



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **# DC-1111 San Jose, California**

Established for 40 years, Seller is retiring from this quality, long-established practice. All it needs is your talent and skill to take it to the next level with a stable patient base and seasoned staff and policies in place!

The Doctor averages 12 - 15 patients w/ 8 Hygiene patients per day offering 6+ days of Hygiene/per week and welcomes approximately 25-30 new patients per month.

The office is conveniently located in an attractive, well-maintained Dental Professional Building w ample parking on major thoroughfare offering easy accessibility and excellent visibility.

The office occupies approximately 1,200 square feet and consists of 4½ fully equipped Ops, Reception area, Doctor's/Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

***Full Price: \$1,050,000***

*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**

**DC-1111****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1,050,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT <i>x1/month</i>
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Doctor's Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Hygienist Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Type of Practice:	<b>General</b>		Reason for Selling:			<b>Retirement</b>	
Years established:	<b>Since 1980</b>		Days worked past 12 months:			<b>~ 200 days</b>	
<b>OFFICE SPACE &amp; LEASE INFORMATION</b>							
Is the building/suite owned?	<b>No</b>	Is building available for purchase?			<b>N/A</b>		
Is the space leased?	<b>Yes</b>	Is lease renewable?		<b>Yes</b>	Is lease assignable?		<b>Yes</b>
Term of Lease:	<b>3 (three) 5-yr options remaining</b>			Expiration date:		<b>September 2020</b>	
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,793.98/month</b>		Common area, maintenance fees /taxes included?			<b>Yes</b>	
If not included, current amount paid?	Are utilities included?			<b>Yes, Water</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>1,200 sf</b>	Carpet?	<b>Yes</b>	Air conditioning?		<b>Yes</b>	
Number of fully equipped ops:	<b>4 ½</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>Dr Office</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</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>Attractive, well-maintained long, established Dental Professional building w ample parking on major thoroughfare</b>						

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>14.89</b>	Diagnostic	<b>13.30</b>	Adjunctive	<b>1.05</b>	Prosth, Rem	<b>5.84</b>
Restorative	<b>29.69</b>	Endo	<b>3.25</b>	Ortho	<b>1.14</b>	Perio	<b>6.12</b>
Oral Surgery	<b>7.21</b>	Cosmetic		Crown/Bridge	<b>7.09</b>	Implant	<b>10.40</b>

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

**Refer only Complex Cases & Difficult Procedures**

Type of patients as a percentage of Collections:

**Private Pay** 51.83 **Insurance/PPO** 48.17 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ 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, MetLife**

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 – 25+**

Average number of patients per day? Per-Doctor: ~ **12 - 15** Per-Hygienist: ~ **8**

Hygiene days per week: **6+ days**

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

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

Type of recall system used? **Dentrix**

Number of recalls per month? ~ **160**

What types of Practice Promotions? **Website & Internal Marketing: Patient 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:

Average age of Equipment:   **Cabinets: ~15 yrs / Chairs: ~25 yrs / Carts: ~3 yrs / X-Ray Units: ~15 yrs**

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

## PERSONNEL INFORMATION AVAILABLE UPON REQUEST

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:

2019 \$ 1,459,574 P&L    2018 \$ 1,371,438    2017 \$ 1,311,170

**\*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.**