



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#AG-993**

### **West Portal Area, California**

***Practice produced \$60k in July 2020 – It's a steal at \$295k!***

With its quaint atmosphere and easy commute to downtown, this neighborhood is an especially great choice for young affluent families looking to build a long-term life and community with all the amenities you can ever need: bookstores, gyms, markets, diverse cuisine, etc. Carry on the proud tradition of delivering a full spectrum of the best and conservative spectrum of dentistry in a walkable neighborhood with a “small town feel”!

***Desirable San Francisco Neighborhood!***

The Doctor averages 5 – 6 patients w/ 6 – 8 Hygiene patients per day offering 1-2 days of hygiene/per month and welcomes approximately 6+ new patients per month on a relaxed 3-day workweek.

The office is conveniently located in an attractive, well-maintained Professional building w/ easy accessibility and convenient parking. The office occupies approximately 1,000 square feet and consists of 3 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Dark Room used as Storage (digital x-rays) and Restroom.

***Steal at \$295,000***

***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**

#AG-993

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

## 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			8:30 – 5	8:30 – 5	8:30 – 5		
Hygienist Hours				8:30 – 5 <sup>2x/month</sup>			
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>Since 1991</b>		Days worked past 12 months:		<b>3 days/wk</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

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?	<b>Transferable</b>		
Term of Lease:	<b>April 2017 for 6 yrs</b>			Expiration date:	<b>2023</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$4,048.50/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>\$950.10 management tax included in Utilities</b>						
Is the rent considered above, below or at fair market value?	<b>Fair Market (average)</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,000 sf</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>Yes</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	3D Imager:
Description of office building, Location and attributes of practice (a brief description):	<b>Quality family-oriented practice offering full spectrum of conservative fixed and removable dental treatment: occlusal analysis, conservative treatment and no unnecessary implants, etc</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>5.26</b>	Diagnostic	<b>8.15</b>	Adjunctive	<b>5.66</b>	Prosth, Rem	<b>13.58</b>
General Operative	<b>12</b>	Endo	<b>0</b>	Ortho	<b>0.55</b>	Perio	<b>5.79</b>
Oral Surgery	<b>0.62</b>	Max Prosth	<b>0.12</b>	Crown/Bridge	<b>35</b>	Implant	<b>13.32</b>

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

**Refer all Complex/Most Oral Surgery-healthy pts, Endo, Perio DSRP (no perio surgery), Difficult Pedo**

Type of patients as a percentage of Collections:

**Private Pay ~ 36 Insurance/PPO ~ 64** Denti-Cal **0** Capitation (HMO) **0** Other \_\_\_\_\_

Are you a **Delta Provider?** **Yes** **Premier Only** **Y** 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 ~ 2.24% / Lending Club ~ 3.13%**

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

**Delta Premier, Aetna, Blue Shield, Cigna, Guardian**

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: **~ 6 +**

Average number of patients per day? Per-Doctor: **~ 5 - 6** Per-Hygienist: **~ 6 - 8**

Hygiene days per month **~ 2x/month** Percentage of Production by Hygiene: **~ 6 - 8 %**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling, Dentrix computerized tracking**

Number of recalls per month? **~ 22 +**

What types of Practice Promotions? **Online marketing: Website**

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: **Office Renovated**

Any Equipment Leases: **Carestream Oral Scanner, Digital Impression/Oral Scanner NEW**

Average age of Equipment: **Chairs>25yrs** Equipment is right/left-handed/convertible? **Right**

## PERSONNEL

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

Do family members work in the office? **Yes** If yes, how much are they paid? **\$25.00/hr**

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

Is there a practice management consultant? **No**

## PRACTICE FINANCIAL PROFILE

**Last 2 years' Gross Collections from Corporate Tax Returns:**

*Apr'19 – Mar'20* **\$ 500,341** *Fiscal P&L* *Apr'18 – Mar'19* **\$ 544,550** *Fiscal P&L*

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

Is pegboard or computer? **Computer** What type of computer? **PC**

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.