



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1040

Sunnyvale, California

If you've been looking for a city to build your dental empire, look no further! Sunnyvale is considered one of the best cities to live in the Silicon Valley/Bay Area. As part of California's high-tech community, it houses the headquarters to many tech firms with neighborhoods filled with young educated professional families with stable incomes. *If you hesitate or pass up this remarkable opportunity and quality dental practice, you may regret it for the rest of your life!*

The Doctor averages 15-20 patients per day and welcomes approximately 10-12 + new patients per month.

Conveniently located in an attractive, well-maintained, free-standing, 2-story Professional building at the intersection of 2 major thoroughfares, this spacious, pristine and spotless office was thoughtfully designed and customized with maximized office efficiency and patient flow in mind. Its light, airy, modern and immaculate appearance creates a warm and inviting atmosphere. It occupies approximately 3,477 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$1,085,000

Real Estate Available

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

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

We look forward to serving you

DG-1040

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,085,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 1	8:30 – 5	8:30 - 5	9 – 1	8:30 – 5	8:30-5:30
Doctor's Hours			8:30 – 5	8:30 – 5		8:30 – 5	8:30-5:30

Type of Practice: **General** Reason for Selling: **Retirement**
 Years established: **Since 1999** Days worked past 12 months: **4 days/wk ~ 50 wks/yr**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **N/A**
 Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**
 Term of Lease: **Seller owns building, pays Rent to Self**
 Do you share space with another dentist? **N/A**
 Rent per month **\$13,910.00/month** Common area, maintenance fees /taxes included? **No**
 If not included, current amount paid? **\$4,220.00/month** Are utilities included? **Yes, Electricity, Water & Trash**
 Is the rent considered above, below or at fair market value? **Will be adjusted to normalized annual Rent**
 Type of Building: Condo **Free-standing X** **Professional X** Retail Center
 Office Square footage: **~ 3,477 sq. ft.** Carpet? Air conditioning? **Yes**
 Number of fully equipped ops: **6** Plumbed for additional ops? **No**
 Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**
 Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**
 Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **Yes** 3D Imager: **No**
 Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, modern, 2-story Professional building w ample parking, enviable corner visibility & excellent accessibility from 2 busy major thoroughfares**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	36	Diagnostic	41	Adjunctive	2	Dentures	
General Operative	13	Endo	< 1	Ortho/TMJ	0	Perio	< 1
Oral Surgery	< 1	Cosmetic		Crown/Bridge	6	Implant	0

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

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

Type of patients as a percentage of Collections:

Private Pay ~ 1.5 **Insurance/PPO** ~ 98.5 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **MetLife, Delta Premier +**

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: ~ 10 – 12+

Average number of patients per day? Per-Doctor: ~ 15 - 20 Per-Hygienist: N/A

Hygiene days per week: **N/A**

Average age of patients: **Full spectrum of Family Ages**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-scheduling, Computerized Tracking**

Number of recalls per month? ~ 300

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:

TI ~ 10 yrs old: July – Sept 2009 Leasehold improvements include all new equipment, furniture, cabinetry, flooring with all in excellent functioning condition and maintained in immaculate condition

Average age of Equipment: ~ 10 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
RDA	FT	Sept 2017		Yes
Front/Back Staff	FT	Sept 2018		Yes
RDA	FT	Apr 2018		Yes
Dental Assistant	FT	May 2017		Yes
Back Staff	PT	June 2019		Yes
Front Staff/Office Manager	FT	Sept 2014		Yes

Do family members work in the office? **Yes** If yes, how much are they paid? ~ \$220,000/yr

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 \$ 1,209,925 P&L 2017 \$ 1,216,170 2016 \$ 1,180,365

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

Is pegboard or computer? **Computer** What type of computer? **Windows XP**

What software? **Softdent** 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.