



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DN-1041 San Jose, California

This stunning practice is an excellent opportunity for new grads or a dentist looking to establish satellite office with minimal start-up costs wishing to practice in the vibrant Silicon Valley. Expect to pay more but be pleasantly surprised with this spacious office which would cost more than our asking price to duplicate! Carry on the strong tradition and philosophy of delivering quality dental treatment in this facility w/ *reasonable rent and great lease!*

This beautiful, well-established, beautiful office is ideally located in East San Jose, nestled between two major thoroughfares, near a densely-populated residential neighborhood, and is conveniently located in a heavy traffic, highly desirable, popular Retail Shopping Center. The suite occupies approximately 1,207 square feet and consists of 2 fully equipped Ops, plus plumbing for 1 additional Op, Reception area, Sterilization, Doctor's office, and Restroom.

***Full Price: \$195,000***

*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**

# DN-1041

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5	9 - 5	9 - 5		9 - 5	9 - 6
Doctor's Hours			9 - 5				8 - 5
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Personal</b>	
Years established:	<b>Since 2007</b>		Days worked past 12 months:			<b>&lt; 50 days</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?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5 yrs w/ 1-3yr option</b>			Expiration date:	<b>January 2023</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 4,635/Monthly</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?			<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>1,207 sq ft</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>2</b>	Plumbed for additional ops?	<b>Yes, 1</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</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>Located between two major thoroughfares, near a densely populated residential housing area, conveniently located in high-traffic and desirable, popular Shopping Center</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>17.19</b>	Diagnostic	<b>25.51</b>	Adjunctive	Dentures	<b>0.93</b>
General Operative	<b>22.64</b>	Endo	<b>4.51</b>	Ortho/TMJ	Perio	<b>11.81</b>
Oral Surgery	<b>1.95</b>	Cosmetic		Crown/Bridge	Implant	<b>15.47</b>

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

**Refer Complex Oral Surgery: 3<sup>rd</sup> molar extractions, Molar Endo, Implant and Difficult Pedo**

Type of patients as a percentage of Collections:

**Private Pay** ~ 30 **Insurance/PPO** ~ 70 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:

**All PPO and EPO Plans**

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? **~ 8 - 12** Per-Doctor: **~ 8 - 12** Per-Hygienist: **N/A**

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

Average age of patients: **~ 25 – 35yrs**

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

Type of recall system used? **None**

Number of recalls per month? **~ 50 - 60**

What types of Practice Promotions? **Word-of-Mouth referrals from existing patients**

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:

Average age of Equipment: ~ 12 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>Front Office/DA</b>	<b>5 days x 8 hrs</b>	<b>2007</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 Corporate Tax Returns:

2018 \$ 213,636 P&L    2017 \$186,876.77 P&C Reports    2016 \$166,510.41 P&C Reports

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

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

What software? **Open Dental**    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.**