



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#AZ-970**

**Scottsdale, Arizona**

***Location, Location, Location!*** The practice is ideally located in a stunning, well-maintained, beautifully landscaped, single-story Professional building near the ever-popular, thriving and always growing “Old Town” Scottsdale, just minutes from the cultural activities of Civic Center, hustle and bustle of the Waterfront, and grand shopping at Fashion Square! With easy freeway accessibility, ample parking, stable, loyal patient base, this amazing opportunity will make you the envy of all your colleagues!

Doctor treats an average of 12 patients per day with 8 hygiene patients per day, offering 4½ days of hygiene/per week. The practice generates an average of 30+ new patients per month.

The office occupies approximately 2,500 square feet and consists of 6 fully equipped Ops, Reception area, Doctor’s office, Dark Room, Business Office, Sterilization, Lab, Storage and 2 Restrooms.

***Call Today for Information!***

*For further details or on-site visit, please contact:*

**Jeff J. Tonner, JD**

**Mark B. Hughes, DDS**

**800.641.4179**

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

**We look forward to serving you**

# AZ-970

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	7:30 - 4	7:30 - 4	8 - 5	8 - 1	
Doctor's Hours		8 - 5	7:30 - 4	7:30 - 3:30	8 - 5	8 - 1	
Doctor's Hours					9 - 5		
Hygienist Hours		8 - 5	7:30 - 4	7:30 - 4	8 - 5	8 - 1	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	~ 12 yrs			Days worked past 12 months:		~ 250 days	

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>3 years</b>			Expiration date:	<b>Aug 2021</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$4,050.00/month</b>		Common area fees /taxes included? <b>Yes, taxes only</b>				
Maintenance fees not included, current amount paid?	<b>\$930.83</b>			Are utilities included? <b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 2,500 sq ft</b>		Carpet?	<b>Partial</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>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</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>No</b>
						3D Imager:	<b>No</b>

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

**Single-story, Professional building w mixed-tenants near the thriving, rapidly growing, highly desirable "Old Town" Scottsdale w ample parking, easy freeway accessibility and walking distance to Civic Center**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	21	Adjunctive	1.5	Dentures	1
General Operative	12.5	Endo	0	Ortho/TMJ	3	Perio	7
Oral Surgery	2	Cosmetic	0	Crown/Bridge	35	Implant	5

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

**Refer Complex Endo, Some Oral Surgery and Ortho**

Type of patients as a percentage of Collections:

**Private Pay** 15 **Insurance/PPO** 70 **AHCCCS** 15 **Capitation (HMO)** 0 **Other** \_\_\_\_\_

Does your practice participate in "Care Credit"? **No**

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

*List Included in the Financial Package*

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: **~ 30+**

Average number of patients per day? **~20** Per-Doctor: **~12** Per-Hygienist: **~8**

Hygiene days per week: **4½ days** Percentage of Production by Hygiene: **~ 20+**

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

Average age of patients: **Family Range**

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

Number of recalls per month? **~ 150**

What types of Practice Promotions are in effect? **Social Media & New Patient Specials**

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: **All New Chairs & Digital X-ray Units in 2008**

Average age of Equipment: **10 yrs**

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

<b>PERSONNEL</b>				
Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Dental Hygiene</b>	<b>4½ days/wk</b>	<b>March 2014</b>		
<b>Assistant/Front Office</b>	<b>4½ days/wk</b>	<b>Feb 2015</b>		
<b>Front Office/Accounts</b>	<b>4½ days/wk</b>	<b>March 2015</b>		
<b>Dental Assistant</b>	<b>4½ days/wk</b>	<b>May 2017</b>		
Do family members work in the office? <b>DDS Spouse works 1 day/wk (Thursdays)</b>				
Has staff left the practice recently? <b>Yes</b>				
Is there a practice management consultant? <b>No</b>				
<b>PRACTICE FINANCIAL PROFILE</b>				
<b>Last 3 years' Gross Collections from Tax Returns:</b>				
2018 <u>  \$ 735,893  </u> 2017 <u>  \$ 851,653  </u> 2016 <u>  \$1,014,444  </u>				
<b>*Collection amounts are approximate and should be verified by Buyer</b>				
Number of statements sent each month?		Is pegboard or computer? <b>Computer</b>		
What type of computer? <b>PC</b>	What software? <b>Curve Hero</b>			
Is software transferable? <b>Unknown, Transfer Fee, if applicable, to be paid by Buyer</b>				
Fees Schedule: <b>Available upon request</b>				
<p><b>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.</b></p> <p><b>WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES</b> 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.</p>				