



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DG-1156 Los Gatos, California

Los Gatos residents enjoy distinguished schools, charming neighborhoods, beautiful hillsides, limitless recreation, great shopping and superb dining choices! This family-oriented community continues to retain its small town image with a well-balanced mix of residential and commercial services and open spaces! *The office is conveniently located in a well-established, well-maintained, free-standing building, with ample on-site parking and easy accessibility for the convenience of your patients.*

Established for 30+ years, these quality practices have a long-term, stable patient base and a seasoned staff with strong management and marketing capabilities. Known for offering the highest level of high-end, functional dentistry + some cosmetics and personalized service, the Doctors average 4 – 6 patients with each Hygienist averaging 6 – 10 patients/per day offering 9 days of hygiene/per week and welcomes approximately 12 – 15+ new patients per month. *This fee-for-service practice is 90% out of Network.*

This spacious office professionally and thoughtfully designed with office efficiency and patient flow in mind, occupies approximately 2,265 square feet and consists of 7 fully equipped OPs with plumbing for (1) additional OP, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

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

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

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

**We look forward to serving you**

# **DG-1156****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$1,050,00****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 5	8 – 5	8 – 5	8 – 5	7:15 – 3*	<i>*Closed on Fridays during Summer Months</i>
Doctor A Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 3*	
Hygiene A Hours		7:30 – 5	8 – 5	8 – 5	8 – 5	7:15 – 3*	
Doctor B Hours			8 – 5	8 – 5			
Hygiene B Hours			8 – 5	8 – 5			

Type of Practice: **General, out-of-network** Reason for Selling: **Retirement**Years established: **~ 35+ yrs** Days worked past 12 months: **5 days/wk with 2-3 mos off****OFFICE SPACE & LEASE INFORMATION**Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable?Term of Lease: **5 yrs** Expiration date: **July 2020**Do you share space with another dentist? **Yes, Separate**Rent per month: **\$ 5,560.50 x2/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**Type of Building: **Condo** **Free-standing** **X** Professional Retail CenterOffice Square footage: **~ 2,265 sf** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **7** Plumbed for additional ops? **Yes, 1**Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**Business office: **No** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **Yes** Cerec: **No** Laser: **No** Intra-oral Camera: **Yes** 3D Imager: **Yes**

Description of office building, Location and attributes of practice (a brief description): **Excellent location, long-established, attractive, well-maintained, single-story, free-standing Medical-Dental building w/ ample parking, in quaint & charming neighborhood with multi-generation of families**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Production:

Preventative/Hygiene	26	Diagnostic	18	Adjunctive	3	Dentures	1
General Operative	12	Endo		Ortho/TMJ		Perio	3
Oral Surgery	2	Cosmetic	2	Crown/Bridge	31	Implant	2

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

**Refer Complex/Most Oral Surgery, Endo, All Perio Surgery, Difficult Pedo Management**

Type of patients as a percentage of Collections:

**Practice A: Private Pay 20 Insurance (Out of Network) 80 Denti-Cal/Capitation (HMO) 0**

**Practice B: Private Pay 20 Insurance (Out of Network) 80 Denti-Cal/Capitation (HMO) 0**

**Practice A: Insurance-free, out-of-Network | Practice B is Delta Provider: Premier Only & out-of-Network**

**\*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:

**Practice A: Fee-for-service, Insurance-free, out-of-Network**

**Practice B: Accepts Delta Premier & out-of-Network**

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: **~ 12 – 15+**

Average number of patients per day? Per-Doctor: **~ 4 – 6** Per-Hygienist: **~ 6 – 10**

Hygiene days per week: **~ 9 days (\*double Hygiene on Tues & Weds)**

Average age of patients: **Family Range: mostly Adults**

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

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

Number of recalls per month? **~ 200+**

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth 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:

**Front Office: new Carpet / OPs: new Hardwood Flooring / Entire Office: wired w/ New Paint & Furniture**

Average age of Equipment: ~ **20+** yrs

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>Available Upon Request</b>				

Do family members work in the office? **Not in Office**

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   \$ 1,296,307   2018   \$ 1,582,570   2017   \$ 1,555,059  

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

Is pegboard or computer? **Computer** What type of computer? **Apple/Mac**

What software? **MacPractice**

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.