



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1149

Pleasant Hill, California

Centrally located along Interstate 680, this dynamic and modern East Bay city is blessed with a strong sense of community and small-town charm, and yet boasts a vibrant downtown area that attracts thousands of visitors on a regular basis.

The Doctor averages 8 - 9 patients per day and welcomes approximately 4 - 5 new patients per month.

The office is conveniently located in an attractive, well-maintained, single-story Retail Shopping Center located on major thoroughfare/corridor connecting Lafayette, Concord, Pleasant Hill, Martinez and Orinda. The office occupies approximately 900 square feet and consists of 3 fully equipped Ops with plumbing for 1 additional Op, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$210,000

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

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

We look forward to serving you

BN-1149**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$210,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	7 – 3:30	12 – 8:30	10 - 2		7:30–4:30
Doctor's Hours		8:30-5:30	7 – 3:30	12 – 8:30	10 - 2		<i>x1/month</i>

Type of Practice: **General**

Reason for Selling:

RetiringYears established: **~ Since 1979**

Days worked past 12 months:

~ 150 days**OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No**

Is building available for purchase?

NoIs the space leased? **Yes**Is lease renewable? **Yes**

Is lease assignable?

YesTerm of Lease: **5 Years**

Expiration date:

January 2021

Do you share space with another dentist?

N/A

Rent per month

\$ 2,943.00/month

Common area, maintenance fees /taxes included?

Yes

If not included, current amount paid?

Are utilities included?

No

Is the rent considered above, below or at fair market value?

Fair Market

Type of Building:

Condo

Free-standing

Professional

Retail Center**X**

Office Square footage:

~ 900 sq. ft.

Carpet?

No

Air conditioning?

YesNumber of fully equipped ops: **3**

Plumbed for additional ops?

Yes, 1Reception area: **Yes**

Dark room:

No

Doctor's office:

Yes

Lab:

YesBusiness office: **Yes**

Restrooms:

Yes

Sterilization:

Yes

Storage:

YesDigital 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 Retail Shopping Center on major thoroughfare connecting communities of Lafayette, Concord, Pleasant Hill, Martinez and Orinda

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14.47	Diagnostic	10.50	Adjunctive	6.16	Dentures	3.84
General Operative	17.20	Endo	.05	Ortho/TMJ		Perio	5.17
Oral Surgery	4.93	Xray	8.10	Crown/Bridge	26.82	Implant	2.76

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

All Endo, Complex Oral Surgery, Perio Surgeries, all Ortho and some Pedo

Type of patients as a percentage of Collections:

Private Pay 47 **Insurance/PPO** 53 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? Premier Only NO Premier + PPO NO

***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:

Fee-for-Service, Private Insurance, Private Patient Payment

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: **~ 4 - 5**

Average number of patients per day? Per-Doctor: **~ 8 - 9** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Family Range: ~ 2y - 90⁺y Average: 35 - 45yrs**

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

Type of recall system used? **Computer, Mailers, Phone Call Reminders**

Number of recalls per month?

What types of Practice Promotions? **Website, Practice Works**

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: **Varies, Frequently updated, last update 3-5 yrs ago**

Average age of Equipment: **Varies**

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? **Yes** If yes, how much are they paid?

Has staff left the practice recently? **Yes, RDA did not return after Covid-19 closure**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 339,275 2018 \$ 330,684 2017 \$ 414,524

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

Is pegboard or computer? **Computer** What type of computer? **Windows Ops System**

What software? **Softdent** 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.