



WESTERN PRACTICE SALES

John M. Cahill Associates

#FN-1121

Eureka, California

Established Practice and Real Estate

EUREKA! You've found it! Discover your opportunity to own a practice and building in this Victorian Seaport that captivates with a vibrant mix of nature, art and culture. This practice has a "small-town feel" with no high pressure selling and no over diagnosing with high-tech gadgets. The result of the Doctor's laid-back style is his stellar reputation evidenced by being voted "Best Dentist on the North Coast" multiple times over the years.

The practice has been closed to new patients since September 2019 because Doctor is "too busy". The office turns down approximately 4 new patients PER DAY!

Doctor is booked out more than a month and treats 8-10 patients daily on a relaxed 2-day workweek. Because of his additional practice in Fortuna (also available #FN-1105), Seller can only devote 2 days a week to his Eureka location. Start taking new patients, expand the office hours and easily outpace our Doctor's current production.

The office is conveniently located in an attractive, free-standing building with ample parking and good signage. The dental utilizes about 1,300 sq. ft. with 3 fully equipped OPs, large Reception area with ADA Restroom, Lab, Sterilization, Business Office, Doctor's Office and Storage. There is approximately 1,285 sq. ft of unused empty space with a second ADA Restroom that could be locked-off, rented to another dentist, a totally separate business, or used for expansion. The total 2,585 sq. ft. on the ground level could be ideal for a multi-dentist practice with the possibility for 6 OPs. In addition, there is a 2,400 sq. ft. full basement that is currently used for Storage.

Full Price: \$195,000

Real Estate: \$629,900

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

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

We look forward to serving you

FN-1121

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 5				9 - 5	
Doctor's Hours		9 - 5				9 - 5	

Type of Practice: **General** Reason for Selling: **Retirement**Years established: **Since 2007, ~ 13 yrs** Days worked past 12 months: **~ 100+ days**

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	N/A	Is lease renewable?	Is lease assignable?
Term of Lease:	Seller owns building, available for purchase or Rent		
Rent per month	\$3,877.50 monthly	Common area, maintenance fees /taxes included?	No
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 value		
Type of Building:	Condo	Free-standing X	Professional Retail Center
Office Square footage:	~ 2,585sq ft Rental Space. Total Building ~4,985 sq. ft, if purchased		
Carpet	Yes	Air conditioning?	No
Number of fully equipped ops:	3	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	No Doctor's office: Yes Lab: Yes
Business office:	Yes	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes
Digital X-ray:	No	Cerec:	No Laser: No Intra-oral Camera: No 3D Imager: No

Description of office building, Location and attributes of practice (a brief description): **Conveniently located in an attractive, well-maintained, free-standing building with ample parking, highly visible location is easily accessible in a busy, popular Commercial/Retail neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **(2016)**

Preventative/Hygiene	6	Diagnostic	12	Adjunctive	1	Dentures	6
General Operative	21	Endo	15	Ortho/TMJ		Perio	4
Oral Surgery	6	Cosmetic		Crown/Bridge	29	Implant	

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

Refer Complex Oral Surgery, Implants, Perio Surgery, Pedo pts < 8 yrs, and ALL Ortho

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** Yes 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, First Dental Health

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: **Currently Not Accepting New Patients**

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

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

Average age of patients: **Mature multi-generational Families ~ 50+ yrs**

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

Type of recall system used? **Post Card Reminders**

Number of recalls per month? **~ 20**

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: **2010 & 2011: Interior Remodel**

Average age of Equipment: ~ **15+ yrs**

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

PERSONNEL

AVAILABLE UPON REQUEST

Do family members work in the office? **Yes** If yes, how much are they paid? **\$27.00/hr**

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 \$ 297,040 P&L 2018 \$ 370,232 2017 \$ 307,077

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

Is pegboard or computer? **Computer** What type of computer? **Windows 10**

What software? **Diamond 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.