



WESTERN PRACTICE SALES

John M. Cahill Associates

#AC-1072

Daly City, California

Don't miss your opportunity to serve a loyal, stable patient base who is appreciative of the highest quality of conservative and preventative treatment with a knowledgeable and seasoned team in this warm and caring office. Imagine the room for growth as existing Doctor refers out a high percentage of specialty procedures.

*Seller expects to work-back following the Close of Sale until
May 2022 to assist with transition.*

The Doctor averages 6 patients w/ 8 Hygiene patients per day and welcomes approximately 10 new patients per month.

Office is conveniently located in a bustling commercial neighborhood with close proximity to public transportation, just off 280, in an attractive, well-maintained 2-story building at the intersection of two major thoroughfares, which provides established patient base and new patients with easy access. Excellent curb appeal and high street visibility generate good traffic flow for walk-by and walk-in patients.

The office occupies approximately 1,045 square feet and consists of 3 fully equipped Ops (4th op is plumbed but not equipped), Reception area, Doctor's office, Business office, Sterilization, Storage, and 2 Restrooms.

Full Price: \$450,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

#AC-1072

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:15 – 5:15	8:15 – 5:15		8:30–5:30	8:00-4:30	1/month
Doctor's Hours		9 – 3	9:30-5:30		9:30 - 5	9-1:30 ^{1/month*}	8:30-1:30
Hygienist Hours		8:30 - 5	8:30 - 5		8:30-5:30	9 - 3:30	8:10-1:10

**Doctor works 9 – 1:30 on Fridays when Hygienist is working 9 – 3*

Type of Practice: **General** Reason for Selling: **Retirement**
 Years established: **~ 30+ yrs** Days worked past 12 months: **~ 1,850+ hrs**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned? **No** Is building available for purchase? **N/A**
 Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **Yes**
 Term of Lease: **5 yrs w/ 5-yr option** Expiration date: **2029**
 Do you share space with another dentist? **Yes**
 Rent per month **\$3,400.00/month** Common area, maintenance fees /taxes included? **Yes**
 If not included, current amount paid? **N/A** Are utilities included? **No, only H₂O is included**
 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: **~ 1,045 sf** Carpet? **Yes** Air conditioning? **No**
 Number of fully equipped ops: **3** Plumbed for additional ops? **Yes, 1 additional (unequipped)**
 Reception area: **Yes** Dark room: **Space Available** Doctor's office: **Yes** Lab: **No**
 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, 2-story building w/ close proximity to BART station, Freeway 280 w/ ample free parking in busy commercial neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16.62	Diagnostic	21.07	Adjunctive	3.57	Dentures	15.95
General Operative	26.04	Endo	0	Ortho/TMJ	0.44	Perio	0.38
Oral Surgery	0.60	Cosmetic	0	Crown/Bridge	15.35	Implant	

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

Refer Oral Surgery, Endo, Perio, Implants, Ortho, Difficult Pedo Behavioral Management (most Pedo)

Type of patients as a percentage of Collections:

Private Pay **31.5** Insurance/PPO **68.5** Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider?** **Premier Only** **Yes** 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”? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier, Blue Cross 300, Maverest Most Insurances Accepted. Full List Available Upon Request**

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**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 8**

Hygiene days per week: **3 days + 1 Friday & 1 Saturday/per month**

Average age of patients: **Full Family Range (few Pedo)**

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

Type of recall system used? **Pre-scheduling, Postcard Reminder Postcards, Phone Follow-up**

Number of recalls per month? **~ 100**

What types of Practice Promotions? **In-house Patient Referrals & Rewards Program-Starbucks gift cards**

Phone Book Advertising? * **Yes** * *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: ~ 15 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

AVAILABLE UPON REQUEST

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 \$ 587,497 2017 \$ 556,098 2016 \$ 521,787

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

Is pegboard or computer? **Computer** What type of computer? **Dell/Lenovo Laptop**

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.