



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BN-1045 Concord, California

Sink your roots down into this community where the downtown focal point encompasses an entire city block and is known for its farmers market, free summer concerts, and large number of surrounding restaurants. Much of the area immediately around downtown has recently been redeveloped, with new housing development. Imagine being to own a highly successful, family-oriented practice dedicated to quality dental care as well as quality relationships.

The Doctor treats 7 patients per day; restorative and hygiene, with Hygienist present three days/per month.

The office is conveniently located in an attractive, well-maintained, recently updated, single-story, free-standing Dental Professional building w/ ample parking, on major thoroughfare, close to the vibrant downtown and public transportation.

The office occupies approximately 1,150 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Storage, and 2 Restrooms.

***Full Price: \$165,000***

*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**

# BN-1045

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$165,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			6 – 1:30	6 – 1:30	6 – 1:30	6 – 1:30	
Doctor's Hours			6 – 1:30	6 – 1:30	6 – 1:30	6 – 1:30	
Hygienist Hours*					6 – 1:30 *		

**\*Three days per month**

Type of Practice:	<b>General</b>	Reason for Selling:	<b>Personal</b>
Years established:	<b>~ 30+ yrs</b>	Days worked past 12 months:	<b>4 days/week (no breaks)</b>

## 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?	Is lease assignable?
Term of Lease:	<b>2 yrs</b>	Expiration date:	<b>March 2021</b>
Do you share space with another dentist?	<b>Yes, Reception Area w/ Separate Practice in adjacent Suite</b>		
Rent per month	<b>\$ 2,000.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes*</b>
If not included, current amount paid?	Are utilities included? <b>No, *Trash \$105.00/month</b>		
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>		
Type of Building:	Condo	<b>Free-standing X</b>	<b>Professional X</b> Retail Center
Office Square footage:	<b>~ 1,150 sq. ft.</b>	Carpet?	<b>Partial</b> Air conditioning? <b>Yes</b>
Number of fully equipped ops:	<b>3</b>	Plumbed for additional ops?	<b>No</b>
Reception:	<b>Yes, shared</b>	Dark room:	<b>Yes</b> Doctor's office: <b>Yes</b> Lab: <b>No</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b> Sterilization: <b>Yes</b> Storage: <b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>Yes</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): **Attractive, well-maintained, recently updated, single-story, highly visible, easily accessible, free-standing Dental Professional building w/ ample parking, on major thoroughfare with close proximity to downtown**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	25	Adjunctive	5	Dentures	3
General Operative	10	Endo	2	Ortho/TMJ	2	Perio	2
Oral Surgery	1.5	Cosmetic	3	Crown/Bridge	20	Implant	1.5

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

**Refer Complex Oral Surgery, Molar Endo, Perio Surgery**

Type of patients as a percentage of Collections:

**Private Pay** 5 **Insurance/PPO** 95 **Denti-Cal**        **Capitation (HMO)**        **Other**       

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

**\*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 PPO, Aetna, Principal, Dentegra, Cigna, Ameritas Life Insurance, MetLife, United Concordia**

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: **~ 1 - 2**

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

Hygiene days per week: **1**

Average age of patients: **Mature Family Range: ~ 45+ yrs.**

Does the office have Nitrous Oxide? **No, incomplete plumbing**

Type of recall system used? **Postcards**

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

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: **All Equipment in good functioning condition and approximately ~ 10 yrs with updated Flooring in Ops & Paint. All Windows (entire Building) recently replaced by Landlord**

Average age of Equipment: **Cerec ~ 7 - 8 yrs, Waterlase Unit ~ 5 yrs, OP Chairs ~ 15 - 20 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>Reception</b>	<b>4 days x 7 hrs/day</b>	<b>March 2018</b>		
<b>Dental Assistant</b>	<b>4 days x 7 hrs/day</b>	<b>July 2019</b>		
<b>Dental Hygiene</b>	<b>1 day x 7 hrs/day</b>	<b>2005</b>		

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

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 \$ 254,822 2017 \$ 270,192 2016 \$ 300,634

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

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

What software? **DentPro / Prof Suni**

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.**

