



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#HN-941**

### **Gold Country/Calaveras County, CA**

Looking for that “Hometown” feel, the perfect place to raise a family and practice dentistry? Or, looking to get away from the fast pace of city living and want a simpler way of life? Then this is absolutely the right practice for you! Here, you are surrounded by that “Main Street” charm, picturesque views of the Central Sierra Foothills-where recreation abounds! Whether your interest is water sports, biking, hiking, horseback riding, antiquing or anything else that may motivate your adventurous side, you will find it all here!

The Doctor averages 10 to 12 patients per day and welcomes approximately 25 new patients per month, on a relaxed workweek.

The office is conveniently and centrally located in an attractive, well-maintained, single-story, popular, busy Retail shopping Center with excellent visibility due to street level accessibility. The spacious office occupies approximately 2,300 square feet and consists of 2 fully equipped Ops with plumbing for an additional 3 Ops, Reception area, Doctor’s office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$175,000***

*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**

# **HN-794****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$175,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>9 - 6</b>	<b>9 - 6</b>			<b>9 - 5</b>	
Doctor's Hours		<b>9 - 6</b>	<b>9 - 6</b>			<b>9 - 5</b>	

Type of Practice: **General**Reason for Selling: **Personal**Years established: **~ 12 yrs**Days worked past 12 months: **~ 144 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? **Need New Lease**Term of Lease: **Month- to- Month**Expiration date: **N/A**Do you share space with another dentist? **N/A**Rent per month **\$ 2,500 /month**

Common area, maintenance fees /taxes included?

If not included, current amount paid?

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****Retail Center X**Office Square footage: **~ 2,300 sq. ft.**Carpet? **Yes**Air conditioning? **Yes**Number of fully equipped ops: **2**Plumbed for additional ops? **Yes, 3**Reception area: **Yes**Dark room: **No**Doctor's office: **Yes**Lab: **Yes**Business office: **Yes**Restrooms: **Yes, 2**Sterilization: **Yes**Storage: **Yes**Laser: **Yes**Digital X-ray: **Yes**Intra-oral Camera: **Yes**Cerec: **No**

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

**Custom built-out suite in centrally located, attractive, well-maintained, single-story, popular, busy Retail Shopping Center**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>17.13</b>	Diagnostic	<b>20.34</b>	Adjunctive	<b>2.35</b>	Dentures	<b>4.75</b>
General Operative	<b>19.48</b>	Endo	<b>2.01</b>	Ortho/TMJ		Perio	
Oral Surgery	<b>4.77</b>	Cosmetic	<b>.24</b>	Crown/Bridge	<b>28.92</b>	Implant	

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

**Complex Oral Surgery, Endo, Perio and Ortho**

Type of patients as a percentage of Collections:

Private Pay 40 Insurance/PPO 60 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **Yes** If Yes, Y Delta PPO \_\_\_\_\_ 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:

**Aetna, Metlife, Cigna, Delta and Connection Dental**

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: **~ 25**

Average number of patients per day? **10 - 12** Per-Doctor: **10 - 12** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **~ 17 %**

Average age of patients: **~ 50 yrs**

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

Type of recall system used? **Lighthouse and Pre-scheduling**

Number of recalls per month? **~ 45 - 60**

What types of Practice Promotions? **Website**

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: **Recently Updated Throughout**

Average age of Equipment: ~ 12 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
<b>RDA</b>	<b>2 days / 8 hrs</b>	<b>Nov 2018</b>		<b>No</b>
<b>RDA</b>	<b>3 days / 8 hrs</b>	<b>March 2018</b>		<b>No</b>
<b>Front Office</b>	<b>3 days / 8 hrs</b>	<b>Oct 2018</b>		<b>No</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 \$ 281,175 2016 \$ 335,840 2015 \$ 274,536

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

Number of statements sent each month? ~ 25 Is pegboard or computer? **Computer**

What type of computer? **Dell** What software? **Curve Hero**

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.