



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-1043

Henderson, Nevada

Location! Location! Location! Established for 20+ years, Seller is retiring from this well-established, quality practice, much loved by its loyal, stable patient base and is passing it onto you, with your talent and skills to take it to the next level!

The Doctor averages 15 patients per day and welcomes approximately 30-50 new patients per month.

The office is conveniently located in an attractive, well-maintained, highly visible, single-story Medical Professional building with excellent signage, ample parking and close proximity to a popular High School with easy accessibility for patients and staff.

The office consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and Restroom.*

Full Price: \$365,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

LV-1043

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$365,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 5	7 - 5	7 - 5	7 - 5	7 - 5	
Doctor's Hours		8 - 5	7 - 4	8 - 5	7 - 4	8 - 5	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ 22 yrs** Days worked past 12 months:

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned? **Yes** Is building available for purchase? **First Right of Refusal to Tenant**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building, To Be Negotiated** Expiration date: **N/A**Do you share space with another dentist? **N/A**Rent per month **To Be Determined** Common area, maintenance fees /taxes included? **No**If not included, current amount paid? **\$314.86 CAM** Are utilities included? **No**Is the rent considered above, below or at fair market value? **Adjusted to normalized annual rent**Type of Building: **Condo X** Free-standing **Professional X** Retail CenterOffice Square footage: ***See note above** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 1** Sterilization: **Yes** Storage: **Yes**Digital 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, single-story Medical/Professional Building w easy accessibility & excellent visibility, next to popular High School**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	15	Adjunctive	14	Dentures	3
General Operative	12	Endo	4	Ortho/TMJ	0.5	Perio	6.5
Oral Surgery	6	Cosmetic	4	Crown/Bridge	15	Implant	2

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

Procedures/Patients requiring IV Sedation

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 70 **Medicaid** 10 **Capitation (HMO)** N/A **NPD (Culinary)** N/A

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Preferred Provider to all PPO Plans in the Area

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: **~ 30 - 50**

Average number of patients per day? Per-Doctor: **~ 8 - 15** Per-Hygienist: **N/A**

Hygiene days per week: **4 days**

Average age of patients: **Mature Family Range: ~ 40 yrs**

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

Type of recall system used? **Pre-scheduling, Follow-up Recall Cards, Phone Call Reminders**

Number of recalls per month? **~ 65+**

What types of Practice Promotions? **Patient Account Credit for Friend & Family Referrals**

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: **About 12 yrs old. Office well equipped & all equipment in good functioning condition**

Average age of Equipment: **12 yrs**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Office Manager	4 days x 6 hrs	6 yrs	Available	No
Patient Coordinator	5 days x 7 hrs	3 yrs	Upon	No
Dental Assistant	4 days x 8 hrs	2 yrs	Request	No
Dental Assistant	4 days x 7½ hrs	6 months		No

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 \$ 454,925 2017 \$ 488,892 2016 \$ 560,692

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

Is pegboard or computer? **Computer** What type of computer? **Windows 10**

What software? **Dentrix** 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.

***Office space information provided as a courtesy only. WESTERN PRACTICE SALES is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.**