



WESTERN PRACTICE SALES

John M. Cahill Associates

#CG-1179 Healdsburg Area, California

Priced to sell at only 50% of Collections!

Imagine being able to luxuriate and enjoy the small-town, family-friendly atmosphere in this Wine Country community with its charming downtown and perennial activities such as biking, hiking trails or fishing in the river. Savor seasonal farm-to-table sustainable food in a Michelin-star restaurant or just hang out in coffee shops. *If it is your dream to own your building and practice, in a quaint and pristine town, don't miss out on this notable opportunity! Property for Sale also - Call for Details!*

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 6-8 new patients per month, generated by word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, single-story Dental Professional building w ample parking, on major thoroughfare on desirable, popular commercial corridor in the heart of town.

The office occupies approximately 990 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$315,000
Opportunity to own Real Estate

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

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

We look forward to serving you

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		12 – 5	8 - 5	8 – 5	8 – 5		
Hygienist Hours		7 – 4	8 – 5	7 – 4	8 – 5		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~		Days worked in 2019:		~ 135+ days		

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	No	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Seller owns building						
Do you share space with another dentist?	No						
Rent per month	\$2,600.00/month	Common area, maintenance fees /taxes included?	No				
If not included, current amount paid?	\$675.00/month	Are utilities included?	No				
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 990 sq. ft.	Carpet?	No		Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	w Storage	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	w Dark Room
Digital X-ray:	Yes	iTero	Yes	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Dental Professional building w ample parking on major thoroughfare, on desirable commercial corridor in heart of town
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PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	16	Adjunctive	2	Dentures, Rem	3
Restorative	16	Endo	0	Ortho/TMJ	~ 1	Perio	6
Oral Surgery	1	Cosmetic	0	Crown/Bridge	35	Implant (Rest)	3

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

Refer Complex (Most) Oral Surgery, Most Perio, All Endo, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 46 Insurance 54 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"? **Yes**

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

Delta Premier + Local Ad

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** Per-Hygienist: **~ 7**

Hygiene days per week: **4 days**

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

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

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

Number of recalls per month? **~ 70+**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, Mailers successful**

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: **2018: New Laminate Floors 2010: Garden & Fountain. Within last 8 yrs: replaced A/C, Furnace, Water Heater**

Average age of Equipment: **~ 5 – 10 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? **No** If yes, how much are they paid?

Has staff left the practice recently? **Yes, covid-related**

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

PRACTICE FINANCIAL PROFILE

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

2019 \$ 628,129 2018 \$ 632,732 2017 \$ 559,458

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

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

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.