



## WESTERN PRACTICE SALES

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John M. Cahill Associates

#CN-1166

### West Sonoma County, California

Set in the pristine and beautiful Sonoma Valley, surrounded by lush vineyards and rich, organic agricultural lands is this established, quality *fee-for-service* practice with its stellar reputation of delivering the highest quality of dentistry to a large, stable patient base who appreciate the personalized care, attention to detail and education offered by seasoned staff in a warm and caring environment.

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 10 - 15 new patients per month by word-of-mouth referrals, website and radio advertising, the best kind of marketing!

This stunning office is conveniently located in an attractive, well-maintained, two-story building professional building w/ ample parking on major thoroughfare and desirable corridor. The office with its stunning design and sophisticated welcoming décor, was designed with patient flow and office efficiency in mind. It occupies approximately 1,262 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$725,000***

*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**

# CN-1166

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$725,000

## 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		8:30 – 5	8:30 – 2	8:30 – 5		8:30 – 2	
Hygienist Hours			9 – 5	8 – 5		9 – 5	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~ <b>Since 2003</b>		Days worked in 2019:		~ <b>190 days</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>2 yrs</b>	Expiration date:	<b>2022</b>				
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$3,011.25</b>	Are utilities included?	<b>Yes, Water, Heat, Electric, Janitorial</b>				
Common area, maintenance fees /taxes included?	<b>No</b>	If not included, current amount paid?					
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>~ 1,262 sq ft</b>	Carpet?	<b>Partial</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</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>Yes</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Stunning design and sophisticated décor located in pristine Sonoma Valley, surrounded by vineyards and organic agricultural farmland</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12.34	Diagnostic	12.66	Adjunctive	2.8	Dentures	3.42
Restorative	25.67	Endo	.16	Ortho/TMJ	.06	Perio	6.69
Oral Surgery	6.35	Implant	2.26	Crown/Bridge	27.60		

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

**Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 100 Insurance/PPO \_\_\_\_\_ Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? **No Delta, Practice is 100% fee-for-service, out of Network**

**\*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: **None, out-of-Network**

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 – 15**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 8**

Hygiene days per week: **3**

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

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

Type of recall system used? **Eaglesoft computer tracking, Phone Call & Text Reminders**

Number of recalls per month?

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

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: **Leaseholds are ~ 18 yrs old, all well-maintained and in good functioning condition**

Average age of Equipment: **~ 3 yrs**

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

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
<b>AVAILABLE UPON REQUEST</b>				

## 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? **Yes**

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Corporate Tax Returns:

2019   \$ 1,104,960      2018   \$ 1,320,729      2017   \$ 1,446,851  

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

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

What software? **Eaglesoft**    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.