



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1037

Sonoma County, California

This vibrant community is home to multiple recreational activities in a County well-known for its rich wine-growing and wine-making traditions. It calls out to those *who dream of a good way of life*. Because education as well as hard work are valued here, the wonderful lifestyle also reflects the zest of a collegiate town, with the various schools in the region. *Your lifestyle and practice will indeed be the envy of many dentists, who strive to achieve this for their families!*

New residential subdivision may increase your current patient base

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 5-6 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, single-story Dental Professional building with ample parking off major thoroughfare in a well-known medical/dental corridor. The office occupies approximately 1,310 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$395,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

CG-1037

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4:30	8 – 4:30	7 – 3:30	7 – 3:30		
Doctor's Hours		8 – 4:30	8 – 4:30	7 – 3:30	7 – 3:30		
Hygienist Hours		8 – 4:30	8 – 4:30	7 – 3:30	7 – 3:30		

Type of Practice: **General**

Reason for Selling:

PersonalYears established: **Since ~ 1965**

Days worked past 12 months:

~ 180+ days

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No**

Is building available for purchase?

N/AIs the space leased? **Yes**Is lease renewable? **Yes**

Is lease assignable?

YesTerm of Lease: **5 yr**

Expiration date:

October 2020

Do you share space with another dentist?

N/A

Rent per month

\$3,399.00/month

Common area, maintenance fees /taxes included?

Yes

If not included, current amount paid?

N/A

Are utilities included?

Yes, Water

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

Fair Market

Type of Building:

Condo

Free-standing X**Professional X**

Retail Center

Office Square footage:

~ 1,310 sf

Carpet?

Yes

Air conditioning?

YesNumber of fully equipped ops: **4**

Plumbed for additional ops?

NoReception area: **Yes**

Dark room:

Yes

Doctor's office:

Yes

Lab:

YesBusiness office: **No**

Restrooms:

Yes, 2

Sterilization:

Yes

Storage:

YesDigital X-ray: **Yes**Cerec: **No**Laser: **No**Intra-oral Camera: **Yes**3D Imager: **Yes**

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

Attractive, well-maintained, single-story, free-standing Pride Management designed suite in Dental Professional building w easy street-level accessibility and ample parking in desirable medical/dental professional corridor and area of new growth with hundreds of new homes being built in neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	20	Diagnostic	13	Adjunctive	1.2	Dentures	2
General Operative	14.2	Endo	0	Ortho/TMJ	0	Perio	3.5
Oral Surgery	0.4	Cosmetic	5	Crown/Bridge	39	Implant	4

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

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

Type of patients as a percentage of Collections:

Private Pay 50 **Insurance/PPO** 50 **Denti-Cal** **Capitation (HMO)** **Other**

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

***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, Aetna, 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: **~ 5 - 6**

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

Hygiene days per week: **4 days**

Average age of patients: **Family Range: ~ 30 – 70 yrs**

Does the office have Nitrous Oxide? **Plumbed but not hooked up**

Type of recall system used? **Pre-scheduling, Postcard Reminders**

Number of recalls per month? **~ 125+**

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: **Classically designed well-maintained, well-known established office with improvements of Paint & Carpet ~ 15 yrs**

Average age of Equipment: ~ 12 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
RDH	2 days/16 hrs			No
RDA	4 days/32 hrs			Yes
RDH	2 days/16 hours			No
Front Office/RDA	4 days/32 hrs			Yes

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 \$ 599,456 2017 \$ 606,781 2016 \$ 607,316

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

Is pegboard or computer? **Computer** What type of computer? **Apple & HP**

What software? **DataCon** 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.