



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-928

Castro Valley, California

The economy of Castro Valley consists largely of the provision of goods and services for its local residents. Being a primarily residential community, the demographics are such that the greatest number of people are employed by the health care and social assistance industry. Service is key here. Imagine the appreciation and loyalty of your patients as you become a vital part of this community and continue the tradition of delivering quality dental care in this beloved practice.

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 1 day of hygiene per week and welcomes approximately 5 new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story Dental Professional building complex built in the 1960's era, located on a busy, well-known healthcare professional corridor with close proximity to local medical facility in desirable neighborhood.

The office occupies approximately 883 square feet and consists of 3 fully equipped Ops, 1 dedicated X-ray Op, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$275,000

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

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

We look forward to serving you

DN-928

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$275,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON*	TUE	WED	THUR	FRI*	SAT
Office Hours*		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours*		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
	<i>Office and Doctor alternate Mondays and Fridays off.</i>						
Hygienist Hours					8 – 5		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 68 – 70 yrs			Days worked past 12 months:		~ 190+ days	

OFFICE SPACE & 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?	Yes		
Term of Lease:	5 yrs + 5-yr option			Expiration date:	September 2023		
Do you share space with another dentist?	N/A						
Rent per month	\$ 3,201.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?			Are utilities included?	Yes, H₂O, Utilities, Trash			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Carpet?	Yes			Air conditioning?	Yes		
Office Square footage*:	~ 883 sf is usable, 1,067 sf is rentable space						
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
3D Imager:	No						
Description of office building, Location and attributes of practice (a brief description):	1960's era, 2 story Dental Professional building complex located on well-known, popular, busy healthcare professional corridor w close proximity to hospital						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14	Diagnostic	20	Adjunctive	3	Dentures	7
General Operative	11	Endo	0	Ortho/TMJ	0	Perio	7
Oral Surgery	0	Cosmetic	0	Crown/Bridge	38	Implant	

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

All Endo, Most Oral Surgery, Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 50 **Insurance/PPO** 50 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** _____

Are you a **Delta Provider**? If Yes, _____ **Delta PPO** Y **Delta Premier**

***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"? **No**

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

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: **~ 5**

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

Hygiene days per week: **1** Percentage of Production by Hygiene: **~ 12 – 14**

Average age of patients: **Mid to Mature Family Range**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 45 – 50**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals**

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:

1993 – Front Desk Counter, Lab Cabinetry, 2 Dental Operatory Carts.

Average age of Equipment: ~ 25 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Dental Assistant*	8 hrs x 4 days/wk			Yes
Reception	8 hrs x 4 days/wk			Yes
RDH	8 hrs/wk			No

Do family members work in the office? **No** 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:

2017 \$ 348,296 2016 \$ 353,397 2015 \$ 386,615

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

Number of statements sent each month? ~ 70 Is pegboard or computer? **Computer**

What type of computer? **PC** 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.