



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #LV-980A *Pedodontic* Las Vegas, Nevada

An opportunity like this does not come along often! Hard to find Pedo practices producing large numbers. Buyer can benefit immediately by expanding more Practice days from its current schedule. The locations complement each other, capturing a large area of the South and Central neighborhoods of Las Vegas. The offices have a large following and excellent name recognition.

Established for 18 years, Seller is relocating from this proven success and is passing it onto you! Doctor averages 80-90 patients per day and welcomes approximately 140-150 new patients per month.

The office is conveniently located in an attractive, well-maintained, free-standing, single-story Professional building in an extremely busy and popular Retail Complex on a well-traveled frontage road with high traffic flow, offering unsurpassed visibility and excellent exposure.

The office consists of 6 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Storage and Restroom.\*

***3 Practices: \$1,530,000***

*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.

# LV-980A

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT		
<i>Doctor works Monday, Tuesday &amp; Thursday and occasional Fridays</i>									
<i>Wednesday – 2 days/month – works at Surgery Center or Hospital Which averages 3 days/week in Office: Sahara (2) / Henderson (1)</i>									
<i>Associate works Wednesday 5p – 8p</i>									
<i>Staff works in all 3 Practice locations</i>									
Type of Practice:	<b>Pedodontic</b>		Reason for Selling:		<b>Relocation</b>				
Years established:	~ 19 yrs		Days worked past 12 months:		~ 88 days				
<b>OFFICE SPACE &amp; LEASE INFORMATION</b>									
<b>*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE &amp; 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.</b>									
Is the building/suite owned?	<b>No</b>		Is building available for purchase?		<b>No</b>				
Is the space leased?	<b>Yes</b>		Is lease renewable?		<b>Yes</b>		Is lease assignable?	<b>Yes</b>	
Term of Lease:	<b>5 yrs</b>		Expiration date:		<b>March 2023</b>				
Do you share space with another dentist?	<b>Associate will stay on w/ Practice</b>								
If yes, percentage of Associate's Production:	~ 20%								
Rent per month	~ \$3,000.00/month		Common area, maintenance fees /taxes included?		<b>No</b>				
If not included, current amount paid?	<b>\$250.00</b>		Are utilities included?		<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market</b>								
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>				
Office Square footage:	<b>*See note above</b>		Carpet?	<b>No</b>	Air conditioning?		<b>Yes</b>		
Number of fully equipped ops:	<b>6</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>No</b>		
Business office:	<b>No</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>		
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>	3D Imager:	<b>No</b>

<b>OFFICE DESCRIPTION</b>	
Description of office building, Location and attributes of practice (a brief description): <b>Popular Retail shopping center on a busy, well-traveled Frontage road, with high traffic flow</b>	
<b>PATIENT DEMOGRAPHICS</b>	
Breakdown of Service/Procedures as a percentage of Collections: <b>Practice dedicated to Pedodontics</b>	
Preventative/Hygiene <b>28</b>	Diagnostic <b>17</b> Adjunctive <b>5</b> Dentures
General Operative <b>32</b>	Endo <b>9</b> Ortho/TMJ      Perio <b>4</b>
Oral Surgery <b>5</b>	Cosmetic      Crown/Bridge      Implant
What services/procedures are referred out? (i.e. Oral Surgery, Endo, Perio, Ortho, Pedo) <b>Complex and Difficult Endo, Perio, Oral Surgery</b>	
Type of patients as a percentage of Collections: Private Pay <u>10</u> Insurance/PPO <u>10</u> Medicaid <u>80</u> Capitation (HMO) _____ NPD (Culinary) _____	
Does your practice participate in "Care Credit"? <b>Yes</b>	
List Preferred Provider, Health Care Provider and Capitation Plans now in place: <b>Liberty, Metlife, Etna</b>	
Estimated Number of Active Patient Files: <b>Number to be defined by Buyer's Due Diligence Process*</b>	
<b>*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.</b>	
Average number of New Patients per month for past 12 months: <b>~ 140 - 150</b>	
Average number of patients per day?	Per-Doctor: <b>~ 80-90</b> Per-Hygienist: <b>N/A</b>
Hygiene days per week: <b>N/A</b>	Percentage of Production by Hygiene: <b>~ 50</b>
Average age of patients:	<b>Pedo Range from ~ 2 – 21 yrs</b>
Does the office have Nitrous Oxide?	<b>Yes</b>
Type of recall system used?	<b>Practice Mojo</b>
Number of recalls per month?	<b>450-500</b>
What types of Practice Promotions?	<b>Free Exams</b>
Phone Book Advertising? *	<b>No</b> * 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: **Nicely appointed. All equipment (10-15 yrs) in good functioning condition**

Average age of Equipment: **Since 2002, ~ 10 – 15 yrs**

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

## PERSONNEL – INFORMATION AVAILABLE UPON REQUEST

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

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 \$ 1,529,686 P&L 2017 \$ 1,953,657 P&L 2016 \$ 1,811,403

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

Number of statements sent each month? **~ 5** Is pegboard or computer? **Computer**

What type of computer? **Desktop** 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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