



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1142 **San Jose, California**

Location, office policies, rich relationships, stable patient base who are appreciative of their quality care offered by caring professionals in a warm atmosphere, are only some of the attributes of this family-oriented practice in a highly desirable neighborhood. Seller is waiting to pass this remarkable opportunity to astute dentist.

The Doctor averages 10 - 12 patients per day and welcomes approximately 8 new patients per month.

The airy office with natural lighting is the corner suite of an attractive, well-maintained, Professional building with 20+ condos off major thoroughfare, w ample parking, in busy corridor of highly desirable, young, vibrant neighborhood.

This well-designed office, with office efficiency and patient flow in mind, occupies approximately ~ 1,400-1,600 square feet and consists of 3 fully equipped Ops with plumbing for additional Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$150,000

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

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

We look forward to serving you

DG-1142

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$150,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6	10 – 6				9 – 2
Doctor's Hours		10 – 6	10 – 6				9 – 2
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ 24 yrs		Days worked past 12 months:			~ 100 – 120 days	

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:	To Be Determined			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$4,690.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$855.00/month		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,400 - 1,600 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	No
Digital X-ray:	Yes	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, 20+yo condominiumized Professional building in busy corridor of highly desirable neighborhood w excellent visibility & easy accessibility, corner unit on major thoroughfare, w ample parking

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	30	Adjunctive	2	Dentures	3
General Operative	15	Endo	0	Ortho/TMJ	0	Perio	10
Oral Surgery	3	Cosmetic	0	Crown/Bridge	20	Implant	

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

Refer All Endo, Complex Oral Surgery: surgical extraction, Difficult Pedo Behavioral Management (Most)

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 50 Denti-Cal 20 Capitation (HMO) 10 Other

Are you a **Delta Provider**? Premier Only Premier + PPO Y

***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 Dental, DentiCal, MetLife, Aetna, PMI

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: **~ 10 - 12** Per-Hygienist: **N/A**

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

Average age of patients: **Young – Mid Family Range: ~ 30 yrs**

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

Type of recall system used? **Dentrix tracking**

Number of recalls per month?

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:

Well built office with original dental units, Open Bay, Customized Cabinets, Digital X-rays

Average age of Equipment: ~ 15 yrs; Newly replaced Compressor

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? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 168,587 2018 \$ 185,945 2017 \$ 186,215

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

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

What software? **Dentrix & Dexis**

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.