



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EG-996**

### **Midtown Sacramento, California**

Opportunities like this one are “few and far between”! We are proud to offer this well-established and respected practice located in Midtown Sacramento. Housed in a beautifully restored Victorian, this practice is highly visible from the street and only blocks from the new Golden One Center & State Capitol. This recently renovated, gorgeous, well-lit office, professionally designed with office efficiency and patient flow in mind So...be advised: *Act fast*, as this one remarkable opportunity will not last long!

Doctor averages 8-10 patients per day on a relaxed workweek and welcomes approximately 9 new patients per month.

The office is conveniently located in an attractive, well-maintained, restored 2-story Victorian building in desirable downtown area with easy access to public transportation with ample parking on-site, at the rear of the building and free street parking.

The office occupies approximately 1,100 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab includes Storage space and Restroom.

***Full Price: \$250,000***

*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**

# EG-996

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$250,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 5	10 – 6	by appt		by appt
Doctor's Hours			9 – 5	10 – 6	by appt		by appt

Type of Practice: **General w Perio emphasis** Reason for Selling: **Personal**  
 Years established: **Since 2014** Days worked past 12 months: **~ 80 days in 2018**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **No**  
 Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**  
 Term of Lease: **Seller owns building, which is not available for purchase at this time**  
 Do you share space with another dentist? **N/A**  
 Rent per month **\$2,800 - \$3,000/month for Buyer** Common area, maintenance fees /taxes included? **Yes**  
 If not included, current amount paid? **N/A** Are utilities included? **No**  
 Is the rent considered above, below or at fair market value? **Rent will be adjusted to FMR**  
 Type of Building: Condo **Free-standing X** Professional Retail Center  
 Office Square footage: **~ 1,100 sq. ft.** Carpet? **No** 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: **Yes**  
 Business office: **No** Restrooms: **Yes** Sterilization: **Yes** Storage: **w/ Lab**  
 Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **No** 3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, 2-story, free-standing Victorian building in renovated, Downtown neighborhood w/ easy access to public transportation w/ on-site parking in rear of building and free street parking**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	21	Adjunctive	Dentures	6
General Operative	1	Endo		Perio Surg	Perio	3
Oral Surgery	12	Cosmetic	0	Crown/Bridge	Implant Surg	2

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

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

Type of patients as a percentage of Collections:

**Private Pay** 25 **Insurance/PPO** 75 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? 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 Premier & PPO**

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: ~ **9**

Average number of patients per day? Per-Doctor: ~ **8 – 10** Per-Hygienist: **0**

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

Average age of patients: **Family Range**

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

Type of recall system used? **Phone Call & Text Reminders**

Number of recalls per month? ~ **15 – 20**

What types of Practice Promotions? **None**

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:

Average age of Equipment: **2014 to present**

Any equipment leases? **No** 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? **\$4,000/month**

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

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

## PRACTICE FINANCIAL PROFILE

**Last 3 years' Gross Collections from Corporate Tax Returns:**

2018 \$ 322,621 P&L 2017 \$ 282,043 2016 \_\_\_\_\_

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

Is pegboard or computer? **Computer** What type of computer? **HP Laptop**

What software? **ACE 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.**