



## WESTERN PRACTICE SALES

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**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: \$330,000***

*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.

# LV-971

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 330,000

## 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:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 2000</b>		Days worked past 12 months:		<b>~ 165+ days</b>		

## OFFICE SPACE &amp; 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?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?			
Term of Lease:	<b>2005</b>	Expiration date:	<b>4/30/2025</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$8,174.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>Yes</b>				
Is the rent considered above, below or at fair market value?	<b>Above Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>X</b>	Professional	<b>X</b>	Retail Center	
Office Square footage:	<b>*See note above</b>	Carpet?	<b>Partial</b>	Air conditioning?		<b>Yes</b>	
Number of fully equipped ops:	<b>5</b>	Plumbed for additional ops?	<b>Yes, 1</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Long-established, attractive, well-maintained, ground-floor of multi-story Professional building in heart of town in desirable neighborhood, large picturesque windows capturing views</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20</b>	Diagnostic	Adjunctive	Dentures	<b>5</b>
General Operative	<b>45</b>	Endo	Ortho/TMJ	Perio	
Oral Surgery		Cosmetic	<b>10</b>	Crown/Bridge	<b>40</b>
				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 <i>Available Upon Request</i>	Eligible for benefits
<b>RDH</b>	<b>2 days/8 - 5</b>	<b>March 2017</b>		<b>No</b>
<b>RDH</b>	<b>1 day/8 - 5</b>	<b>Dec 2016</b>		<b>No</b>
<b>Dental Assistant</b>	<b>4 days/8 - 5</b>	<b>Feb 2003</b>		<b>No</b>
<b>Office Manager</b>	<b>4 days/8 - 5</b>	<b>2000</b>		<b>No</b>

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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