



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-943

Martinez, California

An absolutely amazing opportunity like this only comes along every great once in a while, so we urge you to act quickly...or it will be gone! This well-established practice is located in an extremely active shopping center with many amenities, drawing people from all over the surrounding areas. This practice comes loaded with Goodwill, due to its' loyal, multi-generational patient base and devoted, long-term, very knowledgeable and caring staff. If you are looking for a Practice that has it all...well, look no further!

The Doctor averages 7 patients w/ 6 Hygiene patients per day and generates approximately 14 new patients per month.

The office is conveniently located on a major thoroughfare, with easy freeway access and parking galore! The office occupies approximately 1,520 square feet and consists of 4 fully equipped ops and plumbed for 1 additional. The office comes complete with a Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.

Full Price: \$450,000.00*

**3-D Scanner and Implant Motor Excluded from Sale*

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#BN-943

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000*

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8-5	8-5	8-5	8-5	By Appt	By Appt
Doctor's Hours		8-5	8-5	8-5	8-5	By Appt	By Appt
Hygienist Hours		By Appt	8-5	By Appt	By Appt	By Appt	By Appt

Type of Practice: **General** Reason for Selling: **Relocating**Years established: **~ 40** Days worked past 12 months: **~ 220**

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:	5 years w/ 5 year Option	Expiration date:	July 31, 2019
Do you share space with another dentist?	No		
If yes, percentage of Associate's Production:	~20%		
Will Associate stay on with practice?	N/A		
Rent per month	\$3,926/mon	Common area, maintenance fees /taxes included?	No
If not included, current amount?	\$1,024/mon	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:	1,520	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	1
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2
		Sterilization:	Yes
		Storage:	Yes
Laser:	No	Digital X-ray:	Yes
		Intra-oral Camera:	Yes
		Cerec:	No

3-D Scanner and Implant Motor Excluded from Sale*Description of office building, Location and attributes of practice (a brief description): **Traditional Style, Busy Retail Shopping Center, Ample Parking and easy Freeway Access.

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17	Diagnostic	16	Adjunctive	1	Dentures	5
General Operative	15	Endo	1	Ortho/TMJ	1	Perio	4
Oral Surgery	6	Cosmetic	1	Crown/Bridge	33		

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

Molar Endo, 3rd Molar OS and Pedo

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal NO Capitation (HMO) NO Other _____

Are you a Delta Provider? **Yes** If Yes: X Delta PPO X 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:

Delta Premier, Delta PPO, Anthem Blue Cross, United Concordia and MetLife

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: **~14**

Average number of patients per day? **~13** Per-Doctor: **7** Per-Hygienist: **6**

Hygiene days per week: Percentage of Production by Hygiene: **21%**

Average age of patients: **~ 50**

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

Type of recall system used? **Lighthouse**

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

What types of Practice Promotions? **New Patient Discount**

Phone Book Advertising? * **Yes** * *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:

Average age of Equipment: **~ 12 years, New Computers, X-Ray and Pano Units**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay Available Upon Request	Eligible for benefits
Office Manager	5 days/40 hrs			Yes
Dental Assistant	4 days/32 hrs			Yes
RDH	1 days/8 hrs			No
RDH	3 days/21 hrs			No

Do family members work in the office? **No** If yes, how much are they paid? **n/a**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns Fiscal Year:

2017 **\$574,081** 2016 **\$639,366** 2015 **\$531,000 (10 Months)**

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

Number of statements sent each month? **~120** Is pegboard or computer? **Computer**

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

Is software transferable? **Yes, Transfer Fee 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.