



## WESTERN PRACTICE SALES

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John M. Cahill Associates

#AZ-954

### Southeastern Arizona

***Practice and Real Estate Available!***

Located in the beautiful high desert, this community has mild temperatures and excellent perennial outdoor recreational activities. At an elevation above 4,500 feet, the abundant sunshine and clean air combine to make this growing community a comfortable and pleasant place to live.

***This amazing, stunning and beautifully landscaped practice would be any dentist's dream come true! Its ideal location, surrounded by numerous popular amenities, restaurants and retail giants, help make its visibility unsurpassed!***

The Office occupies approximately 2,673 square feet and consists of 4 Ops w/ plumbing for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage area, and 3 Restrooms. This practice averages 5 patients per day on a 5½ day workweek and generates approximately 20 - 25 new patients per month, based on word of quality care and print media!

The office is conveniently located in an very attractive, well-maintained, easily accessible, highly visible, single-story professional building with ample parking, and is just off two major thoroughfares for ease of access.

***This opportunity will not last long so... DO NOT HESITATE***

***Call Today for Details!***

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

**Jeff J. Tonner, JD**

**Mark B. Hughes, DDS**

**800.641.4179**

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

**We look forward to serving you**

# AZ-954

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

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## 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	9 - 12
Doctor's Hours		4	4	4	4	4	9 - 12
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 41 yrs		Days worked past 12 months:			~ 170 Days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller owns building</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>Seller owns building</b>		Common area, maintenance fees /taxes included?	<b>N/A</b>			
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>N/A</b>				
Is the rent considered above, below or at fair market value?	<b>N/A</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ 2,673 sq ft	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>Yes, 1</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

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

**Attractive, well-maintained, single-story Professional building with ample parking, at the intersection of 2 major thoroughfares in popular professional corridor of desirable neighborhood, excellent visibility and accessibility for patients**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>6.96</b>	Diagnostic	<b>7.65</b>	Adjunctive	<b>4.38</b>	Dentures	<b>11.56</b>
General Operative	<b>38.84</b>	Endo	<b>10.89</b>	Ortho/TMJ		Perio	<b>2.14</b>
Oral Surgery	<b>6.89</b>	Max. Prosth	<b>0.25</b>	Crown/Bridge	<b>8.57</b>	Implant	<b>1.86</b>

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

**All (Difficult) Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay**   50   **Insurance/PPO**   50   AHCCCS \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Does your practice participate in "Care Credit"? **No**

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

**Assurance, Ameritas, MetLife, Delta Dental, Humana, United Concordia, Cigna, GEHA**

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: **~ 20 - 25**

Average number of patients per day? Per-Doctor: **5 + 5 hygiene pts/day** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **10**

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

Average age of patients: **Mature Family Range: ~ 60 yrs**

Type of recall system used? **Phone Call Reminders**

Number of recalls per month? **~ 50 - 60**

What types of Practice Promotions are in effect? **Newspaper, Website, and Yellow Pages**

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: **~ 17 yrs**

Average age of Equipment: **~ 15 yrs**

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

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Office/RDA</b>	<b>5 days/40hrs</b>	<b>Nov 2005</b>	<b>\$500.00/wk</b>	<b>N/A</b>
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?		
Has staff left the practice recently?	<b>No</b>			
Is there a practice management consultant?	<b>No</b>			
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2018 _____	2017	<b>\$ 200,875</b>	2016	<b>\$ 197,889</b>
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?	<b>~ 170</b>	Is pegboard or computer?	<b>Computer</b>	
What type of computer?	<b>Dell w/ Window</b>	What software?	<b>EagleSoft</b>	
Is software transferable?	<b>Yes, Transfer Fee, if applicable, to be paid by Buyer</b>			
Fees Schedule:	<b>Available upon request</b>			
<p><b>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.</b></p> <p><b>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES</b> 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>				