



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**# RN-982**

**Carson City, Nevada**

Established for 12 years, Seller is retiring from this practice, focused on the highest quality of dental care with Doctor and Staff dedicated to personalized service. *Watch your production increase by keeping specialty procedures in-house and maximizing your office hours from currently relaxed workweek!*

The Doctor averages 10 patients w/ 8 Hygiene patients per day and welcomes approximately 14 new patients per month.

The office is conveniently located in a converted home in a desirable, stable, family-friendly neighborhood with ample parking and easy accessibility.

The office consists of 4 fully equipped Ops, Reception area, very large Doctor's office, Business front & back office, Sterilization, Darkroom, complete large Lab, lots of Storage and 3 Restrooms.\*

***Full Price: \$399,000***

*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-982

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 399,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 4	8 – 5	8 - 4		
Doctor's Hours		8 – 5	8 – 4	8 – 5	8 - 4		
Hygienist Hours		8 – 5	8 – 4	8 – 5	8 - 4		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 2007</b>		Days worked past 12 months:		<b>182</b>		

## 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>Possibly</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>2017 – 2019</b>		Expiration date:	<b>December 2019</b>			
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$1,600.00/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>Below or at Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>*See note above</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>No</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>Office is a converted home in desirable stable neighborhood with close proximity to State House</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>21.98</b>	Diagnostic	<b>15.85</b>	Adjunctive	<b>0.91</b>	Dentures	<b>7.85</b>
General Operative	<b>19.33</b>	Endo	<b>0.09</b>	Ortho/TMJ		Perio	<b>1.94</b>
Oral Surgery	<b>1.01</b>	Cosmetic	<b>0.24</b>	Crown/Bridge	<b>30.81</b>		

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

**Refers Complex Oral Surgery, Endo & Perio**

Type of patients as a percentage of Collections:

Private Pay **35%** Insurance/PPO **65%** Medicaid **N/A** Capitation (HMO) **N/A** NPD (Culinary) **N/A**

Does your practice participate in "Care Credit"? **Yes**

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

**Guardian, Diversified, GEHA, MetLife, Humana, Dentemax, Delta**

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: **~ 14**

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

Hygiene days per week: **6** Percentage of Production by Hygiene: **~30%**

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

Does the office have Nitrous Oxide? **Yes, Portable but not in use**

Type of recall system used? **Dentrix**

Number of recalls per month? **180**

What types of Practice Promotions? **None**

Phone Book Advertising? \* **Minimal \$13/month** *\* 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: **Light airy house conversion much liked by patients, wildlife often roams the street**

Average age of Equipment: ~ 20 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <span style="color: red;">Available Upon Request</span>	Eligible for benefits
<b>Office Manager</b>	<b>30 hrs/wk</b>	<b>2007</b>		<b>Yes</b>
<b>Dental Assistant</b>	<b>30-36 hrs/wk</b>	<b>2008</b>		<b>Yes</b>
<b>Dental Hygiene</b>	<b>30 hrs/wk</b>	<b>2007</b>		<b>Yes</b>
<b>Dental Hygiene</b>	<b>15 hrs/wk</b>	<b>2014</b>		<b>No</b>

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:

2018 \$658,999.85 (P&L) 2017 \$738,108 2016 \$599,004

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

Number of statements sent each month? **~180** Is pegboard or computer? **Computer**

What type of computer? **Dell** 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.

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