



WESTERN PRACTICE SALES

John M. Cahill Associates

AZ-950

Midwestern, Arizona

Opportunities abound in this beautiful and expanding community! Situated in one of Arizona's most popular recreational centers, within short driving distance from Lake Havasu, Palm Spring and Las Vegas! If this wasn't enough, it serves as the business hub for many of the area's smaller towns and communities, making it a great place to play and practice dentistry! So, if you like water-based recreational activities, hiking, biking, gambling, or golfing, the area's ideal year-round climate makes it the perfect destination point for tourists, winter visitors and those just looking for a simpler life style.

The Doctor averages ~11 patients w/ 16 Hygiene patients per day and welcomes approximately 42 new patients per month.

The office occupies approximately 3,500 square feet and consists of 7 fully equipped Ops and plumbed for 3 additional, Reception area, Doctor's office, Staff lounge, Sterilization, Lab, Storage, and 3 Restrooms.

Full Price: \$645,000

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

Jeff J. Tonner, JD

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800.641.4179

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

We look forward to serving you

AZ-950

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$645,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours			8 – 5	8 – 5	8 – 5		
Hygienist Hours			8 – 5	8 – 5	8 – 5		
Type of Practice:	General Dentistry			Reason for Selling:		Personal	
Years established:	~ 7 years			Days worked past 12 months:		~ 150 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:	5 years w/ 2 - 5 yr Options			Expiration date:	2020		
Do you share space with another dentist?	No						
Rent per month	\$3,500.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	No		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:	~ 3,500 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	7		Plumbed for additional ops?	Yes, 3 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Staff Lounge:	Yes	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Located in the corner of a busy shopping center, with close proximity to several established eateries, and has excellent visibility from one of the areas main thoroughfares.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	15	Adjunctive	Dentures	20
General Operative	10	Endo	1	Ortho/TMJ	Perio	2
Oral Surgery	12	Cosmetic		Crown/Bridge	Implant	5

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

Posterior Endo, Pedo, Ortho, Perio

Type of patients as a percentage of Collections:

Private Pay 30 Insurance/PPO 70 AHCCCS Capitation (HMO) 0 Other

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

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

In network with most PPO plans. No 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: **~42**

Average number of patients per day? **~ 26** Per-Doctor: **~11** Per-Hygienist: **~ 8**

Hygiene days per week: **3 days** Percentage of Production by Hygiene: **20%**

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

Average age of patients: **~ 55**

Type of recall system used? **Telephone follow-ups, Postcard**

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

What types of Practice Promotions are in effect?

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: **~ 7 years, well-maintained**

Average age of Equipment: **~ 7 years**

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

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDA	3-4 days/35 hrs	2014	\$18/hr	Yes
RDH	3-3.5 days/30-35 hrs	2015	\$33/hr	Yes
RDA	3-4 days/35 hrs	2014	\$19.50/hr	Yes
Front Desk	3.5-4 days/30-35 hrs	2018	\$12/hr	Yes
Front Manager	3.5-4 days/30-35 hrs	2018	\$20/hr	Yes
RDH	3-3.5 days/30-35 hrs	2017	\$32/hr	Yes
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 4 years' Gross Collections from Practice Software Production & Collection Reports:				
2018 <u>\$835,396.14</u> 2017 <u>\$818,414.59</u> 2016 <u>\$1,084,541.15</u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?		Is pegboard or computer? Computer		
What type of computer?	PC	What software?	Eaglesoft	
Is software transferable?	Yes			
Fees Schedule:	Available upon request			
<p>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.</p> <p>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.</p>				