



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #LV-1152 *Pedo* Henderson, Nevada

Rare opportunity to purchase a specialty practice in Henderson off a major thoroughfare. The practice is in a freestanding, single-story office building with frontage and excellent signage. The building has ample parking and offers patients convenient access.

The Doctor averages 8-12+ patients per day and welcomes approximately 50-80+ new patients per month.

The office consists of 11 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.\*

***Full Price: \$399,000***

*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 Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

# LV-1152

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$399,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5		8 – 5	
Doctor's Hours		8 – 5	8 – 5	8 – 5		8 – 5	
Type of Practice:	<b>General / Pedo</b>			Reason for Selling: <b>Reducing Number of Offices Owned</b>			
Years established:	<b>Since 1999</b>			Days worked past 12 months: <b>~ 96</b>			

## OFFICE SPACE &amp; LEASE INFORMATION

**\*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. 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?	<b>Yes</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?			
Term of Lease:	<b>Seller owns building</b>			Expiration date:			
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$7,500.00/month</b>	Common area, maintenance fees /taxes included?	<b>No</b>				
If not included, current amount paid?	<b>\$921.37</b>	Are utilities included?	<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>*See note above</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>11</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
						3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Corner location with visible signage in busy Retail Center with a complimentary tenant mix</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>45.40</b>	Diagnostic	<b>33.71</b>	Adjunctive	<b>3.01</b>	Dentures	
General Operative		Endo	<b>1.28</b>	Ortho/TMJ	<b>0</b>	Perio	<b>13.09</b>
Oral Surgery	<b>3.08</b>	Cosmetic		Crown/Bridge		Implant	

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

**None, most procedures are performed in-house**

Type of patients as a percentage of Collections:

Private Pay 8% Insurance/PPO 26% Medicaid 66% Capitation (HMO) 0 NPD (Culinary) 0

Does your practice participate in "Care Credit"? **Yes**

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

**Ameritas, Humana, Premier Access, United Healthcare, United Concordia, Diversified, Cigna, DHA, Delta Dental, Dentemax, GEHA, Guardian, Liberty, Liberty DHMO, Medicaid, HPN/SHL, OE, Primecare, THT**

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: **50 – 80+**

Average number of patients per day? Per-Doctor: **8 – 12+** Per-Hygienist: **N/A**

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

Average age of patients: **100% under the age of 18y (pedo)**

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

Type of recall system used? **Dentrix computerized tracking**

Number of recalls per month? **~ 100+ per month**

What types of Practice Promotions? **Word-of-mouth & Website**

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:

**Flooring - 7 yrs, Kids' Play Area - 3yrs, 4 new OPs and Reception remodel - 3 yrs**

Average age of Equipment: ~ 7 yrs

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

### 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? **N/A**

Has staff left the practice recently? **No**

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

### PRACTICE FINANCIAL PROFILE

#### Last 3 years' Gross Collections from Profit & Loss Statements:

2019   \$ 395,368      2018   \$ 793,296      2017   \$ 851,241  

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

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

What software? **Windows**    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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