



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DC-916**

**Dublin, California**

*With absolutely nothing available in this area for Dental/Medical offices or office space, this is a unique, excellent and ideal opportunity with income growth potential, NOT to be passed up!* This city enjoys the fastest growth in the Tri-Valley area with year-round new construction and new housing. This much sought-after community with the median income of \$125k+ has the attractive demographics of growing young families moving into its neighborhoods.

With its stellar reputation of quality care and personalized relationships, the Doctor averages 8 - 10 patients per day and welcomes approximately 10 - 15 new patients per month in a warm and caring environment.

This attractive, well-maintained, well-recognized, fairly new Dental Professional Complex with ample parking, is highly visible with easy access to 580/680 freeways and nearby BART public transportation and close proximity to the city's Civic Center. The single-story corner office is 1,220 square feet, with plumbing for 4 Ops, 3 of which are fully equipped and beautifully designed for office efficiency and patient flow in mind. It is brightly lit with large windows bringing in abundant natural light, which creates a peaceful, pristine atmosphere. It consists of Reception area, Front Desk, Private Office, Lab, Staff Lounge, Storage and Restroom.

***Full Price: \$195,000***

***Real Estate Also Available for \$560,000***

*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**

# DC-916

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 195,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 6	9 – 6	9 – 6	9 – 6	9 - 1
Doctor's Hours							
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 20+ yrs		Days worked past 12 months:			<b>Full-Time</b>	

## OFFICE SPACE &amp; LEASE INFORMATION

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>
		Is lease assignable?	<b>N/A</b>
Term of Lease:	<b>Seller owns building</b>		Expiration date:
Rent per month	<b>Seller owns building</b>		Common area, maintenance fees /taxes included?
If not included, current amount paid?		Are utilities included?	<b>Yes, Water</b>
Is the rent considered above, below or at fair market value?			
Type of Building:	<b>Condo</b>	<b>X</b>	Free-standing Professional Retail Center
Office Square footage:	<b>~ 1,200 sq. ft.</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>Yes, 1 additional = 4 total</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>
		Intra-oral Camera:	
		Cerec:	<b>No</b>
3D Imager:	<b>No</b>		
Description of office building, Location and attributes of practice (a brief description):	<b>Highly visible, easily accessible, attractive, well-maintained, single-story Dental Professional building w ample parking and close proximity to Civic Center</b>		

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>19</b>	Diagnostic	<b>18</b>	Other	<b>2</b>	Dentures	<b>7</b>
General Operative	<b>8</b>	Endo	<b>6</b>	Ortho	<b>0</b>	Perio	<b>3</b>
Oral Surgery	<b>4</b>	Pedo	<b>0</b>	Crown/Bridge	<b>33</b>	Implant	<b>0</b>

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

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

Type of patients as a percentage of Collections:

Private Pay **33** Insurance/PPO **14** Denti-Cal **53** Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **Yes** If Yes, **X** Delta PPO **X** 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”? **Yes**

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

**Premier Access, Delta Dental, Denti-cal, Cigna, Metlife, Guardian, United Concordia**

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 - 15**

Average number of patients per day? Per-Doctor: **~ 8 – 10** Per-Hygienist: **0**

Hygiene days per week: **0** Percentage of Production by Hygiene:

Average age of patients: **Family Range: ~ 5 y – 80 yrs**

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

Type of recall system used? **Dentrix tracking**

Number of recalls per month?

What types of Practice Promotions? **Coupon**

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: **Large windows create a well-lit, warm and inviting environment, Equipment in good functional condition**

Average age of Equipment: ~ 10 yrs

Any equipment leases? **Yes**                      Equipment is right/left-handed/convertible? **Right**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Dental Assistant</b>	<b>4 days + alt Sat</b>			

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

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 \$ 288,904.18 (P&L)    2016 \$ 305,844    2015 \$ 258,497.61

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

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

What type of computer?                      What software? **Dentrix**

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.