



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#EG-1100 Carmichael, California**

Be rewarded for your talent and skill at this proven location with room for growth. This outstanding, traditional solo practice has compassionate, knowledgeable staff dedicated to providing the highest quality of care to a loyal, stable patient base who appreciate and enjoy the warm and caring, comfortable and relaxed atmosphere this office is so well-known for!

The Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day, offering 4 days of Hygiene/per week and welcomes approximately 8 new patients per month, based on Social Media presence and word-of-mouth referral: the best kind of marketing!

The office is located in a highly visible, attractive, well-maintained, single-story Professional building complex with ample parking on a major thoroughfare with easy freeway accessibility in a highly desirable professional corridor of commercial/residential neighborhood.

The office occupies approximately 2,271 square feet and consists of 6 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms in Lobby.

***Full Price: \$535,000***

***Real Estate Available***

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

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**800.641.4179**

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

**We look forward to serving you**

# EG- 1100

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$535,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 1	7:30 – 5	8:30 – 5	7:30 – 5		
Doctor's Hours		8 – 1* alt	7:30 – 4	8:30 – 5	7:30 – 4		
Hygienist Hours		8 – 2	7:30 – 4	8 – 5	7:30 – 4		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~ 25+ yrs		Days worked past 12 months:		~ 165 days		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>No</b>	Is lease renewable?	<b>N/A</b>
		Is lease assignable?	<b>N/A</b>
Term of Lease:	<b>Doctor owns building</b>		Expiration date:
Do you share space with another dentist?	<b>N/A</b>		
Rent per month	<b>\$5,319.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>		
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>
		Professional	Retail Center
Office Square footage:	~ 2,271 sf	Carpet?	<b>Yes</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped ops:	<b>6</b>	Plumbed for additional ops?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>2 in Lobby</b>
		Sterilization:	<b>Yes</b>
		Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>
		Laser:	<b>Yes</b>
		Intra-oral Camera:	<b>Yes</b>
		3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Highly visible, single-story Professional building w/ ample parking on major thoroughfare in a highly desirable commercial/professional corridor, w/ close proximity to Hospital &amp; easy freeway accessibility</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17	Diagnostic	21	Adjunctive	2	Dentures	2.5
General Operative	13	Endo	1.5	Ortho/TMJ		Perio	5.5
Oral Surgery	3	Cosmetic		Crown/Bridge	32	Implant	

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

**Refer Complex Endo (molar), Oral Surgery, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay   42   Insurance/PPO   58   Denti-Cal   0   Capitation (HMO)   0   Other       

Are you a **Delta Provider**? **Premier Only**   Y   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 & PPO**

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: **~ 8**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **4 days**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 125**

What types of Practice Promotions? **Social Media Presence: Facebook, YELP, Word-of-mouth**

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: **Recently upgraded Computer Hardware, Smart TV, Digital Pano; Newer Autoclave & Chemclave, Dexis Digital X-ray & Intra-oral Statim**

Average age of Equipment: **Chairs & X-ray Units ~ 20-25 yrs / Digital Pano ~ 2 yrs**

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

## 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? **No**

## PRACTICE FINANCIAL PROFILE

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

2019 \$ 797,530 12month P&L 2018 \$ 735,621 2017 \$ 699,417

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

Is pegboard or computer? **Computer** What type of computer? **PC/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.