



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-850

Las Vegas, Nevada

Amidst the glitz, glamor, activity of this city which never sleeps, it is refreshing to step into this office where Doctor and office are dedicated to delivering the best dental care, offering personalized quality relationships, on a relaxed schedule in a warm and caring environment.

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 3½ days of hygiene/per week and generates approximately 15+ new patients per month.

The office is centrally and conveniently located in a busy, popular, highly visible, easily accessible Retail Shopping Center on a busy corridor, off major thoroughfare, in a desirable commercial neighborhood. The office consists of 6 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.*

Full Price: \$395,000

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.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 3	8 – 5	8 – 5	8 – 5		
Doctor's Hours			8 – 5	8 – 5	8 – 5		
Hygienist Hours			8 – 5	8 – 5	8 – 1		
Type of Practice:	General		Reason for Selling: Relocation				
Years established:	Since 1989		Days worked past 12 months: ~ 155+ 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:	1 yr remaining on current lease			Expiration date:	April 2019		
Do you share space with another dentist?	N/A						
Rent per month	\$ 7,254.74/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount?	Are utilities included?		No, but Water is included				
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	*See note above		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	Yes, 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

3D Imager:

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

Busy, centrally located, attractive, well-maintained Retail Shopping Center offering excellent visibility & accessibility in desirable, bustling neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	18	Adjunctive	1	Dentures	2
General Operative	40	Endo	2	Ortho/TMJ	3	Perio	2
Oral Surgery	2	Cosmetic	5	Crown/Bridge	7		

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

Complex Oral Surgery-3rd molars, Endo-molar endo, Perio, Dentures, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 Medicaid _____ Capitation (HMO) _____ NP (Culinary) _____

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

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

Met Life, Diversified Dental, Delta, Aetna

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: **15+**

Average number of patients per day? Per-Doctor: **10** Per-Hygienist: **8**

Hygiene days per week: **3½ days** Percentage of Production by Hygiene: **~ 24**

Average age of patients: **Mature Family Range: 40 – 50 yrs**

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

Type of recall system used? **Dentrix tracking**

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

What types of Practice Promotions? **None**

Phone Book Advertising? * **N/A** * *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: **Excellent**

Average age of Equipment: **~ 11 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Dental Hygiene	2½ days/wk	1989		No
Dental Assistant	3½ days/wk	2010		No
Dental Assistant	1½ days/wk	Jan 2018		No
Dental Hygiene	1 day/wk	1989		No
Dental Hygiene	1 day/wk	2016		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 Tax Returns:

2018 \$476,803.93 (P&L) 2017 \$537,796 2016 \$513,566

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

Number of statements sent each month? **~ 30** Is pegboard or computer? **Computer**

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

Is software transferable? **Unknown, 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.

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