



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DN-898**

**San Jose, California**

*Location, visibility, convenience, and comfort, are the words that come to mind when describing this practice!*

Newly built-out in 2015, this beautiful, spacious, modern office is conveniently located on the corner of two major thoroughfares, with quick access to both the 680 and 280 Freeways, and is near two of San Jose's busiest Express Ways, giving this practice amazing visibility! If this was not enough, it perfectly situated in one of the most desirable and popular Retail Shopping centers, offering ample parking for patients, and retail conveniences galore!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 40-50 new patients per month.

This office is professionally decorated in earthy hues and is designed for office efficiency, patient flow and comfort in mind. Its colors and décor elicits a warm and inviting environment and occupies approximately 2,204 square feet and consists of 4 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$500,000***

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

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**800.641.4179**

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

**We look forward to serving you**

**#DN-898****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$500,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 - 5
Doctor's Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 - 5
Hygienist Hours				10 – 7		9 – 5	9 - 5
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Medical</b>	
Years established:	<b>Since 2014</b>		Days worked past 12 months:			<b>~ 195+ days</b>	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>120 months</b>			Expiration date:	<b>April 2024</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 12,082.00/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$1,500.00</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Rent</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>~ 2,200 sq. ft.</b>		Carpet?	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>2</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>NO</b>
3D Imager:	<b>Yes</b>						
Description of office building, Location and attributes of practice (a brief description):	<b>Corner suite in a busy retail shopping center w/ great signage and visibility, on major intersection. Building ~ 3 yrs old.</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8	Diagnostic		Adjunctive		Dentures
General Operative	72	Endo	2	Ortho/TMJ	15	Perio
Oral Surgery	3	Cosmetic		Crown/Bridge		Implant

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

**None, No procedures are referred out, all are performed in-house by on-site Specialists providing care**

Type of patients as a percentage of Collections:

Private Pay 43 Insurance/PPO 57 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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

**All PPO, Delta HMO, Cigna HMO**

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: **~ 40 - 50**

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

Hygiene days per week: **3** Percentage of Production by Hygiene: **~ 8**

Average age of patients: **Young – mid Family Range: 35+ yrs**

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 80 - 100**

What types of Practice Promotions? **Solution Reach**

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 Build-out in 2015**

Average age of Equipment: ~ 3 yrs

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

### PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Office Manager</b>	<b>5 days x 8 hrs</b>	<b>2014</b>		<b>Yes</b>
<b>RDA</b>	<b>5 days x 8 hrs</b>	<b>2015</b>		<b>Yes</b>
<b>Front Office</b>	<b>5 days x 8 hrs</b>	<b>2018</b>		<b>Yes</b>

Do family members work in the office? **No** 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 Tax Returns:

2017 \$ 669,602 2016 \$ 775,100 2015 \$ 519,655

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

Number of statements sent each month? ~ 100 Is pegboard or computer? **Both**

What type of computer? **Dell** What software? **Dentrix ENT**

Is software transferable? **No, Transfer Fee is not 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.