



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### # LV-1088 Las Vegas, Nevada

*This premier, immaculate, pristine, state-of-the-art, top-of-the-line, high-end practice sets the bar* for all modern practices! Practice your highest quality of dental care here in a professionally designed with office efficiency and patient flow in mind. The team of highly efficient, knowledgeable and caring Staff focuses on patient education, prevention and understanding of the highest quality of dental care. Established for 15 yrs, Seller is retiring from this amazing practice, a proven success at this highly desirable location: *which has experienced consistent growth and success every year, due to the current economic maturation of both residential and commercial neighborhoods.*

Each Doctor averages 8-10+ patients w/ 2+ Hygiene patients averaging 8+ patients per day, offering 5 days of Hygiene/per week and welcomes 50-60 new patients per month.

This office is conveniently located in an attractive, well-maintained, free-standing Professional Plaza, in a highly enviable, well-established Residential/Commercial neighborhood, just south of Summerlin. Along with good signage and visibility, this office is easily accessible off 215 with excellent frontage on a main thoroughfare. This stunning and spacious office consists of 8 fully equipped Ops with plumbing for 2 (two) additional Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.\*

***Full Price: \$ 2,090,000***

*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.

# LV-1088

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$2,090,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 4	9 – 4	9 – 4	9 – 4	9 – 4
Doctor's Hours			9 – 4	9 – 4	9 – 4	9 – 4	9 – 4
Associate's Hours			9 – 4	9 – 4	9 – 4	9 – 4	9 – 4
Hygienist Hours			9 – 4	9 – 4	9 – 4	9 – 4	9 – 4
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	~ 15 yrs		Days worked past 12 months:			~ 240+ days	

## OFFICE SPACE &amp; 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?	<b>Yes</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>New Lease to be negotiated &amp; prepared</b>			Expiration date:			
Do you share space with another dentist?	<b>Yes, Partner</b>						
Rent per month	<b>\$12,500.00/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</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	Professional	Retail Center		
Office Square footage:	<b>*See note above</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>8</b>		Plumbed for additional ops?	<b>Yes, 2 additional</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 3</b>	Sterilization:	<b>Yes</b>	Storage:	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</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, free-standing building in desirable Professional plaza, just south of Summerlin w good signage, easy accessibility off 215 and excellent frontage on main thoroughfare</b>				

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>10</b>	Diagnostic	<b>15</b>	Adjunctive	<b>0</b>	Dentures	<b>0</b>
General Operative	<b>26</b>	Endo	<b>2</b>	Ortho/TMJ	<b>26</b>	Perio	<b>7</b>
Oral Surgery	<b>3</b>	Cosmetic	<b>3</b>	Crown/Bridge	<b>4</b>	Implant	<b>4</b>

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

**Refers Ortho (but retains all Invisalign cases), Complex Oral Surgery, Some Endo, Difficult Pedo**

Type of patients as a percentage of Collections:

**Private Pay** 47 **Insurance/PPO** 53 **Medicaid** 0 **Capitation (HMO)** 0 **NPD (Culinary)**     

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

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

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: **~ 50 - 60+**

Average number of patients per day? Doctor(s): **~ 28** Hygienist(s): **~ 21**

Hygiene days per week: **~ 5 days**

Average age of patients: **Mid-mature Family Range: 40 – 50 yrs**

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

Type of recall system used? **Prescheduling**

Number of recalls per month? **~ 400**

What types of Practice Promotions? **Traditional Print & Social Media Forums**

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: **Modern, high-end, top-of-the-line, state-of-the-art**

Average age of Equipment: ~ 1 – 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? **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 \$ 2,079,937 P&L 2018 \$ 2,056,313 2017 \$ 1,916,891 2016 \$ 1,829,888

**\*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? **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.**

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