



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

**#UT-1132**

### **Duchesne County, Utah**

Families are drawn to this established practice through word-of-mouth referrals of kind, caring and warm relationships + quality treatment as well as Doctor's personal connections, involvement and commitment to the community. Live your best life here as you inherit the goodwill, rewards of a loyal patient base and success of this beloved family-oriented practice.

The Doctor averages 8-10 patients per day and welcomes approximately 6 - 8 new patients per month, based on word-of-mouth referrals of quality care and Doctor's personal relationships, presence, involvement and participation in this family-oriented community.

The office is conveniently located in an attractive, well-lit, single-story Professional building, formerly a converted house-Medical Office with ample parking, mature landscaping in a highly desirable corridor/neighborhood, with close proximity to Medical Facility and VA Clinic.

The office consists of 3 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.\* Additional personal office space is available in the building as well.

***Full Price: \$125,000***

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

Timothy G. Giroux, DDS

Jared Bergquist

**800.641.4179**

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

**We look forward to serving you**

\*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Utah, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

# UT-1132

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 125,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	<i>*alternating weeks</i>	
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5	<i>*alternating weeks</i>	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ 35 yrs** Days worked past 12 months: **~ 115 days**

## OFFICE SPACE &amp; LEASE INFORMATION

**\*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF UTAH. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned? **Yes** Is building available for purchase? **Yes**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns building** Expiration date:Do you share space with another dentist? **N/A**Rent per month **Seller owns building** Common area, maintenance fees /taxes included?

If not included, current amount paid? Are utilities included?

Is the rent considered above, below or at fair market value? **Seller owns building**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **\*See note above** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **3** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes** Sterilization: **Yes** Storage: **Yes**Digital X-ray: **Yes** Cerec: **No** Laser: **Yes** Intra-oral Camera: **No** 3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description):

**PATIENT DEMOGRAPHICS**

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>5.1</b>	Diagnostic	<b>13.18</b>	Adjunctive	<b>1.79</b>	Dentures	<b>2.75</b>
General Operative	<b>13.68</b>	Endo	<b>10.94</b>	Ortho/TMJ		Perio	<b>4.36</b>
Oral Surgery	<b>9.41</b>	Cosmetic		Crown/Bridge	<b>26.05</b>	Implant	<b>12.66</b>

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

**Most Specialty Procedures are performed in-house, Refer difficult Pedo Behavioral Management < 6 yo**

Type of patients as a percentage of Collections:

**Private Pay** 58 **Insurance/PPO** 42 **Medicaid** 0 **Capitation (HMO)** 0 **NPD (Culinary)** \_\_\_\_\_

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

**Connection Dental w associated insurance companies, Dental Select, PEHP, Blue Cross/Blue Shield**

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: **~ 6 - 8**

Average number of patients per day? Per-Doctor: **8 - 10** Per-Hygienist: **N/A**

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

Average age of patients: **Family Range: Children 6+ yrs old**

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

Type of recall system used? **Personal Contact, word-of-mouth Referrals**

Number of recalls per month? **~ 10 - 12**

What types of Practice Promotions? **None**

Phone Book Advertising? \* **Yes** \* *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: **Complete exterior and interior remodel w new A/C, plumbing when building was purchased in 1994 (\*formerly a house converted to Medical Office)**

Average age of Equipment: **Range from 1994 with recent purchases**

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?

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 **\$186,904**      2018 **\$223,867**      2017 **\$272,511**

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

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

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.

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