



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1158 Sonoma, California

An amazing opportunity like this does not come around often! Hesitate and you may lose out! Invest yourself into this close-knit, family-oriented community with its world-class wineries, gorgeous views, cultural richness, excellent recreational opportunities, fantastic weather and close proximity to San Francisco/Bay Area. Carry on the tradition of delivering the highest quality of dental care in this highly successful, family-oriented practice which has it ALL: stellar reputation, extremely loyal patient base, long-established recognition and seasoned, knowledgeable staff.

Doctor averages 7 patients w/ 7 - 8 Hygiene patients per day offering 6½ days of hygiene/per week and welcomes approximately 5 - 6 new patients per month by reputation and word-of-mouth referrals: the best kind of marketing!

This practice is the sole tenant in an attractive, well maintained, free-standing, single-story building with ample parking. It enjoys excellent visibility, and a choice location within blocks of both the hospital and the historic, charming downtown Plaza. The office occupies approximately 1,500 square feet and consists of 4 fully equipped Ops, Reception Area, Doctor's Office, Business Office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$595,000

Real Estate Available

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

CG-1158**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$595,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5		8 – 5	8 – 4	
Doctor's Hours		8 – 5	8 – 5		8 – 5	8 – 4	
Hygienist Hours		8 – 5	8 – 5 x2		8 – 5 x2	8 – 4 x1½	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 40 yrs		Days worked in 2019:		Office: ~ 190 days / Doctor: ~ 171 days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	N/A Owner occupied		Is lease renewable?	Yes	Is lease assignable?	Yes	
Term of Lease:	10 yr lease with options available						
Do you share space with another dentist?	N/A						
Rent per month	\$4,355.00/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?	FMR						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,500 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	4		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:	No	Intra-oral Camera:	Yes
						3D Imager:	No

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

Long established, quality practice serving a stable, loyal patient base of families and retirees in a close-knit community as sole tenant in a freestanding, attractive, well-maintained, single story building located within blocks of both hospital and downtown plaza.

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	20	Other	2	Dentures	1
General Operative	17	Endo	0	Ortho/TMJ	0	Perio	1
Oral Surgery	0.1	Cosmetic	0	Crown/Bridge	23	Implant	6

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

Refer Complex Oral Surgery, Endo, Ortho and Some Perio & Difficult Pedo Behavioral Management

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** 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 Premier**

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: **~ 5 - 6**

Average number of patients per day? Per-Doctor: **~ 7** Per-Hygienist: **~ 7 - 8**

Hygiene days per week: **6½ days**

Average age of patients: **Mature Family Range**

Does the office have Nitrous Oxide? **No, but plumbed**

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

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

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: **Attractive Office, well-maintained Equipment ranges from 0-40 yrs, all in good functioning conditioning with new Computers & Delivery Units**

Average age of Equipment: **Range: ~ 0 - 40 yrs**

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

PERSONNEL

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

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 Schedule C Tax Returns:

2019 \$ 874,301 2018 \$ 895,025 2017 \$ 803,147 2016 \$ 868,636

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

Is pegboard or computer? **Computer** What type of Computer? **2 Servers (Mac & Windows) / PCs in OPs**

What software? **DataCon** 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.