



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-980C *General*

Las Vegas, Nevada

(Patients seen at 2 other practice locations)

An opportunity like this does not come along often! Excellent opportunity to own a GP practice that connects with the Pedo practice thus allowing the practices to symbiotically work as one, with built-in referrals between them. Location is replete with a very high income demographic a beneficial age range for Pedo and GP.

Established for 19 years, Seller is passing this much beloved, quality, successful practice at this proven location to you!

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

The office consists of 8 Ops (no chairs), X-Ray Machine, 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-980C

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

PRACTICE INFORMATION SHEET**OFFICE OPERATION INFORMATION***Doctor works Monday, Tuesday & Thursday and occasional Fridays**Wednesday – 2 days/month – works at Surgery Center or Hospital**Which averages 3 days/week in Office: Sahara (2) / Henderson (1)**Associate works Wednesday 5p – 8p**Staff works in all 3 Practice locations*Type of Practice: **General** Reason for Selling: **Relocation**Years established: **~ 19 yrs** Days worked past 12 months: **~ 132 days****OFFICE SPACE & 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? **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: **N/A** Expiration date: **N/A**Do you share space with another dentist? **No**Rent per month **To Be Negotiated** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? **N/A** Are utilities included? **No**Is the rent considered above, below or at fair market value? **N/A**Type of Building: Condo Free-standing **Professional X Retail Center X**Office Square footage: ***See note above** Carpet? **No** Air conditioning? **Yes**Number of fully equipped ops: **8** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **No**Business office: **No** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**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, free-standing, single-story Professional building on busy, major frontage road, high traffic flow, well-traveled, excellent exposure & visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	40	Diagnostic	Adjunctive	Dentures	30
General Operative	21	Endo	Ortho/TMJ	Perio	4
Oral Surgery		Cosmetic	Crown/Bridge	Implant	5

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

Complex Oral Surgery, Perio, Endo: 2nd Molar RCT

Type of patients as a percentage of Collections:

Private Pay 70 Insurance/PPO 30 Medicaid Capitation (HMO) NPD (Culinary)

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

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

All Private Pay/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: **2-3**

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

Hygiene days per week: Percentage of Production by Hygiene: **~ 50%**

Average age of patients: **Family Range: 18+ yrs**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Prosite**

Number of recalls per month? **5-10**

What types of Practice Promotions? **Website Coupon**

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: **Nicely Equipped with clean image**

Average age of Equipment: **Since 2006**

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

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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