



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-938

Sunnyvale, California

This remarkable practice is located off the Lawrence Expressway, just minutes from Highway 101, making this the ideal opportunity and any dentist seeking to practice in this community! Sunnyvale is a highly desirable city in the ever-expanding Silicon Valley, making this one of the best places to live and practice due to its diversity, cultural, socio-economic and recreational opportunities for the entire family!

The Doctor averages 8 patients w/ 8 Hygiene patients per day, offering 3 days of hygiene/per week and welcomes approximately 30-40+ new patients per month.

This spacious office is nestled in a newer Retail Shopping Center with excellent visibility, accessibility, convenience, ample parking, amenities and too many other attributed to name! This tastefully decorated office occupies approximately 2,000 square feet equipped with state-of-the-art equipment, and consists of 4 fully equipped Ops with plumbing for 2 additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$500,000

For further details or on-site visit, please contact:

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

DN-938**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$500,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Doctor's Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Hygienist Hours			10 – 7	10 – 7	10 – 7	9 – 5	9 – 5
Type of Practice:	General		Reason for Selling:			Medical	
Years established:	Since 2014		Days worked past 12 months:			~ 180 days	

OFFICE SPACE & 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:	120 months			Expiration date:	January 2025		
Do you share space with another dentist?	N/A						
Rent per month	\$ 10,406.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$600.00		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market Rent						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 2,000 sq. ft.		Carpet?	Air conditioning?	Yes		
Number of fully equipped ops:	4		Plumbed for additional ops?	Yes, 2			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Spacious office in a newer Retail Shopping Center with excellent visibility, accessibility, convenience, ample parking, and assorted amenities						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic		Adjunctive		Dentures
General Operative	70	Endo	0.01	Ortho/TMJ	19	Perio
Oral Surgery	0.01	Cosmetic		Crown/Bridge		Implant

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

No procedures are referred out, all are kept in-house and treated by Specialists on-site

Type of patients as a percentage of Collections:

Private Pay 46 **Insurance/PPO** 54 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? Premier Only _____ Premier + PPO Yes

***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:

All PPO, Delta HMO, Cigna HMO

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 – 40**

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

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **~ 10**

Average age of patients: **Young Family Range: 35+ yrs**

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

Type of recall system used? **SR**

Number of recalls per month? **~ 80 – 100**

What types of Practice Promotions? **SR**

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 Build-out in 2014**

Average age of Equipment: **3 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	5 days x 8 hrs	2017	\$23.00/hr	Yes
RDA	4 days x 8 hrs	2018	\$25.00/hr	Yes
Dental Assistant	2 days x 8 hrs	2017	\$25.00/hr	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 Tax Returns:

2017 **\$ 877,374** 2016 **\$ 982,685** 2015 **\$ 496,951**

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

Number of statements sent each month? **~ 100** Is pegboard or computer? **Both**

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

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.