



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-856

Las Vegas, Nevada

Act today on this one-of-a-kind family practice with a strong, loyal patient base, on the border of Henderson. Located conveniently on a well-traveled, major thoroughfare, this highly visible practice is seen by many passersby and easily accessible by patients. The office is well laid-out, designed with office efficiency and patient flow in mind and offers state-of-the-art equipment for the Buyer.

The Doctor averages 8-10 patients w/ 10 - 14 Hygiene patients per day offering 5 days of hygiene/per week and generates approximately 5-6 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story, mixed tenant building on major thoroughfare in desirable neighborhood. The office consists of 5+ fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.*

Full Price: \$425,000

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		8 – 6	8 – 5	8 – 5			
Doctor's Hours		8 – 6	8 – 5	8 – 5			
Hygienist Hours		8 – 6	8 – 6	8 – 6			
Type of Practice:	General		Reason for Selling: Personal				
Years established:	~ 32+ yrs		Days worked past 12 months: ~ 125 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:	5 yrs		Expiration date:	2021			
Do you share space with another dentist?	N/A						
Rent per month	\$3,877.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount?	Are utilities included?	Yes, Water, Sewage, Waste not Electric					
Is the rent considered above, below or at fair market value?	FMV						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	*See note above		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped ops:	5+		Plumbed for additional ops?	Yes, 1			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Restrooms*:	Yes		Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	NO
3D Imager:	*Employee Lockers (keyed): Yes						
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, highly visible, easily accessible, single-story, mixed tenant building on major thoroughfare, in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	27	Diagnostic	39	Adjunctive	4	Dentures	3
General Operative	7	Endo	0.5	Ortho/TMJ	1	Perio	6
Oral Surgery	0.5	Cosmetic	2	Crown/Bridge	10		

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

Complex Oral Surgery, Difficult Endo, Perio, Implant Placement

Type of patients as a percentage of Collections:

Private Pay 100 **Insurance/PPO** **Medicaid** 0 **Capitation (HMO)** 0 **NPD (Culinary)** 0

Does your practice participate in "Care Credit"? **Yes**

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

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: **~ 5 – 6**

Average number of patients per day? Per-Doctor: **11** Per-Hygienist: **8**

Hygiene days per week: **~ 5** Percentage of Production by Hygiene:

Average age of patients: **Family Range**

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

Type of recall system used? **Practice Works**

Number of recalls per month? **~ 40/ wk or ~ 160/month**

What types of Practice Promotions? **Social Media / Top Dentist 7 yrs**

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 A/C units x2: ~ 2017 & 2018, New Countertops, Sterilization Room, Front Counter ~ 2017**

Average age of Equipment: ~ 10 – 12 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front Office	33 hrs/wk	2007		Yes
Sterilization	28 hrs/wk	2017		Yes
RDH	25 hrs/wk	2017		No
RDH	17 hrs/wk	2018		No
CDA	30 hrs	2018		No
Dental Assistant/Front	24 hrs/wk	2018		No
Insurance	12 hrs	2015		No

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 Corporate Tax Returns:

2017 \$ 755,234 2016 \$ 656,203 2015 \$ 687,308

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

Number of statements sent each month? **< 50** Is pegboard or computer? **Computer**

What type of computer? **PC** What software? **PracticeWorks**

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.

***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.**