



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1035

Los Gatos, California

Los Gatos residents enjoy distinguished schools, charming neighborhoods, beautiful hillsides, limitless recreation, great shopping and superb dining choices! This family-oriented community continues to retain its small town image with a well-balanced mix of residential and commercial services and open spaces! Invest your family and future in this charming community in a quality practice with a stellar reputation!

The Doctor averages 9 patients w/ 8 Hygiene patients per day offering 2 days of hygiene/per week and welcomes approximately 20 - 30 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained Medical Professional building w ample parking on major thoroughfare in desirable corridor/neighborhood.

The office occupies approximately 1,010 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms.

Full Price: \$790,000

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

#DG-1035

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$790,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	11 – 7	9 – 6	9 – 6	
Doctor's Hours		9 – 6	9 – 6	11 – 7	9 – 6	9 – 6	
Hygienist Hours		9 – 6				9 – 6	

Type of Practice: **General**

Reason for Selling:

PersonalYears established: ~ **40+ yrs**Days worked past 12 months: ~ **220 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: **10 yrs**

Expiration date:

December 2027Do you share space with another dentist? **N/A**Rent per month **\$5,051.00/month**

Common area, maintenance fees /taxes included?

YesIf not included, current amount paid? **N/A**

Are utilities included?

No

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: ~ **1,010 sf**

Carpet?

Yes

Air conditioning?

YesNumber of fully equipped ops: **4**

Plumbed for additional ops?

YesReception area: **Yes**

Dark room:

Yes

Doctor's office:

Yes

Lab:

YesBusiness office: **Yes**

Restrooms:

Yes

Sterilization:

Yes

Storage:

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

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

Attractive, well-maintained, convenient & easily accessible, single-story Medical Professional building w ample parking and excellent signage and visibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6.5	Diagnostic	10	Adjunctive	1.4	Dentures	1
General Operative	35	Endo	2.2	Ortho/TMJ	4.7	Perio	7.4
Oral Surgery	4.3	Cosmetic	2	Crown/Bridge	11	Implant	14.7

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

Complex Endo (retreatment) Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 71 Insurance/PPO 29 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 Dental**

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: ~ **20 – 30+**

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

Hygiene days per week: **2 days**

Average age of patients: **Mature Family Range: ~ 60 yrs**

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

Type of recall system used? **Dentrix, Doxi automatic messaging**

Number of recalls per month? **50 – 60**

What types of Practice Promotions? **Digital Marketing, Direct Mail Campaigns, OpenCare Referrals, ZocDoc**

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: **General Paint, Regular Clean-up & Updates throughout the years with all equipment in good functioning condition, 2 Chairs (2018), New Furniture in Reception, Paperless conversion recently**

Average age of Equipment: **2 Chairs: ~ 10+ yrs / 2 Chairs: 2018**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	Mon – Fri	June 2018	AVAILABLE	Yes
Reception	Mon – Fri	Aug 2018	UPON	Yes
RDH	Mon – Fri	Aug 2018	REQUEST	Yes
Dental Assistant	Mon – Fri	Jan 2018		Yes
Dental Assistant	Mon – Fri	Dec 2018		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 \$ 930,804 P&L 2017 _____ 2016 \$668,503

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

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

What software? **Dentrix** Is software transferable? **Yes**

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.