

Average age of Equipment: **~ 5 yrs**

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

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	4 days/25 hrs	1988	\$23.00/hr	Yes
Dental Assistant*	5 days/30 hrs	2005	\$13.00/hr	Yes
Dental Assistant	5 days/30 hrs	2012	\$17.00/hr	Yes
Reception	5 days/30 hrs	2017	\$15.00/hr	Yes
Do family members work in the office?	Yes*	If yes, how much are they paid?		\$13.00/hr
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 <u>\$ 500,000</u> 2016 <u>\$ 491,000</u> 2015 <u>\$ 516,000</u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 10	Is pegboard or computer?		Computer
What type of computer?	Dell	What software?		Open Dental
Is software transferable?	Yes, Transfer Fee, if applicable, to be paid by Buyer			
Fees Schedule:	Available upon request			
<p>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.</p> <p>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.</p>				