



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#RN-956**

### **Reno/Sparks Area, Nevada**

Rare Opportunity with unlimited growth potential! This practice has been established for 3 years, but has been a *part-time Associate-driven* practice since inception. Partner is retiring so remaining Owner would like to focus on other practice locations. This rare gem is located in the largest industrial complex in the US near Switch, Tesla and Panasonic manufacturing plants with huge potential for growth simply by increasing office hours, some attention to marketing and the care of a full-time Owner/DDS. The office is conveniently located in a new, single-story Retail Shopping Plaza.

The Associate currently averages ~ 10 patients per day & performs all dentistry and hygiene at this practice location.

The office consists of 4 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.\*

***Full Price: \$225,000***

*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.

# RN-956

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 225,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 - 12	
Associate's Hours		8 – 5		8 – 5			

Type of Practice: **General** Reason for Selling: **Doctor or Partner Retiring**Years established: **2016** Days worked past 12 months: **~ 50 days total**

## 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>No</b>
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>
		Is lease assignable?	<b>Yes</b>
Term of Lease:	<b>5 years with 3 (three) 5-yr options available</b>		Expiration date: <b>2021</b>
Do you share space with another dentist?	<b>Partners</b>		
If yes, percentage of Associate's Production:	<b>100% currently</b>		
Rent per month	<b>~ \$3,300.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>		
Type of Building:	Condo	Free-standing	Professional
			<b>Retail Center X</b>
Office Square footage:	<b>*See note above</b>	Carpet?	<b>No</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>Yes, 1 additional</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>No</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>No</b>
		3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>New single-story Retail Shopping Center with unlimited potential and no nearby competition in County</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>6.39</b>	Diagnostic	<b>15.08</b>	Adjunctive	<b>0.41</b>	Dentures	<b>9.49</b>
General Operative	<b>18.90</b>	Endo	<b>3.54</b>	Ortho/TMJ		Perio	<b>5.35</b>
Oral Surgery	<b>3.60</b>	Cosmetic		Crown/Bridge	<b>37.23</b>	Implant	

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

**All Perio, Ortho, Implants and TMJ. Complex Oral Surgery, Most Endo and Pedo.**

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: **Aetna, Aetna Discount, Anxieter-MetLife, AT&T Cigna, Careington, Cigna, Connection Dental, Delta PPO, Delta Premier, Dent Max, Diversified, First Health, Guardian, MetLife, Premier Access, Sierra Health & Life, Trust Fund, United Concordia Advantage Plus**

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**

Average number of patients per day? **~ 10** Per-Doctor: **~ 10** Per-Hygienist: **N/A**

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **~ 15%**

***Note: Currently the Associate is performing all Dentistry and Hygiene at this office location***

Average age of patients: **~ 40 yrs**

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

Type of recall system used? **Softdent**

Number of recalls per month? **Varies**

What types of Practice Promotions? **Google, Website, Yellow Pages, 1 month Billboard**

Phone Book Advertising? \* **Yes** \* *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: **Brand New Leasehold Improvements**

Average age of Equipment: **New**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

*Staff rotates with Sellers to each practice location.*

*One employee can be designated to stay with this practice if a buyer so chooses.*

Do family members work in the office? **No**                      If yes, how much are they paid? **N/A**

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 \$ 185,966 P&L    2017 \$242,191    2016 \$51,142 (opened in 2016)

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

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

What type of computer? **Dell**    What software? **SoftDent**

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.**

**\*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.**