



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-971

Las Vegas, Nevada

Take advantage of an established practice located in the heart of one of the highest average income communities in the country. This office is designed with all the attention required to service this wonderful community.

The Doctor averages 5 patients w/ 8 Hygiene patients per day offering 3 days of hygiene/per week and welcomes approximately 10-12+ new patients per month.

The office is conveniently located in on the ground floor of a well-established, attractive, well-maintained, multi-story, free-standing Professional building complex in the heart of town.

The office with its windows capture picturesque views, which creates a warm and inviting environment for patients. It consists of 5 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.*

Full Price: \$320,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 320,000

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	8 – 5		8 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	Since 2000		Days worked past 12 months:		~ 165+ days		

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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?			
Term of Lease:	2005	Expiration date:	4/30/2025				
Do you share space with another dentist?	N/A						
Rent per month	\$8,174.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes				
Is the rent considered above, below or at fair market value?	Above Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	*See note above	Carpet?	Partial	Air conditioning?		Yes	
Number of fully equipped ops:	5	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	Yes	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:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Long-established, attractive, well-maintained, ground-floor of multi-story Professional building in heart of town in desirable neighborhood, large picturesque windows capturing views						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	Adjunctive	Dentures	5
General Operative	45	Endo	Ortho/TMJ	Perio	
Oral Surgery		Cosmetic	10	Crown/Bridge	40
				Implant	

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

Doctor refers out all complex procedures of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 Medicaid Capitation (HMO) NPD (Culinary)

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

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

Delta PPO, Delta Premier, United Healthcare PPOs, Diversified et al, Dentemax et al, Dental Connection et al, Metlife, CIGNA, DHA et al, Teachers Health Trust.

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: **5** Per-Hygienist: **9**

Hygiene days per week: **24 hrs/3 days** Percentage of Production by Hygiene: **~ 15- 20**

Average age of patients: **Family Range: 18 – 55+ yrs**

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

Type of recall system used? **Solution Reach**

Number of recalls per month? **~ 9%**

What types of Practice Promotions? **Social Media, Print Ad**

Phone Book Advertising? * *** 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 good functional condition**

Average age of Equipment: **~ 18 yrs, New Compressor**

Any equipment leases? **Equipment is right/left-handed/convertible? Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
RDH	2 days/8 - 5	March 2017	Available	No
RDH	1 day/8 - 5	Dec 2016	Upon	No
Dental Assistant	4 days/8 - 5	Feb 2003	Request	No
Office Manager	4 days/8 - 5	2000		No

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

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 \$ 489,845 P&L 2017 \$ 528,853 2016 \$ 664,035

***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** What software? **Dentrix**

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.

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