



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-902

Las Vegas, Nevada

This quality practice maintains a private “boutique image and concept” and strives to offer top-notch personalized service in a warm and caring environment. The loyal and stable patient base love the philosophy, appreciate the care, return for their treatment and refer their family and friends because their needs and treatment are placed above all else!

The Doctor averages 15-20 patients w/ 10-15 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 60+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, popular, busy, well-travelled, high-traffic Retail Shopping Center with excellent frontage, signage, visibility and easy accessibility on major thoroughfare. The office consists of 5 fully equipped Ops, Reception area, Private office, Business office, Sterilization, Lab, Storage and Restroom.*

Full Price: \$495,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 495,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		1/month
Doctor's Hours		9 – 5	as needed	9 – 5	9 - 5		*1/month
<i>*Doctor treats Pedo 1 Sat/month</i>							
Hygienist Hours		9 – 5		9 – 5	9 – 5		1/month
Type of Practice:	General		Reason for Selling: Relocation				
Years established:	~ 16 yrs		Days worked past 12 months: ~ 165				

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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 (three) 5-yr options just negotiated			Expiration date:	11/2022		
Rent per month	\$ 3,431.00/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	*See note above		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Laser:	Yes	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):	Attractive, well-maintained, single-story, super busy, well-travelled, high-traffic, popular Retail Shopping Center with excellent frontage, signage, visibility and easy accessibility on major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	7	Diagnostic	15	Adjunctive	1	Dentures	3
General Operative	29	Endo	8	Ortho/TMJ	2	Perio	14
Oral Surgery	8	Cosmetic	5	Crown/Bridge	8		

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

Complex Endo-retreatment, Oral Surgery-3rd molars, most Ortho, Difficult Pedo behavioral management patients are treated by DDS in a Surgery Center

Type of patients as a percentage of Collections:

Private Pay 20% Insurance/PPO 80% Denti-Cal ___ Capitation (HMO) 0 NPD (Culinary) out of network

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

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

Cigna, Delta Dental, Teamsters, MetLife

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: **~ 60+**

Average number of patients per day? Per-Doctor: **~15-20** Per-Hygienist: **~10-15**

Hygiene days per week: **3** Percentage of Production by Hygiene: **~20+%**

Average age of patients: **Family Range**

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

Type of recall system used? **Zoc Doc text messaging**

Number of recalls per month? **~ 200**

What types of Practice Promotions? **N/A**

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: **~ 10 years (estimated)**

Average age of Equipment: **All equipment purchased within 2 yrs except 3 Chairs**

Any equipment leases? **iTero \$575.00/4 yrs** Equipment is right/left-handed/convertible? **Right/Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant (Lead)	3-4 days/wk	Dec 2016	\$17.00/hr	No
Dental Assistant	4 days/wk	Jan 2018	\$12.00/hr	No
Front Office	4 days/wk	July 2018	\$14.00/hr	No
Office Manager	3-4 days/wk	June 2016	\$28.00/hr	No
Dental Hygiene	3 days/wk	June 2017	35%	No
DDS	1 day/month	Aug 2016	30% prod/\$500^{min}	

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 489,116 ytd 2017 \$ 737,232 2016 \$331,575 (6 months)

***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? **HP touchscreen** What software? **Dentrix**

Is software transferable? **Yes, 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.

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