



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EN-977**

### **Midtown Sacramento, California**

***Be the envy of all in this ideal midtown location***

*This highly esteemed, state-of-the-art practice with its stellar reputation, is located in one the area's most pristine Professional buildings, on one of the busiest intersections in the highly desirable Midtown corridor!* In addition to being blocks from Sacramento's affluent "Fab 40" neighborhood, the long-established, loyal, stable, multi-generational patient base consists of professionals, government employees and their families! If this was not enough, this beautiful building's Fair Market Rent, ample parking and easy freeway accessibility provides the ideal setting to carry on the tradition of delivering the highest quality of dental care, which every dentist aspires to!

***Grossed more than \$1.4 million in 2018***

This stunning, spacious office, professionally designed with office efficiency and patient flow in mind, occupies approximately 1,800 square feet and consists of 5 fully equipped Ops with state-of-the-art equipment, Reception area, Private Office, Business office, Sterilization, Lab, and Storage.

***Full Price: \$950,000***

*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**

# EN-977

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$950,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5 x2*	8 - 5 x2	8 - 5 x2	8 - 5 x2		

*\*Two Hygienists on Mondays - Starting March 2019*

Type of Practice: **General** Reason for Selling: **Personal**  
 Years established: **Since 1990** Days worked past 12 months: **~ 208 days**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **N/A**  
 Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **Yes**  
 Term of Lease: **5 yrs w/ 5 year option** Expiration date: **Sept 2019**  
 Do you share space with another dentist? **N/A**  
 Rent per month **\$3,973.00/month** Common area, maintenance fees /taxes included? **Yes**  
 If not included, current amount paid? **N/A** Are utilities included? **Yes**  
 Is the rent considered above, below or at fair market value? **Fair market value**  
 Type of Building: Condo Free-standing **Professional X** Retail Center  
 Office Square footage: **1,800 sq ft** Carpet? **Yes** Air conditioning? **Yes**  
 Number of fully equipped ops: **5** Plumbed for additional ops? **No**  
 Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**  
 Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**  
 Digital X-ray: **Yes** Cerec: **Yes** Laser: **No** Intra-oral Camera: **Yes** 3D Imager: **Yes**

Description of office building, Location and attributes of practice (a brief description):  
**The practice is located in beautiful, modern, well-maintained, multi-story Professional building, with ample parking, easy freeway access, in a very desirable neighborhood in Midtown Sacramento. This state-of-the-art Practice is every dentist's dream!**

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>22.54</b>	Diagnostic	<b>16.49</b>	Adjunctive	<b>3.21</b>	Dentures	<b>1.19</b>
General Operative	<b>10.72</b>	Endo		Ortho/TMJ	<b>0.69</b>	Perio	<b>0.29</b>
Oral Surgery	<b>4.05</b>	Cosmetic		Crown/Bridge	<b>29.85</b>	Implant	<b>10.98</b>

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

**Refer: All Endo, ~ 50% Oral Surgery , ~ 50% Implants**

Type of patients as a percentage of Collections:

Private Pay   50   Insurance/PPO   50   Denti-Cal   0   Capitation (HMO)   0   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**

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:    **~ 15 – 20**

Average number of patients per day?    Per-Doctor: **~10**    Per-Hygienist: **~ 8**

Hygiene days per week:    **7 days**    Percentage of Production by Hygiene:    **~ 28%**

Average age of patients:    **Family Range**

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

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

Number of recalls per month?

What types of Practice Promotions?    **New Patient Discount Promotion**

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:

Average age of Equipment:

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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### LIST AVAILABLE UPON REQUEST

Do family members work in the office? **Yes**                      If yes, how much are they paid? **\$27.00/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   \$ 1,423,858      2017   \$ 1,325,373      2016   \$ 1,245,936  

**\*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? **PC**                      What software? **EagleSoft**

Is software transferable? **Unknown, 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.**