



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#UT-877**

### **West Central Area, Utah**

Moderate winter climate and a huge array of reasons like premium warm-weather golfing, fishing and hiking, surrounded by state parks' vast beauty and year-round adventures and endless options of perennial activities are what draw people to visit, love, live and sink down roots in this beautiful gem of a community of Utah state.

The Doctor averages 10 patients w/ 6 Hygiene patients per day and generates approximately 12 new patients per month.

The office is conveniently located in a highly visible, single-story, attractive, well-maintained, free-standing Professional building w/ ample parking, street-level accessibility and excellent curb appeal. The office consists of 3 fully equipped Ops, Reception area, Business office, Sterilization, Lab, Storage and Restroom.\*

***Full Price: \$109,000***

*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 Utah, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

# UT-877

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$109,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8-5	8-5	8-5			
Doctor's Hours		8-5	8-5	8-5			
Associate Hours		8-5					
Hygienist Hours				8-5			

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **~ 26 years** Days worked past 12 months: **~ 156 days**

## OFFICE SPACE &amp; LEASE INFORMATION

**\*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF UTAH. 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?	<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>3 year lease</b>	Expiration date:	<b>July 2019</b>
Do you share space with another dentist?	<b>Yes</b>		
If yes, percentage of Associate's Production:	<b>45%</b>		
Will Associate stay on with practice?	<b>Possibly</b>		
Rent per month	<b>\$1,000.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount?	<b>N/A</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Below Market</b>		
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>
		Professional	Retail Center
Office Square footage:	<b>*See note above</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
		Doctor's office:	<b>No</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>
		Intra-oral Camera:	<b>No</b>
		Cerec:	<b>No</b>
3D Imager:	<b>No</b>		

Description of office building, Location and attributes of practice (a brief description): **Highly visible, single-story, attractive, well-maintained, free-standing Professional building.**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>26</b>	Diagnostic	Adjunctive	Dentures	<b>3</b>
General Operative	<b>49</b>	Endo	Ortho/TMJ	Perio	<b>4</b>
Oral Surgery	<b>6</b>	Cosmetic	Crown/Bridge		<b>9</b>

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

**Oral Surgery, Molar Endo, Ortho, Complicated Pedo**

Type of patients as a percentage of Collections:

Private Pay ~30% Insurance/PPO ~70% Medicaid N/A Capitation (HMO) N/A

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

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

**Delta Dental, Cigna, PEHP, BCBS**

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: **~ 12**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 6**

Hygiene days per week: **1** Percentage of Production by Hygiene: **26%**

Average age of patients: **~ 21 - 60 years old**

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

Type of recall system used? **6 Month Appointment & Mail Postcards**

Number of recalls per month? **~ 40 - 50**

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: **Tasteful, traditional décor. New Intraoral cameras in two ops.**

Average age of Equipment: **~ 15 years old**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office</b>	<b>20 hrs/wk</b>	<b>10+ years</b>	<b>\$17.00/hr</b>	<b>No</b>
<b>RDA</b>	<b>20 hrs/wk</b>	<b>10+ years</b>	<b>\$19.00/hr</b>	<b>No</b>
<b>RDA</b>	<b>8 hrs/wk</b>	<b>10+ years</b>	<b>\$15.00/hr</b>	<b>No</b>
<b>RDA</b>	<b>12 hrs/wk</b>	<b>11/2016</b>	<b>\$13.00/hr</b>	<b>No</b>
<b>RDH</b>	<b>8 hrs/wk</b>	<b>12/2017</b>	<b>\$30/hr</b>	<b>No</b>

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

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:

2017 \$256,000    2016 (6 mos) \$120,000    2015 N/A

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

Number of statements sent each month? **45 – 50**                      Is pegboard or computer? **Computer**

What type of computer? **IBM/Windows**                      What software? **Easy Dental**

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.**

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