



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-1135

San Francisco, California

The Sunset District, known as the student district, is an affluent neighborhood, bordered by the ocean, Golden Gate Park and SF Zoo. Be the envy of your colleagues as you practice in heart of this well-known, vibrant residential neighborhood among a host of thriving local businesses, restaurants, golf courses, parks, colleges, universities, gardens and museums. We are offering this remarkable, well-respected, much loved, family-oriented practice who treats their loyal, stable patient base like family. Do not hesitate or you may just miss out on this opportunity of a lifetime!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 2½ days of Hygiene/per week and welcomes approximately 7 new patients per month.

The office is conveniently located in an attractive, well-maintained, 3-story Building of commercial and residential condo units.

The office occupies approximately 900 square feet and consists of 3 fully equipped OPs with plumbing for an additional OP, Reception area, Doctor's office, Sterilization, Lab, and Restroom.

Full Price: \$395,000

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

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

We look forward to serving you

#AG-1135

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	8:30 – 5:30		
Doctor's Hours		8:30 – 5:30	8:30 – 5:30	8:30 – 5:30	8:30 – 5:30		
Hygienist Hours			8:30 – 5:30	8:30 – 5:30	8:30-5:30* <i>alternating Thurs</i>		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 37 yrs		Days worked past 12 months:		~ 189 days		

OFFICE SPACE & LEASE INFORMATION

Is the condo/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns condo			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$3,200.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	N/A		Are utilities included?	Yes, Water & Trash			
Is the rent considered above, below or at fair market value?	Seller owns condo						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	Retail Center		
Office Square footage:	~ 900 sf		Carpet?	Partial	Air conditioning?	No	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, Dr.'s office has plumbing			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	No
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, 3-story mixed commercial-residential condo Building, located in the heart of SF's Sunset District with ample free street parking, easy accessibility by public transportation along city bus route**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	26.7	Diagnostic	21.5	Adjunctive	2.4	Dentures	4.6
General Operative	30.4	Endo	1.2	Ortho/TMJ	0	Perio	1.1
Oral Surgery	2.3	Cosmetic	0	Crown/Bridge	9.5	Implant	0

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

Refer Complex Perio, Oral Surgery: 3rd molar extractions, Implant Placement, Endo (all except anteriors)

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 75 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"? **NO**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier Only**

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: **~ 7**

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

Hygiene days per week: **2½ days**

Average age of patients: **Family Range**

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

Type of recall system used? **Pre-scheduling, Manual tracking**

Number of recalls per month? **~ 120+**

What types of Practice Promotions? **None other than Gifts for 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: **Scratch-start in 1983**

Average age of Equipment: ~ **25+ yrs**

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

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? **Yes** If yes, how much are they paid? **\$15,500.00/yr**

Has staff left the practice recently? **No**

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 592,768 2018 \$ 649,179 2017 \$ 629,735

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

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

What software? **Dentimax** 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.