



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#DG-1014 Monterey, California**

Here's your opportunity to live and practice on the beautiful Monterey Peninsula with its ideal climate and a stable, diversified economy.

The Doctor averages 10 patients w/ 8 Hygiene patients per day offering 5 days of hygiene per week and welcomes approximately 10-12 new patients per month.

The office is conveniently located in an attractive, well-maintained, easily accessible, attractive 2-story Dental Professional building w/ ample parking in well-established professional corridor of desirable neighborhood on major thoroughfare w/ close proximity to the heart of town, Beach and Wharf.

The office occupies approximately 1,125 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$875,000***

*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**

#DG-1014

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$875,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Doctor's Hours		8 – 5	8 – 5	8 – 5			
Associate's Hours				8 – 5	8 – 5	8 – 5	
Hygienist Hours		8 – 5	8 – 5		8 – 5	8 – 5	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~ 35 yrs		Days worked past 12 months:		~ 120 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>5 yr w/ 5 yr option</b>			Expiration date:	<b>Jan 2022</b>		
Do you share space with another dentist?	<b>Yes, Associate</b>						
Rent per month	<b>\$3,488.00/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>Yes</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Office	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ 1,125 sf		Carpet?	<b>No</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>No</b>	Doctor's office:	<b>Yes</b>	Lab/Sterilization	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization/Lab:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>Old</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

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

**Well maintained, easily accessible, 2-story Dental Professional building in established professional corridor and heart of beautiful Monterey w/ close proximity to Downtown, Wharf & Beach**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	18	Adjunctive	3	Dentures	2
General Operative	18	Endo	2	Ortho/TMJ	< 1	Perio	6
Oral Surgery	1	Cosmetic	2	Crown/Bridge	29	Implant	

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

**Complex Oral Surgery, Complex Endo, Complex Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 31 Insurance/PPO 69 Denti-Cal 0 Capitation (HMO) 0 Other     

Are you a **Delta Provider**? Premier Only Y Premier + PPO     

**\*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"? **Yes**

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

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: **~ 10 - 12**

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

Hygiene days per week: **5 days (4 days w/ overlap of 1 day of 2 Hygiene)**

Average age of patients: **Family Range: ~ 40 – 45 yrs**

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

Type of recall system used? **Manual**

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

What types of Practice Promotions? **None**

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: **Engineered Flooring, Well maintained 4 OPs w/ Adec Equipment all in good functioning condition, Private Office can be OP**

Average age of Equipment: ~ 4 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
<b>Financial</b>	<b>5 days/wk</b>	<b>2000</b>		<b>Yes</b>
<b>Hygiene</b>	<b>2 days/wk</b>	<b>2017</b>		<b>No</b>
<b>RDA</b>	<b>5 days/wk</b>	<b>2017</b>		<b>Yes</b>
<b>Hygiene</b>	<b>1 day/wk</b>	<b>2018</b>		<b>No</b>
<b>Hygiene</b>	<b>1 day/wk</b>	<b>2019</b>		<b>No</b>
<b>Hygiene</b>	<b>1 day/wk</b>	<b>2018</b>		<b>No</b>

Do family members work in the office? **No** If yes, how much are they paid? **Spouse works from home**

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

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

## PRACTICE FINANCIAL PROFILE

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

2018 \$ 1,052,497 P&L 2017 \$ 1,177,446 2016 \$ 1,158,918

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

Is pegboard or computer? **Computer** What type of computer? **Windows/PC**

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.**