



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **# BC-1022 Oakland, California**

Located in the "Pill Hill" area of Oakland, this practice serves a large demographic region of the Greater Bay Area with diverse cultures and ages. The community surrounding this practice is rapidly developing with local shops, restaurants and supporting Healthcare Providers near adjacent Hospital.

The Doctor averages 8 patients per day and welcomes approximately 7-10 new patients per month and 1 ½ days of Hygiene.

The office is conveniently located in an attractive, well-maintained, popular, multi-story Professional building in thriving, reputable Medical professional corridor of desirable neighborhood.

The office occupies approximately 1,064 square feet and consists of 2 fully equipped OPs with plumbing for additional OP, Reception area, Doctor's office, Sterilization, Storage, and Restroom.

***Full Price: \$150,000***

*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**

# BC-1022

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 150,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	8 – 3	10 – 6		8 – 3	9 - 1
Doctor's Hours		9 – 5	8 – 3	10 – 6		8 – 3	9 - 1
Hygienist Hours			8 – 3				9 – 1
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Transition/Moving</b>		
Years established:	<b>19 yrs</b>		Days worked past 12 months:		<b>~ 200+ days</b>		
OFFICE SPACE & 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 yrs</b>		Expiration date:		<b>08/31/2020</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$2,722.00/month</b>		Common area, maintenance fees /taxes included?		<b>Yes</b>		
If not included, current amount paid?			Are utilities included?		<b>Yes, Electricity, Water, Trash</b>		
Is the rent considered above, below or at fair market value?	<b>Below Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>		<b>X</b>	Retail Center	
Office Square footage:	<b>1,064 sf</b>		Carpet?	<b>Yes</b>		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>2</b>		Plumbed for additional ops?		<b>Yes</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>No</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>
Description of office building, Location and attributes of practice (a brief description):	<b>Multi-Story Professional Building in "Pill Hill" Medical professional corridor of thriving, developing neighborhood</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20</b>	Diagnostic	<b>25</b>	Adjunctive	<b>5</b>	Dentures	<b>5</b>
General Operative	<b>15</b>	Endo	<b>5</b>	Ortho/TMJ	<b>5</b>	Perio	<b>10</b>
Oral Surgery	<b>10</b>	Cosmetic	<b>5</b>	Crown/Bridge	<b>5</b>	Implant	<b>5</b>

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

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

Type of patients as a percentage of Collections:

**Private Pay** 40 **Insurance/PPO** 60 **Denti-Cal**        **Capitation (HMO)**        **Other**       

Are you a **Delta Provider?** **Yes** **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: **All PPO, No Cap, No DentiCal Aetna, Delta Dental Premier, Guardian, Cigna, MetLife, Principal**

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: **~ 7 - 10**

Average number of patients per day? Per-Doctor: **8** Per-Hygienist: **5**

Hygiene days per week: **1½ days**

Average age of patients: **Mature Family Range: ~ 50 yrs.**

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

Type of recall system used? **Demandforce**

Number of recalls per month? **~ 100**

What types of Practice Promotions? **Yelp. 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: **Office updated in 2014 - Front office, New Cabinetry and Countertops, 2017 – Paint Reception area / 2018 – Intraoral Camera, New Server & Computer**

Average age of Equipment: ~ 7 yrs: **OP Patient Chairs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Schedule Coordinator</b>	<b>4½ days/wk</b>	<b>Mar 2018</b>	<b>Available</b>	
<b>Insurance</b>	<b>2 days/wk</b>	<b>Oct 2018</b>	<b>Upon</b>	<b>Yes</b>
<b>Assistant</b>	<b>4½ days/wk</b>	<b>Feb 2018</b>	<b>Request</b>	<b>Yes</b>
<b>Hygiene</b>	<b>1 day/wk</b>	<b>Feb 2017</b>		

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 \$ 240,542 2017 \$ 277,000 2016 \$ 244,000

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

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

What software? **Carestream/SoftDent**

Is software transferable? **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.