



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#DG-986**

### Campbell, California

This busy, quality practice draws from a large, stable patient base with disposable income, in the heart of Silicon Valley. With an emphasis on patient education, this practice takes pride in delivering comprehensive dental care in a warm and relaxed atmosphere. *Don't miss your opportunity to live, practice and play in one of the most desirable, family-oriented, economically strong, thriving, community-rich suburbs in the greater San Jose environs!*

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 2 days of hygiene/per week and welcomes approximately 15-17 new patients per month, based on its stellar reputation!

This tastefully decorated office is not only centrally located on a very busy thoroughfare with great accessibility and visibility in a highly desirable mixed-professional complex in an attractive commercial/residential neighborhood. The office occupies approximately 988 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, and Restroom.

***Seller Motivated!***

***Full Price: \$325,000***

*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**

#DG-986

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 2	
Hygienist Hours		9 – 5	9 – 5				

Type of Practice: **General**

Reason for Selling:

**Relocation**Years established: **Since 2004**

Days worked past 12 months:

**~ 200 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?

Term of Lease: **5 yrs**

Expiration date:

**May 2023**Do you share space with another dentist? **N/A**Rent per month **\$3,210.00/month**

Common area, maintenance fees /taxes included?

**Yes**

If not included, current amount paid?

Are utilities included?

**Yes, Water & Trash**

Is the rent considered above, below or at fair market value?

**Fair Market Value**

Type of Building: Condo

**Free-standing X**

Professional

Retail Center

Office Square footage: **~ 988 sf**

Carpet?

**Partial**

Air conditioning?

**Yes**Number of fully equipped ops: **3**

Plumbed for additional ops?

**No**Reception area: **Yes**

Dark room:

**No**

Doctor's office:

**Yes**

Lab:

**No**Business office: **No**

Restrooms:

**Yes**

Sterilization:

**Yes**

Storage:

**No**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):

**Flourishing, thriving, affluent community with established and stable middle to upper class residents with great growth potential**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	25	Adjunctive	1	Dentures	2
General Operative	14	Endo	2	Ortho/TMJ	1	Perio	9
Oral Surgery	1	Cosmetic	1	Crown/Bridge	27	Implant	1

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

**Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay** 5 **Insurance/PPO** 25 **Denti-Cal**        **Capitation (HMO)** 70 **Other**       

Are you a **Delta Provider?** **Yes** **Premier Only**        **Premier + PPO** Y

**\*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, Delta Care USA, Aetna, Guardian, MetLife, PBP, Cigna, United Concordia, First Dental, AmeriPlan, Dentemax, Principal**

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 – 17+**

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

Hygiene days per week: **2**

Average age of patients: **Mid Family Range: ~ 45 yrs**

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

Type of recall system used? **Email & Postcard Reminders**

Number of recalls per month? **~ 60**

What types of Practice Promotions? **None**

## 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: **Laminate Floors ~ 3 yrs**

Average age of Equipment: **~ 10 – 14 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<i>Available Upon Request</i>				
Do family members work in the office?	<b>No</b>	If yes, how much are they paid?	<b>N/A</b>	
Has staff left the practice recently?	<b>Yes</b>			
Is there a practice management consultant?	<b>No</b>			

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2018   **\$ 549,993**      2017   **\$ 450,245**      2016   **\$ 418,576**  

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

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

What software? **Open Dental**

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.