



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-973

Southeastern, 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 visibly, 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.

Full Price: \$298,000

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

\$298,000

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:	General		Reason for Selling:		Retirement		
Years established:	Since 2004		Days worked past 12 months:		~ 200 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	N/A	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	10 yrs	Expiration date:	2023				
Do you share space with another dentist?	N/A						
Rent per month	\$ 2,300.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes, Water, Trash, Sewer				
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,612 sq ft	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	4	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
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Description of office building, Location and attributes of practice (a brief description):	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 & shopping						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	35	Diagnostic	38	Adjunctive		Dentures	2
General Operative	14	Endo	>1	Ortho/TMJ	>1	Perio	4
Oral Surgery	>1	Cosmetic	>1	Crown/Bridge	12	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**

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