



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#LV-867**

**Las Vegas, Nevada**

Live and Practice in **FABULOUS** Las Vegas! Located at one of the busiest intersections in this bustling city, Seller has developed a quality practice with a growing patient base and is passing it on to you!

The Doctor averages 6-12 patients w/ 8-10 Hygiene patients per day providing 4 days of hygiene/per week and generates approximately 20-30+ new patients per month, growth by the best kind of marketing: word-of-mouth referrals of quality care and quality relationships!

This office is conveniently located in an attractive, well-maintained, free-standing, 2-story building w/ ample parking at the intersection of two busy streets in a high growth neighborhood, on one of the busiest corridors in town, offering excellent visibility and easy accessibility. This spacious office consists of 8 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and 3 Restrooms.\*

***Full Price: \$315,000***

***Real Estate also Available through Local Broker***

*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.**

# LV-867

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 315,000

## 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		
Associate Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 1980** Days worked past 12 months: **~ 140+ days**

## OFFICE SPACE &amp; 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?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>
Term of Lease:	<b>Seller owns building</b>	Expiration date:	
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$ 4,465.00/month</b>	Common area, maintenance fees /taxes included?	<b>N/A</b>
If not included, current amount?		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	<b>Free-standing X</b>	Professional Retail Center
Office Square footage:	<b>*See note above</b>	Carpet?	<b>Yes</b>
Number of fully equipped ops:	<b>8</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>
Laser:	<b>Yes</b>	Digital X-ray:	<b>Yes</b>
3D Imager:	<b>NO</b>	Intra-oral Camera:	<b>Yes</b>
		Cerec:	<b>NO</b>

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained, 2-story, free-standing building complex with ample parking off major thoroughfare in desirable neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>8.89</b>	Diagnostic	<b>20.94</b>	Adjunctive	<b>1.69</b>	Dentures	<b>9.72</b>
General Operative	<b>7.43</b>	Endo	<b>2.16</b>	Ortho/TMJ	<b>2.05</b>	Perio	<b>10.76</b>
Oral Surgery	<b>2.91</b>	Cosmetic	<b>0.09</b>	Crown/Bridge	<b>33.36</b>		

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

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

Type of patients as a percentage of Collections:

**Private Pay** 25 **Insurance/PPO** 70 **Medicaid** 5 Capitation (HMO) N/A NPD (Culinary) N/A

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

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

**Extensive List Available Upon Request**

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: **~ 30 - 35**

Average number of patients per day? Per-Doctor: **10-20** Per-Hygienist: **8 - 10**

Hygiene days per week: **4** Percentage of Production by Hygiene:

Average age of patients: **Mid-Family Range: ~ 40 yrs**

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

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

Number of recalls per month? **~ 140+**

What types of Practice Promotions? **None**

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: **Everything in good working condition**

Average age of Equipment: **~ 12 yrs**

Any equipment leases? **No** Equipment is 5 Right-handed / 3 Left-handed / 3 Convertible

### PERSONNEL

Position	Days/Hrs	Additional Staff Information to be provided upon request
<b>DDS</b>	<b>3 ½ days/wk</b>	
<b>Office Manager</b>	<b>3 ½ days/wk</b>	
<b>Insurance</b>	<b>4 days/wk</b>	
<b>Reception</b>	<b>4 days/wk</b>	
<b>Dental Hygiene</b>	<b>4 days/wk</b>	
<b>Dental Assistant</b>	<b>3½ days/wk</b>	
<b>Dental Assistant</b>	<b>3½ days/wk</b>	
<b>Dental Hygiene</b>	<b>1 day/wk</b>	

Do family members work in the office? **Yes** If yes, how much are they paid? **Ask Broker**

Has staff left the practice recently? **No**

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

### PRACTICE FINANCIAL PROFILE

#### Last 3 years' Gross Collections from P&L:

2017 \$ 615,925 2016 \$815,612 P&L 2015 \$ 747,160

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

Number of statements sent each month? **~ 60 - 70** Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Softdent**

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.**

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