



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1091

Tracy, California

Personalized service, high standard care, stellar reputation, modern equipment and location. All these plus more add up to the success of this quality practice located in an attractive, well-maintained, free-standing Professional building complex on major thoroughfares in highly desirable, busy corridor with excellent visibility, optimal signage and easy accessibility.

The Doctor averages 8 - 10 patients per day and generates approximately 30 + new patients per month!

The spacious, beautiful and well-designed, fully digital office occupies approximately 2,200 square feet and consists of 6 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Storage and 3 Restrooms.

Full Price: \$490,000

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

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

We look forward to serving you

IN-1091

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$490,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9:30 - 5	9:30 - 4	10 - 5	9:30 - 5		8 - 4
Doctor's Hours		9:30 - 5	9:30 - 4	10 - 5	9:30 - 5		
Associate's Hours							8 - 4 Alt
Type of Practice:	General		Reason for Selling:			Relocation	
Years established:	~ 10 yrs		Days worked past 12 months:			~ 195+ days	

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:	10 years		Expiration date:	Nov 2029			
Do you share space with another dentist?	No						
Rent per month	\$4,470.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?			Are utilities included?	Yes, Trash			
Is the rent considered above, below or at fair market value?	Below Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,200 sq. ft.		Carpet?	Hardwood	Air conditioning?	Yes	
Number of fully equipped ops:	6		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	digital	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes, 3	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, Medical Professional building complex on major thoroughfare with excellent visibility, optimal signage and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	7.36	Diagnostic	17.36	Adjunctive	2.11	Dentures	1.63
General Operative	18.32	Endo	4.75	Ortho/TMJ	1.45	Perio	18.23
Oral Surgery	1.31	Cosmetic	0.93	Crown/Bridge	26.54	Implant	

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

Complex Oral Surgery, Implants and complicated root canals.

Type of patients as a percentage of Collections:

Private Pay 5 **Insurance/PPO** 95 Denti-Cal Capitation (HMO) 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 Dental PPO, Cigna, Aetna PPO, MetLife PPO, First Dental Health, DentiMax, Humana**

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: **~ 20 - 30+**

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

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

Average age of patients: **Family Range**

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

Type of recall system used? **Demand Force**

Number of recalls per month? **~ 80**

What types of Practice Promotions? **SEO, Social Media Digital Advertising**

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: ~ **5yrs: Partitions, Cabinets & Office Furniture**

Average age of Equipment: **Range: 5 - 12 yrs, Average ~ 8 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
Office Manager	40 hrs/week	Sept 2012		
RDA	16 – 24 hrs/week	Oct 2015		
RDA	16 hrs/week	Aug 2018		
RDA	8 hrs/week	April 2017		
Front/Back Office	40 hrs/week	July 2019		

Do family members work in the office? **No** If yes, how much are they paid?

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 \$ 727,866 2017 \$ 747,398 2016 \$781,923

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

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

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.