



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DN-914**

### **Santa Clara, California**

Treating patients like family is what drives, motivates and generates growth for this quality practice with a diverse and educated patient base. This practice is perfectly situated in one of the busiest commercial/residential corridors in this highly desirable city in Silicon Valley, home to Intel, Levi Stadium and well-respected Santa Clara University.

The Doctor averages 10 - 15 patients per day and generates approximately 15 - 20 new patients per month.

The office is conveniently located in a long-established, attractive, well-maintained, busy & popular Retail Shopping Center, surrounded by housing, shopping, dining and many thriving businesses, with easy accessibility and excellent visibility. This beautiful and compact office produces a lot of dentistry, based on its design with office efficiency and patient flow in mind. It occupies approximately 950 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab and Restroom.

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

*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**

#DN-914

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$210,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6	10 – 5	10 – 6	10 - 5	10 - 5	10 - 3
Doctor's Hours		10 – 6		10 – 6			10 - 3

Type of Practice: **General**

Reason for Selling:

**Personal**

Years established: ~ 20+ yrs

Days worked past 12 months:

~ 130 days

## OFFICE SPACE &amp; LEASE INFORMATION

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: **5 yrs w/ 5-yr option**

Expiration date:

**2022**

Do you share space with another dentist?

**N/A**Rent per month **\$ 4,125.00/month**

Common area, maintenance fees /taxes included?

**Yes**

If not included, current amount paid?

Are utilities included?

**No**

Is the rent considered above, below or at fair market value?

**Below Market FMR**

Type of Building: Condo

Free-standing

Professional

**Retail Center X**

Office Square footage: ~ 950 sq. ft.

Carpet?

**No**

Air conditioning?

**Yes**Number of fully equipped ops: **3**

Plumbed for additional ops?

**No**Reception area: **Yes**

Dark room:

**No**

Doctor's office:

**Yes**

Lab:

**Yes**Business office: **No**

Restrooms:

**Yes**

Sterilization:

**Yes**

Storage:

**No**Laser: **Yes**Digital X-ray: **Yes**

Intra-oral Camera:

**Yes**

Cerec:

**NO**3D Imager: **No**

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

**Long-established, attractive, well-maintained, Retail Shopping Center surrounded by restaurants, shopping, housing, apartment complexes and thriving businesses in desirable commercial/residential corridor**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene/Diagnostic	~ 20	Adjunctive	2	Dentures	3
General Operative	20	Endo	15	Ortho/TMJ	~ 10
Oral Surgery	5	Cosmetic	10	Crown/Bridge	15
				Implant	

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

Complex Oral Surgery-3<sup>rd</sup> molars, Complex Endo-2<sup>nd</sup> molars, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal N/A Capitation (HMO) N/A 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:

**DPO, MetLife, Cigna, Guardian, Ameritas**

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: **~ 20**

Average number of patients per day? Per-Doctor: **~ 10 - 15** Per-Hygienist: **N/A**

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

Average age of patients: **Family Range: ~ 35+ yrs.**

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

Type of recall system used? **DemandForce**

Number of recalls per month? **~ 30**

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: **Excellent functioning condition**

Average age of Equipment: ~ **20+ yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>DDS</b>	<b>2.5 days/wk</b>	<b>March 1997</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 Profit & Loss Statement:

2017   **\$ 375,523**      2016   **\$ 425,795**      2015   **\$ 453,540**  

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

Number of statements sent each month? ~ **10**                      Is pegboard or computer? **Computer**

What type of computer? **Dell**    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.**