



WESTERN PRACTICE SALES

John M. Cahill Associates

LV-1087 **Las Vegas, Nevada**

Step right into this practice which prides itself on excellent personalized service, happy patients and patient-focused, quality dental care. Here is your opportunity to own one of the premier practices in Nevada. It awaits your talent and skill to take it to the next level!

Each Doctor averages 8 patients w/ 2 hygienists each averaging 8 patients per day, offering 8+ days of Hygiene/per week and welcomes approximately 20+ new patients per month based on word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, popular, busy single story Retail Shopping Plaza with excellent visibility of foot and drive-by traffic and easy accessibility in highly desirable neighborhood.

The office consists of 4 fully equipped Ops, Reception area, Private office, Sterilization, Lab, Storage and 2 Restrooms.*

Full Price: \$ 960,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 960,000

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		8 - 4	8 - 4	8 - 4		8 - 4	
Associate's Hours		8 - 4	8 - 4	8 - 4		8 - 4	
Hygienist Hours		8 - 4	8 - 4	8 - 4		8 - 4	
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	Since 2003 (~ 17 yrs)			Days worked past 12 months:		~ 190+ days	

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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:	3 yrs w/ 3 options			Expiration date:				
Do you share space with another dentist?	Yes, Partner							
Rent per month	\$3,100.00/month		Common area, maintenance fees /taxes included?			Yes		
If not included, current amount paid?	N/A		Are utilities included?					No
Is the rent considered above, below or at fair market value?	Below Market							
Type of Building:	Condo	Free-standing	Professional	Retail Center	X			
Office Square footage:	*See note above		Carpet?	No	Air conditioning?	Yrd		
Number of fully equipped ops:	4		Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes	
Business office:	No	Restrooms:	Yes, 2	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, single-story building w ample parking in desirable neighborhood							

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	15	Adjunctive	1	Dentures	0
General Operative	30	Endo	3	Ortho/TMJ	21	Perio	8
Oral Surgery	3	Cosmetic	4	Crown/Bridge	3	Implant	2

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

Refer Complex Perio (most), Oral Surgery, Endo (very little), Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 50 **Insurance/PPO** 40 Medicaid Capitation (HMO) **NPD (Culinary)** 10

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Delta Dental, MetLife, Diversified, Teachers, Preferred

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+**

Average number of patients per day? Per-Doctor: **8 x2** Per-Hygienist: **8 x2**

Hygiene days per week: **8+ days**

Average age of patients: **Mid Family Range: ~ 40+ yrs**

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

Type of recall system used? **Prescheduling**

Number of recalls per month? **~ 250+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals**

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: **8-yr-old modern office with all equipment regularly maintained and in good functioning condition**

Average age of Equipment: ~ 3 – 7 yrs

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

PERSONNEL LIST AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** 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:

2019 \$ 956,752 P&L 2018 \$ 1,060,794 2017 \$ 1,006,057 2016 \$ 934,398

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

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

What software? **Dentrix** Is software transferable? **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.

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