



## WESTERN PRACTICE SALES

---

**John M. Cahill Associates**

**#EN-1077**

**Davis, California**

We are proud to present this remarkable family-oriented, quality practice ~ Hesitate and you may miss out on your dream! Once known for its agricultural contribution as a farming community, this environmentally-conscious community is one of the best places to live in northern California, with its urban suburban atmosphere and diverse population. Imagine living and practicing here, a place like no other. It is able to give you the small town, family-oriented, connected vibe but yet the fast-paced, city vibes of Sacramento and San Francisco can be experienced within a short drive!

The Doctor averages 8 - 10 patients w/ 7 Hygiene patients per day offering 4 days of hygiene/per week and welcomes approximately 5 - 7 new patients per month.

The office is conveniently located in a highly visible, easily accessible, attractive, well-maintained, single-story, free-standing building tucked in with thriving businesses and commercial amenities on a busy intersection of a major thoroughfare in desirable neighborhood.

The office occupies approximately 1,100 square feet and consists of 5 fully equipped Ops, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: ~~\$575,000~~***

***Huge Price Reduction - Now Only: \$495,000!***

*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**

# EN-1077

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$495,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours	<i>Practice Hours Available Upon Request</i>						
Doctor's Hours							
Hygienist Hours							
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Personal</b>		
Years established:	<b>Since 1978, Present 2001</b>		Days worked past 12 months:		<b>~ 150+ days</b>		
<b>OFFICE SPACE &amp; LEASE INFORMATION</b>							
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 - 2 year Options</b>			Expiration date:		<b>December 2019</b>	
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 3,291.00/month</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 Value</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	<b>~ 1,100 sq. ft.</b>		Carpet?	<b>Yes</b>	Air conditioning?		<b>Yes</b>
Number of fully equipped ops:	<b>5</b>		Plumbed for additional ops?		<b>No</b>		
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</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>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story, free-standing building w/ ample parking, located in a highly visible, easily accessible, busy intersection off major thoroughfare in bustling corridor of desirable, thriving neighborhood</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>18.63</b>	Diagnostic	<b>19.44</b>	Adjunctive	<b>2.57</b>	Dentures	<b>1.19</b>
General Operative	<b>34.51</b>	Endo	<b>2.82</b>	Ortho/TMJ	<b>.12</b>	Perio	<b>3.92</b>
Oral Surgery	<b>3.74</b>	Implant	<b>8.62</b>	Crown/Bridge	<b>3.91</b>	Other	<b>.55</b>

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

**Refer Complex Oral Sugery, Ortho, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 15% Insurance/PPO 85% Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? Premier Only X 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:

**Delta, Aetna, Cigna, United, Anthem**

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? Per-Doctor: **~ 8 - 10** Per-Hygienist: **7**

Hygiene days per week: **4 days**

Average age of patients: **Full Spectrum & Family Range**

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

Type of recall system used? **Pre-scheduling, Postcard Reminders**

Number of recalls per month? **~ 110 - 120**

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:

Average age of Equipment: ~ 1 – 10 yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Front Desk</b>	<i>Available Upon Request</i>			
<b>Dental Assistant</b>				
<b>RDH</b>				
<b>RDH</b>				
<b>RDA</b>				

Do family members work in the office?                      If yes, how much are they paid?

Has staff left the practice recently?                      **Yes**

Is there a practice management consultant?                      **No**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Corporate Tax Returns:

2018   \$ 798,436      2017   \$ 811,592      2016   \$ 793,093  

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

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

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.**