



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EG-910**

### Midtown Sacramento, CA

Tucked among thriving businesses and charming houses with character, is this remarkable opportunity in the highly desirable midtown Sacramento neighborhood. With proven success at this location with its stellar reputation of quality treatment as well as warm relationships, the possibilities are endless as you bring this well-established, quality, family-oriented practice to another level, with a little attention to marketing and maximizing office hours by expanding your workweek. ***An opportunity to own your building and thriving practice does not come along often so DO NOT hesitate or you may just miss out establishing your dental empire here!***

The Doctor averages 6 patients per day on a relaxed workweek and welcomes approximately 1 new patient/per month.

The office is conveniently located in a corner lot, single-story, attractive, well-maintained building, with ample parking on-site for patient accessibility and convenience. With its recently remodeled interior in 2012, this office occupies approximately 1107 square feet and consists of 2 fully equipped Ops with plumbing for 1 additional Op, Reception, Private office, Business office, Sterilization, Darkroom, Lab, Storage, and ADA-compliant Restroom.

***Reduced Price: \$210,000***

***Real Estate Available: \$395,000***

*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**

**#EG-910****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$210,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5		8 – 5	8 – 5	
Doctor's Hours		8 – 5	8 – 5		8 – 5	8 – 5	
Office & Doctor*		9:30–3*	9:30–3*		9:30–3*	9:30-3*	

*\*Please note that Office hours are 8-5 and 9:30-3 on alternating weeks*

Type of Practice: **General** Reason for Selling: **Retirement**

Years established: **Since 1987** Days worked past 12 months: **~ 165 days**

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned? **Yes** Is building available for purchase? **Possibly**

Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**

Term of Lease: **Seller owns building** Expiration date: **N/A**

Rent per month **\$2,214.00/month** Common area, maintenance fees /taxes included? **No**

If not included, current amount paid? **TBD** Are utilities included? **No**

Is the rent considered above, below or at fair market value? **Fair Market Value**

Type of Building: Condo **Free-standing X** Professional Retail Center

Office Square footage: **~ 1107 sf** Carpet? **Yes** Air conditioning? **Yes**

Number of fully equipped ops: **2** Plumbed for additional ops? **Yes, 1 additional**

Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **w/ Sterilization**

Business office: **Yes** Restrooms: **Yes** Sterilization: **w/ Lab** Storage: **Yes**

Laser: **No** 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):

**Attractive, well-maintained, desirable street-level, corner lot, single-story building w/ ample off-street parking on-site, remodeled in 2012 in pleasing décor & colors w/ ADA-compliant restroom**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	20	Adjunctive	2	Dentures	5
General Operative	19	Endo	1	Ortho/TMJ	1	Perio	5
Oral Surgery	1	Cosmetic	1	Crown/Bridge	25	Implant	0

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

**Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 25 **Insurance/PPO** 75 Denti-Cal \_\_\_\_ Capitation (HMO) \_\_\_\_ Other \_\_\_\_

Are you a **Delta Provider**? If Yes, Y **Delta PPO** Y **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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier/PPO, Cigna PPO**

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: **~ 1**

Average number of patients per day? Per-Doctor: **~ 5** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **N/A**

Average age of patients: **Full Family Range: 10 – 70+ yrs**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 30 - 35+**

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: **Full Interior Remodel in 2012**

Average age of Equipment: **Sterilizer ~ 14 yrs; Digital X-Ray ~ 10 yrs; OP Computers ~ 4 yrs; Front Desk Computer ~ 5 yrs; Dental Units ~ 25 yrs.**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay Available Upon Request	Eligible for benefits
<b>Dental Assistant</b>	<b>4 days x 7½ hrs</b>	<b>2003</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:

2018 \$ 239,217 P&L 2017 \$ 314,080 2016 \$ 336,379 2015 \$ 319,249

**\*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? **PC** What software? **Eaglesoft**

Is software transferable? **Unknown, 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.