



WESTERN PRACTICE SALES

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

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

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 <i>Available Upon Request</i>	Eligible for benefits
Office	20 hrs/wk	10+ years		No
RDA	20 hrs/wk	10+ years		No
RDA	8 hrs/wk	10+ years		No
RDA	12 hrs/wk	11/2016		No
RDH	8 hrs/wk	12/2017		No

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.

***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.**