



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#DN-959 *Perio***

**Aptos, California**

The 3 best attributes of this *Periodontic* practice with a stellar reputation are: *patient base, consistency of revenue and location!* With a seasoned, outstanding team, excellent systems, policies and protocols set in place for maximum production efficiency, a *competent, confident, caring Periodontist with strong communication skills* will be highly successful at this proven location. It just does not get any better than this! *This is your best “once-in-a-lifetime”, “dream-come-true” opportunity to carry on the legacy and live in one of the most enviable parts of the state/country in an under-served area of high growth!*

The Doctor averages 10 - 14 patients w/ 6 Hygiene patients per day and welcomes approximately 30-40 new patients per month, with growth by word-of-mouth referrals from a large and stable referral base.

The office is conveniently located on the ground floor of a Medical/Dental Professional complex with ample parking and easy freeway accessibility, in a highly desirable, upper middle-class neighborhood slated with new housing with property values > \$1million due to expected population growth!

The office, designed with maximum efficiency and patient comfort in mind, has picturesque windows overlooking creek views, occupies approximately 1,350 square feet and consists of 4 Ops equipped with Adec Chairs, Reception area, Private office, Business office, Sterilization/Lab, Staff Lounge, Storage, and 2 Restrooms.

***Full Price: \$750,000***

***Real Estate: \$650,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# DN-959

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$750,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours			8 – 5	8 – 5	8 – 5	8 – 5	
Hygiene Hours			8 – 5	8 – 5	8 – 5		

Type of Practice: **Periodontics**Reason for Selling: **Retirement**Years established: **Since 1972**

Days worked past 12 months:

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes**Is building available for purchase? **Yes**Is the space leased? **N/A**Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building**

Expiration date:

Do you share space with another dentist? **N/A**Mortgage per month **\$2,362.00/month** Condo Dues: **\$460.00/month** Janitorial **\$75.00/wk**Property taxes: **\$ 5,521.00** Are utilities included? **No, \$260.00/month**Is the rent considered above, below or at fair market value? **Seller owns building**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **~ 1,350 sq. ft.** Carpet? Air conditioning?Number of fully equipped ops: **4** Plumbed for additional ops? **Yes, 2 additional**Reception area: **Yes** Dark room: Private office: **Yes** Staff Lounge **Yes**Business office: **Yes** Restrooms: **Yes, 2** Sterilization/Lab **Yes** Storage: **Yes**

Digital X-ray: Cerec: Laser: Intra-oral Camera: 3D Imager:

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

**Ground floor of Medical/Dental Professional building complex, easy freeway accessibility, mature landscaping with OP windows overlooking picturesque creek views in affluent, upper middle-class neighborhood of high growth & new housing**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections: **Practice primarily focused on Perio**

Preventative/Hygiene		Diagnostic		Adjunctive		Dentures	<b>0</b>
General Operative	<b>0</b>	Endo	<b>0</b>	Ortho/TMJ	<b>0</b>	Perio	<b>40</b>
Oral Surgery	<b>25</b>	Cosmetic	<b>0</b>	Crown/Bridge	<b>0</b>	Implant	<b>35</b>

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

**Practice limited to the Specialty of Perio**

Type of patients as a percentage of Collections: **Discount of 5% for cash at time of service, Financing through Care Credit**

Private Pay   47   Insurance/PPO   53   Denti-Cal        Capitation (HMO)        Other       

Are you a **Delta Provider?** **Premier only**   Yes   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 Premier**

**Discount of 5% for cash at time of service, Financing through Care Credit**

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: **~ 30 – 40**

Average production per producer? By Doctor: **~ 78%** By Hygiene: **~ 22%**

Hygiene days per week: **5** Patients seen by Hygienist per day: **~ 8 - 10**

Average age of patients: **Mature Family Range**

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

Type of recall system used? **Eaglesoft**

Number of recalls per month? **~104**

What types of Practice Promotions? **No Marketing except for lunches with referral sources, large referral base**

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: **All in excellent condition, functioning well and regularly updated, New Carpet - \$10,000, Lockers \$1,200, Cabinets \$1,500**

Average age of Equipment: **~ 19 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>4½ days/36 hrs</b>	<b>1994</b>	<b>\$34.00/hr</b>	<b>Yes</b>
<b>Insurance</b>	<b>4½ days/36 hrs</b>	<b>2009</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>Dental Assistant</b>	<b>4 days/32 hrs</b>	<b>2005</b>	<b>\$29.00/hr</b>	<b>Yes</b>
<b>Dental Assistant</b>	<b>4 days/32 hrs</b>	<b>2014</b>	<b>\$27.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>3 days/27 hrs</b>	<b>1995</b>	<b>\$55.00/hr</b>	<b>Yes</b>
<b>Dental Hygiene</b>	<b>2 days/24 hrs</b>	<b>2010</b>	<b>\$58.00/hr</b>	<b>Yes</b>

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$20.00 / hr**

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

Is there a practice management consultant? **Yes**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2018 (Collections from Practice Software) \$1,165,389    2017 \$ 1,077,951    2016 \$ 1,112,103

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

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

What type of computer? **Dell w/ Windows Op Syst.**                      What software? **Eaglesoft & Simplant**

Is software transferable? **Yes, 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.**