



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-981 Berkeley, California

Doctor and Staff are committed to providing excellent dental care in the patient's best interest, for their lifetime, in a warm and caring environment of this family-oriented practice.

The Doctor averages 6 – 8 patients w/ 8 Hygiene patients per day and welcomes approximately 10 new patients per month.

The office is conveniently located in a 2-story, free-standing converted home in a mixed residential/commercial community with convenient business amenities and the unique, collegiate dining district. The office occupies approximately 1,100 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Storage, and Restroom.

Full Price: \$345,000

Real Estate: \$499,000

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

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

We look forward to serving you

#BG-981

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$345,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	8:30-5:30	8:30-12:30	8:30-5:30	8:30 - 2	
Doctor's Hours		8:30-5:30	8:30-5:30		8:30-5:30	8:30-12:30	
Hygienist Hours			8:30-5:30			8:30-12:30	

Type of Practice: **General**

Reason for Selling:

PersonalYears established: **Since 1997**

Days worked past 12 months:

4 days/wk

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **Yes**

Is building available for purchase?

YesIs the space leased? **N/A**Is lease renewable? **N/A**

Is lease assignable?

N/ATerm of Lease: **Seller owns building**

Expiration date:

Do you share space with another dentist? **N/A**Rent per month **Seller owns building**

Common area, maintenance fees /taxes included?

If not included, current amount paid?

Are utilities included? **No**

Is the rent considered above, below or at fair market value?

Type of Building: Condo

Free-standing X

Professional

Retail Center

Office Square footage: **~ 1,100 sf**

Carpet?

Yes

Air conditioning?

YesNumber of fully equipped ops: **3**

Plumbed for additional ops?

NoReception area: **Yes**

Dark room:

Yes

Doctor's office:

Yes

Lab:

YesBusiness office: **No**

Restrooms:

Yes, 2

Sterilization:

Yes

Storage:

YesDigital X-ray: **Yes**Cerec: **No**Laser: **Yes**Intra-oral Camera: **No**

3D Imager:

No

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

Free-standing, 2-story building with convenient parking with close proximity to Medical Facility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	22	Diagnostic	24	Adjunctive	4	Dentures	2
General Operative	11	Endo	2	Ortho/TMJ	0	Perio	8
Oral Surgery	1	Cosmetic	1	Crown/Bridge	25	Implant	0

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

Difficult and complex Endo, Perio Surgery, Oral Surgery (3rd molar extractions)

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **Yes** **Premier Only** Y Premier + PPO _____

***Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

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

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

Delta Dental Premier, United Concordia Elite

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: ~ 5

Average number of patients per day? Per-Doctor: ~ 6 – 8 Per-Hygienist: ~ 8

Hygiene days per week: **1½ days** Percentage of Production by Hygiene: **22%**

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

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

Type of recall system used? **Practice Mojo & Postcards**

Number of recalls per month? ~ 90 – 100+

What types of Practice Promotions? **None, Yelp only**

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:

New Floors in 2012, New Interior Paint in 2016, New Computers in 2014, New Dental Chair in 2019

Average age of Equipment: ~ 1 – 20 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 Assistant	3½ days/wk	Oct 1999		Yes
Office Manager	3½ days/wk	Jan 2009		Yes
RDH	1½ days/wk	Oct 2017		No

Do family members work in the office? **Yes** If yes, how much are they paid? **Available Upon Request**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$501,117 2017 \$ 461,118 2016 \$ 423,334

***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? **PC** What software? **Softdent**

Is software transferable? **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.