



WESTERN PRACTICE SALES

John M. Cahill Associates

#AG-1147

SF Richmond District, California

Come and be a part of this amazing practice located on one of the busiest, major East-West thoroughfares in the highly desirable residential-commercial Richmond District, a neighborhood bustling with activity: vibrant businesses, homes, young beach culture, distinctive restaurants and diverse population.

The Doctor averages 8 patients w/ 10 Hygiene patients per day offering 1 day of Hygiene/per week.

The office is conveniently located in an attractive, well-maintained, long-established, free-standing, multi-level building on Geary Blvd.

The office occupies approximately 1,200 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$245,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

AG-1147

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$245,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 4		9 – 4		9 – 5
Doctor's Hours			9 – 4		9 – 4		9 – 3
Hygiene Hours							9 – 5
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ Since 1987		Days worked past 12 months:		~ 2 - 3 days/week		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Building			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$ 3,500-4,000.00/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?	Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,200 sq. ft.		Carpet?	Yes	Air conditioning?	No	
Number of fully equipped ops:	5		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Located in a historic, mixed-use residential-commercial building in a bustling neighborhood in the vibrant Richmond District						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	10	Adjunctive		Dentures	3
General Operative	11	Endo	5	Ortho/TMJ	0	Perio	0
Oral Surgery	1	Cosmetic	0	Crown/Bridge	54	Implant	

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

Refer Complex Perio Surgery, Surgical Implants, Not much referred out, most Procedures performed in office

Type of patients as a percentage of Collections:

Private Pay 10 **Insurance/PPO** 90 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 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:

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

Hygiene days per week: **1 day/wk**

Average age of patients: **Mature: ~ 50 – 60yrs**

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

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

Number of recalls per month? **~ 30**

What types of Practice Promotions? **None**

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: **All equipment in good functioning condition**

Average age of Equipment: **Varies: ~ 20 – 30+ 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 Tax Returns:

2019 \$319,440 from P&C 2018 \$ 369,576 2017 \$ 373,076

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

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

What software? **Easy Dental** 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.