



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#AZ-973**

**Sierra Vista, Arizona**

***Location, convenience and unsurpassed patient care is what this practice is all about!***

Located south of Tucson, this diverse, thriving, and expanding community has something for everyone! It is surrounded by multiple natural points of interest, and recreational areas, which include; the Buenos Aires National Wildlife Preserve, Huachuca Mountains, Madre Canyon and the Coronado National Forrest. Due to the close proximity to these areas, this area is the perfect place, work, play and call home! Additionally, because of its ideal location, the area is home to many amenities which are not available in some of the outlying areas, giving the local population and surrounding communities' convenience and choice.

The Doctor averages 8 patients w/ 7 + Hygiene patients per day and welcomes approximately 10 - 12 new patients per month.

This amazing, beautiful and well-appointed office is and is conveniently located on one of the areas main thoroughfares, in a pristine professional complex with high visibility, easy access and more than adequate parking!

This ***completely digital*** office occupies approximately 1,612 square feet and consists of 4 fully equipped Ops, and is plumbed for 1 additional, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***SELLER READY TO RETIRE!***

***All Reasonable Offers Will Be Considered!***

*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-973

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4		8 – 4	8 – 1	
Doctor's Hours		8 – 4	8 – 4		8 – 4	8 – 1	
Hygienist Hours		8 – 4	8 – 4		8 – 4	8 - 1	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 2004</b>		Days worked past 12 months:		<b>~ 200 days</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>N/A</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>10 yrs</b>	Expiration date:	<b>2023</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 2,300.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>Yes, Water, Trash, Sewer</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,612 sq ft</b>	Carpet?	<b>No</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>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, highly visible, 2-story Professional building w/ elevator at the corner of very busy intersection of major thoroughfares in the hub of activity of dining &amp; shopping</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>35</b>	Diagnostic	<b>38</b>	Adjunctive		Dentures	<b>2</b>
General Operative	<b>14</b>	Endo	<b>&gt;1</b>	Ortho/TMJ	<b>&gt;1</b>	Perio	<b>4</b>
Oral Surgery	<b>&gt;1</b>	Cosmetic	<b>&gt;1</b>	Crown/Bridge	<b>12</b>	Implant	

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

**Complex Perio, Oral Surgery, Endo, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay   **40**   Insurance/PPO   **60**   AHCCCS   **0**   Capitation (HMO)        Other       

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

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

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: **~ 10 – 12+**

Average number of patients per day? Per-Doctor: **8** Per-Hygienist: **7+**

Hygiene days per week: **3½ days** Percentage of Production by Hygiene: **~ 390 - 35**

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

Average age of patients: **Mid Family Range: 45 yrs**

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 80 – 100**

What types of Practice Promotions are in effect? **None**

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: **Build-out in 2013, all in excellent functioning condition, clean, modern, maintained regularly**

Average age of Equipment: **~ 10 yrs**

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

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Dental Hygiene</b>	<b>M, T, F</b>	<b>Sept 2016</b>		
<b>Dental Assistant</b>	<b>M, T, Th, F</b>	<b>June 2017</b>		
<b>Reception</b>	<b>M, T, Th, F</b>	<b>Apr 2018</b>		
<b>Dental Hygiene</b>	<b>Thursday</b>	<b>Jan 2019</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>Yes</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 <u><b>\$394,755 P&amp;L</b></u> 2017 <u><b>\$381,189</b></u> 2016 <u><b>\$433,431</b></u>				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month? <b>~15</b> Is pegboard or computer? <b>Computer</b>				
What type of computer? <b>PC</b> What software? <b>Open Dental</b>				
Is software transferable? <b>Yes</b>				
Fees Schedule: <b>Available upon request</b>				
<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>				
<b>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.</b>				