



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-892

San Jose, California

Excellent location and stellar reputation go hand-in-hand, contributing to the success of this office in desirable commercial/residential neighborhood. Be part of a community and this beloved, family-oriented practice with a stable, multi-generational patient base who are loyal and appreciative of the quality care they receive in this quality, long-established practice.

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and generates approximately 7 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story building in a mixed commercial/residential neighborhood, on one of the main thoroughfares. The office occupies approximately 1500 square feet and consists of 3 fully equipped Ops w/ plumbing for 2 additional Ops = 5 Ops total, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$295,000

Real Estate Available

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#DG-892**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$295,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8:30-5:30	8:30-5:30	8:30-5:30	9 - 12	
Doctor's Hours			8:30-5:30	8:30-5:30	8:30-5:30		
Hygienist Hours			8:30-5:30	8:30-5:30	8:30-5:30		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	42 yrs			Days worked past 12 months:		170	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Negotiable				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:	N/A		
Rent per month	\$3,750.00		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A	Are utilities included?	Yes				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	1500 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 2 additional = 5 total			
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:	Yes	Intra-oral Camera:	Yes	Cerec:	No
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	Beautiful office in upscale neighborhood on the corner of main thoroughfare in a very family friendly neighborhood. Mix-use commercial area w/ access to all freeways and nearby hospital.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	35	Diagnostic	13	Adjunctive	2	Dentures	3
General Operative	12	Endo	1	Ortho/TMJ		Perio	6
Oral Surgery	1	Cosmetic		Crown/Bridge	26	Implant	

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

Oral Surgery, Ortho, Some Endo, Some Perio, Pedo

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal Capitation (HMO) Other

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

MetLife, Guardian, Aetna, Assurant, Cigna, United Concordia, United Healthcare, Blue Shield, First Dental Health

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**

Average number of patients per day? Per-Doctor: **~ 8** Per-Hygienist: **8**

Hygiene days per week: **3 days** Percentage of Production by Hygiene:

Average age of patients: **~ 50**

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

Type of recall system used? **Lighthouse**

Number of recalls per month? **100**

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:

XDR Digital Z-Rays – 2013, Lights (3) 2007, Dental Units (1) - 2007 & (2) - 1999, Cavitron (3) - 2013, Vacuum - 2012, Amalgram Filler - 2012, Zoom - 2007, Brasseler Fiberoptic Electric Handpieces Compressor (4) - 2000, X-Ray Units (2) - 2007

Average age of Equipment:

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	4 days/30.5 hrs/wk	1999	\$33/hour	No
RDH	3 Days/27 hrs/wk	2002	\$440/day	No

Do family members work in the office? **Yes** If yes, how much are they paid? **Unpaid**

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 \$ 406,479 2016 \$ 435,171 2015 \$ 407,799

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

Number of statements sent each month? **60** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Practice Works**

Is software transferable? **Yes**

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.