



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-1024 *Prosth* Walnut Creek, California

This practice *focused on Prosthodontics* takes pride in having detailed communication with their patients as well as with its referring dentists. It has a stellar reputation for providing the highest level of Prosthodontic treatment to a diverse, educated, involved and affluent patient base. The professional, knowledgeable, warm and friendly Staff treats each patient with care and respect. Growth is also generated by community involvement, mentorships, academic memberships and a strong network of referring dental colleagues.

The Doctor averages 8-9 patients w/ 7 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 8-9 new patients per month.

The office is conveniently located in an attractive, single-story Medical/Dental Professional Complex w/ ample parking in desirable professional corridor, near downtown Walnut Creek with easy freeway accessibility of the 680 and 24 interchanges.

Well designed for efficiency and patient flow in mind, it occupies approximately 2,250 square feet and consists of 6 fully equipped Ops Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and ADA compliant Restroom.

Large windows overlook serene garden views also flood the rooms with natural lighting, making it bright and airy.

Full Price: \$750,000

Real Estate: \$995,000

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

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

We look forward to serving you

BG-1024**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$750,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	7 – 4	8 – 5	7 – 4	as needed	
Doctor's Hours		8 – 5	7 – 4	8 – 5	7 – 4	as needed	
Hygienist Hours		8 – 5	7 – 4	8 – 5	7 – 4		

Type of Practice: **Prosthodontic**

Reason for Selling:

PersonalYears established: **Since 1962**

Days worked past 12 months:

Off 5 wks/day**OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes**

Is building available for purchase?

YesIs the space leased? **N/A**Is lease renewable? **N/A**

Is lease assignable?

N/ATerm of Lease: **Seller owns building, pays rent to Self**Do you share space with another dentist? **N/A**

Rent per month

\$4,810.00/month to Self

Association Dues:

\$2,018.00 *shown on Proformas as UtilitiesAre utilities included? **Yes, PGE, H₂O, Trash, Landscaping, Maintenance (Janitorial not included)**

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

Fair Market

Type of Building:

Condo

Free-standing

Professional X

Retail Center

Office Square footage: **~ 2,138 sq. ft.**Carpet/Tile/Linoleum **Partial**

Air conditioning?

YesNumber of fully equipped ops: **6**

Plumbed for additional ops?

NoReception: **Yes**PAN Alcove: **Yes**Private Office: **Yes**

Lab:

YesFront Desk: **Yes**Restrooms: **Yes**Sterilization: **Yes**

Staff Lounge:

YesDigital 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, single-story Medical/Dental Professional building complex w ample parking in professional corridor, w/ close proximity to downtown and easy 680 and 24 accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	11.06	Adjunctive	6	Dentures	13
General Operative	10	Endo	0.15	Hygiene		Perio	4
Oral Surgery	0.15	Cosmetic	w/ C&B	Crown/Bridge	26.04	Implant	16

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

Practice dedicated to Prosthodontics: Refer Complex Endo, Perio, Ortho, Oral Surgery, Pedo

Type of patients as a percentage of Collections:

Private Pay 92.96 Insurance 7.04 Delta payment to pt Capitation (HMO) 0 Other 0

Are you a Delta Provider? Premier Only No Premier + PPO No *OUT OF NETWORK*

***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: **None**

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: **~ 9**

Average number of patients per day? Per-Doctor: **~ 8 – 9** Per-Hygienist: **~ 7**

Hygiene days per week: **4 days**

Average age of patients: **Family Range: ~ 20 – 60+ yrs**

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

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

Number of recalls per month? **~ 120**

What types of Practice Promotions? **Quality care with detailed communication to referring DDS, study clubs, website, marketing HCWI, Professional memberships CCDS, CDA, ADA, AAOP, ACP, PCSP, mentorships, UOP academia,**

Phone Book Advertising? * **Yes** * *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: **T.H.E. Design in 1990 remodel/ purchased all new equipment & furnishings 2016-2017 new computers/compressor, vacuum equipment w/ Shed, 2018 updates to Sterilization (Hydrim)**

Average age of Equipment: ~ 1 – 25 yrs.

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Both R & L**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Front / Scheduling	4.5 days/32 hrs	July 2018		Yes
RDA	4 days/32 hrs	Aug 2016		Yes
RDA	4 days/32 hrs	Sept 2016		Yes
RDH	2 days/16 hrs	July 2010		No
RDH	2 days/16 hrs	Apr 2017		No

Do family members work in the office? **N/A** 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 Schedule C Tax Returns:

2018 \$ 1,178,658 2017 \$ 1,193,706 2016 \$ 1,198,711

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

Is pegboard or computer? **Computer** What type of computer? **Dell**

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.