



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-920

Henderson, Nevada

Sink your roots down into one of the most vibrant and enriching master-planned communities in Nevada, where residents enjoy the highest quality of life in this premier city, set apart by its award-winning infrastructure and government agencies. Imagine being able to live, learn, work, play and practice here, where the quality of life just can't be beat!

The Doctor averages 8-10+ patients w/ 7 Hygiene patients per day offering 4 days of hygiene/per week and generates approximately 18-20+ new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Professional building facing major thoroughfare giving it excellent signage, visibility and accessibility in desirable professional corridor in vibrant neighborhood with nearby offices and restaurants and more. The office consists of 4 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and Restroom.*

Full Price: \$510,000

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.

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--------------------|----------------|----------|--|----------|----------|-----|-----|
| Office Hours | | 7:30 – 5 | 7:30 – 5 | 7:30 - 5 | 7:30 – 5 | | |
| Doctor's Hours | | 7:30 – 5 | 7:30 – 5 | 7:30 - 5 | 7:30 – 5 | | |
| Hygienist Hours | | 7:30 – 5 | 7:30 – 5 | 7:30 - 5 | 7:30 – 5 | | |
| Type of Practice: | General | | Reason for Selling: Retirement | | | | |
| Years established: | ~ 15+ yrs | | Days worked past 12 months: ~ 200 days | | | | |

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: | No renewal options | | | Expiration date: | July 2019 | | |
| Do you share space with another dentist? | N/A | | | | | | |
| Rent per month | \$ 4,499.04/month | | Common area, maintenance fees /taxes included? | Yes | | | |
| If not included, current amount? | Are utilities included? | | No | | | | |
| Is the rent considered above, below or at fair market value? | Fair Market Value | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | X | Retail Center | | |
| Office Square footage: | *See note above | | Carpet? | Yes | Air conditioning? | Yes | |
| Number of fully equipped ops: | 4 | | Plumbed for additional ops? | Yes, 1 additional | | | |
| Reception area: | Yes | Dark room: | Yes | Doctor's office: | Yes | Lab: | Yes |
| Business office: | Yes | Restrooms: | Yes, 2 | Sterilization: | Yes | Storage: | Yes |
| Laser: | Digital X-ray: | | Yes | Intra-oral Camera: | Cerec: | | No |
| 3D Imager: | No | | | | | | |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, single-story Professional building, facing major thoroughfare w excellent visibility, easy accessibility in desirable professional corridor & close proximity to professional offices & restaurants | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | |
|----------------------|-----------|------------|-----------|--------------|----------|-----------|
| Preventative/Hygiene | 20 | Diagnostic | 25 | Adjunctive | Dentures | 10 |
| General Operative | 30 | Endo | | Ortho/TMJ | Perio | 5 |
| Oral Surgery | | Cosmetic | | Crown/Bridge | Other | 2 |

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

Complex Oral Surgery, Endo

Type of patients as a percentage of Collections:

Private Pay 15 **Insurance/PPO** 85 Medicaid _____ Capitation (HMO) _____ NPD (Culinary) _____

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **PPO Plans- Aetna, Cigna, Delta Dental, MetLife, Anthem BC/BS, Assurant, United Healthcare, Humana etc**

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: **~ 8 – 14** Per-Hygienist: **~ 7 - 8**

Hygiene days per week: **4 days** Percentage of Production by Hygiene: **~ 15 – 20**

Average age of patients: **Mid to Mature Family Range: ~ 40 – 65 yrs**

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

Type of recall system used? **Postcards**

Number of recalls per month? **~ 100 - 120**

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: ~ 17-yr-old build-outs, good functioning condition

Average age of Equipment: ~ 10 – 15+ yrs

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

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay <i>Available Upon Request</i> | Eligible for benefits |
|-------------------------|------------------|-------------|--|-----------------------|
| DDS | 4 days/wk | 2001 | | |
| Office Manager | 4 days/wk | 2001 | | Yes |
| Dental Assistant | 4 days/wk | 2003 | | Yes |
| Dental Assistant | 4 days/wk | 2018 | | Yes |
| Front Desk | 4 days/wk | 2014 | | Yes |
| RDH | 1 day/wk | 2011 | | Yes |
| RDH | 4 days/wk | 2017 | | Yes |

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 Profit & Loss Statements:

2017 \$ 767,814 2016 \$ 721,000 2015 \$ 775,724

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

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

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

Is software transferable? **Yes, 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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