



WESTERN PRACTICE SALES

John M. Cahill Associates

#CN-1090

Vacaville, California

This amazing, state-of-the-art practice is an outstanding opportunity for a dentist looking for the perfect practice to call their own and create their legacy. Centrally located midway between San Francisco and Sacramento, this community prides itself on rapid growth and community involvement. With close proximity to Coastal beaches, Napa Valley and Lake Tahoe, the lifestyle just can't be beat!

The Doctor averages 10 patients w/ 7 Hygiene patients per day, offering 6½ days of Hygiene per week and welcomes approximately 12 new patients per month, based on its stellar reputation, location and quality care.

The office is conveniently located in an attractive, well-maintained, highly visible, easily accessible, 2-story Medical Professional Building w/ ample parking, located on one of the area's most well-traveled thoroughfares.

The office occupies approximately 2,400 square feet and consists of 7 fully equipped Ops with plumbing for an additional Op, Reception area, Doctor's office, Business office, Sterilization, Darkroom and Lab.

Full Price: \$695,000

Real Estate: \$780,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DN-1060**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$695,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 4	8 - 4	8 - 4	8 - 4		
Doctor's Hours		7:30 - 5	7:30 - 5	7:30 - 5	7:30 - 5	8 - 12	
Hygienist Hours		8 - 4	8 - 4	8 - 4	8 - 4		

Type of Practice: **General**Reason for Selling: **Retirement**Years established: **~ 25 yrs**Days worked past 12 months: **~ 198 days****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **Yes** Is building available for purchase? **Yes**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns condo unit** Expiration date: **N/A**Do you share space with another dentist? **N/A**Rent per month **Seller owns condo unit** Common area, maintenance fees /taxes included? **N/A**If not included, current amount paid? **N/A** Are utilities included? **No**Is the rent considered above, below or at fair market value? **N/A**Type of Building: **Condo X** Free-standing Professional Retail CenterOffice Square footage: **~ 2,400 sq ft** Carpet? **Partial** Air conditioning? **Yes**Number of fully equipped ops: **7** Plumbed for additional ops? **Yes 1 additional = 8 total**Reception area: **Y** Dark room: **Y** Doctor's office: **Y** Lab:Business office: **Y** Restrooms: Sterilization: **Y** Storage:Digital X-ray: **Y** Cerec: Laser: Intra-oral Camera: **Y** 3D Imager:

Description of office building, Location and attributes of practice (a brief description): **Highly visible, easily accessible, attractive, well-maintained, 2-story Medical Professional Building w/ ample parking, located on one of the city's most well-traveled thoroughfares**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.80	Diagnostic	17.32	Adjunctive	1.52	Dentures	3.25
General Operative	41.21	Endo	1.84	Ortho/TMJ	0.48	Perio	10.22
Oral Surgery	2.62	Other	1.15	Crown/Bridge	6.04	Implant	1.55

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

Refer Ortho. Perio, Complex Oral Surgery – implants, 3rd molars, sedation. Molar Endo

Type of patients as a percentage of Collections:

Private Pay 15 **Insurance/PPO** 85 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** _____

Are you a **Delta Provider**? Premier Only _____ **Premier + PPO** Y

***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 PPO, Blue Cross 200, MetLife and Cigna

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

Hygiene days per week: **6½ days**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Dentrix computerized tracking**

Number of recalls per month? **~ 60+**

What types of Practice Promotions? **Practice Website, Social Media: Facebook, Radio and Print Media**

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: **HVAC ~ 10 yrs**

New Carpet, Countertops, Cabinet, Light Fixtures, Walls, Doors, Electrical, Plumbing, Floors & Ceiling

Average age of Equipment: **Varies**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
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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? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2018 \$ 943,917 2017 \$ 904,423 2016 \$ 983,870

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

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

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.