



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-913

Las Vegas, Nevada

Offering a full spectrum of “bread & butter” dentistry to a wide & diverse population from all walks of life and the greater Las Vegas neighborhoods, this quality practice with its compassion and warm caring environment is much loved and appreciated by all families, especially families with special needs!

Doctor averages ~ 15-20 patients per day and welcomes approximately 30-35 new patients per month, new growth generated by frequent walk-in traffic due to excellent location, visibility & accessibility.

The office is conveniently located in an attractive, modern, well-maintained, popular 2-story Retail Shopping Center located on a busy, high-traffic intersection of well-traveled thoroughfares in desirable commercial corridor. The office consists of 4 fully equipped Ops, Reception area, Sterilization, Lab, Storage and Restroom.*

Full Price: \$250,000

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

\$ 250,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 7	8:30 – 7	8:30 – 7	8:30 - 7		
Doctor's Hours		8:30 – 5	8:30 – 5	8:30 – 5	8:30 - 5		

Type of Practice: **General** Reason for Selling: **Personal**Years established: **~ 17+ yrs** Days worked past 12 months: **3½ - 4 days/wk**

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:	10 yrs w/ 2 (two) 5-yr options			Expiration date:	July 2020		
Do you share space with another dentist?	No						
Rent per month	\$ 3,983.18/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount?	Are utilities included?		No, H₂O only				
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:	4		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	No	Lab:	Yes
Business office:	No	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	No	Intra-oral Camera:	No	Cerec:	No
3D Imager:	No						

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

Attractive, modern, well-maintained, popular 2-story Retail Shopping Center, excellent visibility, easy accessibility on busy, well-traveled, high-traffic volume corridor & thoroughfare, generating growth with frequent walk-in patients

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	10	Adjunctive		Dentures	5
General Operative	15	Endo	10	Ortho/TMJ	0	Perio	15
Oral Surgery	15	Cosmetic		Crown/Bridge	10		

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

Complex Endo, Oral Surgery, Difficult Adult Behavioral Management (DRC)

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 30 Medicaid 10 Capitation (HMO) _____ NPD (Culinary) 50

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

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

Culinary, Diversified, Ameritas, Delta Dental, Medicaid, All PPO's

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/month**

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

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **~ 30 - 35**

Average age of patients: **Family Range**

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

Type of recall system used? **Postcard & Phone Call Reminders**

Number of recalls per month? **~80-85/month**

What types of Practice Promotions? **Discount for Cash Patients**

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: **New Central A/C, Added Mini-Split in Reception**

Average age of Equipment: **~ 15+ yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front Desk	40 hrs/wk	Oct 2001		Partial
Dental Assistant	40 hrs/wk	Jan 2003		No
Dental Assistant	40 hrs/wk	May 2005		No

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:

2017 \$ 377,213 2016 \$ 399,473 2015 \$ 456,863

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

Number of statements sent each month? **Less than 5. Copay collected up front** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **Dentrix (old)**

Is software transferable? **NO**

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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