



## WESTERN PRACTICE SALES

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John M. Cahill Associates

# CC-979

Novato, California

Well-established dental practice for sale in family-friendly town of Novato. Doctor is retiring and wishes to sell practice to a young, eager successor. Current practice has a strong patient base with great growth potential. *Imagine the possibility of owning your building with this great, relaxed “country doctor” style atmosphere ~ primed, perfect and ideal for YOU to impart your own personal flair and style into the practice!*

The Doctor averages 8-10 patients with 4-8 hygiene patients offering 2 days of hygiene/per week and welcomes approximately 5-7 new patients per month based on a current relaxed 3-4 day workweek. *Opportunity for increased production by keeping specialty procedures in-house since Doctor currently refers out complex procedures.*

The office is located in a well-maintained, single-story Professional Building with ample on-site parking and has easy access to a major thoroughfare. The office is situated with close proximity to Downtown and Old Town Novato.

The office occupies approximately 803 square feet and consists of 3 fully equipped Ops, Reception area, X-ray/Exam room, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$195,000***

***Real Estate Available \$215,000***

*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**

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 195,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5	9 - 5	9 - 3		9 - 3	
Doctor's Hours		8:30-5:30	8:30-5:30	8:30-3:30		5:30-3:30	
Hygienist Hours		8:45-5:15	8:30-5:30				

Type of Practice: **General**

Reason for Selling:

**Retirement**Years established: **22 yrs**

Days worked past 12 months:

**~ 184 days**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes**

Is building available for purchase?

**Yes**

Is the space leased?

**N/A**

Is lease renewable?

**N/A**

Is lease assignable?

**N/A**

Term of Lease:

**Seller owns Building**

Expiration date:

**N/A**

Do you share space with another dentist?

**N/A**

Rent per month

**\$2,200.00/month**

Common area, maintenance fees /taxes included?

**Yes**

If not included, current amount paid?

**N/A**

Are utilities included?

**Electric & Water**

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

**Fair Market**

Type of Building:

**Condo****X**

Free-standing

**Professional****X**

Retail Center

Office Square footage:

**~ 803 sf**

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:

Lab:

**Yes**Business office: **Yes**

Restrooms:

**Yes, 1**

Sterilization:

**Yes**

Storage:

**Yes**Digital X-ray: **No**Cerec: **No**Laser: **No**Intra-oral Camera: **No**3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description):

**Upper & lower-level Business condo suites in single-story Medical/Dental Professional Complex located near Downtown and Old Town. Ample on-site parking w/ well-maintained center courtyard area**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	20	Adjunctive	2	Dentures	4
General Operative	39	Endo	1	Ortho/TMJ	0	Perio	3
Oral Surgery	1	Cosmetic	2	Crown/Bridge	10		

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

**Refers Complex Oral Surgery, Endo, Perio, Pedo and Ortho**

Type of patients as a percentage of Collections:

**Private Pay** 5 **Insurance/PPO** 88 **Denti-Cal**      **Capitation (HMO)**      **Other** 7%

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"? **No**

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

**MetLife, Delta Dental, Aetna, Cigna, Principal, Anthem, CCPOA, New Dental Choice**

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 - 7**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 6 - 8**

Hygiene days per week: **2** Percentage of Production by Hygiene: **20-30%**

Average age of patients: **Family Range: ~ 20 – 80 yrs**

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

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

Number of recalls per month? **~ 100+**

What types of Practice Promotions? **None. 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: **Ceiling tiles & light fixtures updated, restroom & reception updated including flooring. Recently painted throughout & new waiting room chairs.**

Average age of Equipment: **Chairs & X-rays 10+ yrs / Computers & Handpieces (new) 2019**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Office Manager</b>	<b>4 days x8hrs/wk</b>	<b>Mar 2017</b>	<b>Available</b>	<b>Yes</b>
<b>RDA</b>	<b>4 days x8 hrs/wk</b>	<b>Oct 2018</b>	<b>Upon</b>	
<b>RDH</b>	<b>1 day x 8 hrs</b>	<b>April 2019</b>	<b>Request</b>	
<b>RDH</b>	<b>Mondays &amp; as needed</b>	<b>TEMP</b>		

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **Yes, termination**

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

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 320,000 2017 \$ 235,000 2016 \$ 219,000

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

Number of statements sent each month? **~ 100** Is pegboard or computer? **Computer**

What type of computer? **Dell x2** What software? **Dentrix**

Is software transferable? **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.