



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-1116 Auburn Vicinity, California

Practice produced \$82k for 30 days from July to August 2020!

The Sierra Foothills is the best kept secret for peaceful living, set against the backdrop of a pristine environment, with close proximity to beautiful Tahoe environs and within hours to the Bay Area for big city amenities and cultural events. This community is rich with history as a gold mining and lumber town. *We are presenting a family-oriented practice, loaded with warmth, charm and personalized service!*

Doctor averages 8-10 patients w/ 7 Hygiene patients per day, offering 6 days of Hygiene/per week and welcomes approximately 12 – 14+ new patients per month.

This office, known for providing the highest quality of care, is conveniently located at the corner of one the busiest major thoroughfares, offering *unsurpassed visibility, unparalleled accessibility* and ample street parking.

Office occupies approximately 1,430 square feet and consists of 4 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and Restroom.

Full Price: \$525,000

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

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

We look forward to serving you

#HG-1116**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$525,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
Doctor's Hours		8 - 5	8 - 5		8 - 5	8 - 5	
Hygienist Hours		8 - 5	8 - 5	8 - 5 x2	8 - 5	8 - 5	
Type of Practice:	General		Reason for Selling:			Personal	
Years established:	~ 30 yrs		Days worked past 12 months:			~ 190 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly in the future				
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	\$2,500.00/month	Common area, maintenance fees /taxes included?	No				
Are utilities included?	No						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,430 sq. ft.	Carpet?	No	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
Laser:	Yes	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No

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

Attractive, well-maintained, free-standing Building, recently updated in 2019, located on the corner of community's busiest thoroughfares, in historic gold mining and lumber community, on the edge of Tahoe National Forest, with perennial recreational activities, perfect for the avid outdoor family lifestyle

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14.52	Diagnostic	18.22	Adjunctive	1.62	Prosth, Rem	5.19
General Operative	16.92	Endo	0.78	Ortho	0.08	Perio	7.78
Oral Surgery	3.37	Other	0.11	Crown/Bridge	27.73	Implant	3.69

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

Refer Complex Oral Surgery: Impacted 3rd molars, Most Molar Endo, Ortho, Perio Surgery, Implant Placement, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 29 **Insurance/PPO** 71 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? If yes, _____ 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"? **Yes**

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

Primarily PPO & Private Pay (Cash)

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 – 14+**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 7**

Hygiene days per week: **6 days** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Mature Family Range: ~ 50 – 60yrs**

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

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

Number of recalls per month? **~ 150 +**

What types of Practice Promotions? **Practice Website w/ ProSites, Social Media, Word of Mouth**

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: **Complete remodel ~ 1999, New Flooring & Paint ~ 2019**

Average age of Equipment: **~ 2 – 20 yrs**

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? **Yes*** If yes, how much are they paid? **\$25.00/hr**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Year-end Profit & Loss Statements:

2019 \$ 765,486 2018 \$ 711,754 2017 \$ 667,027

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

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

What software? **Dentrix** 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.