



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1182 Fremont, California

We are offering a remarkable and *rare* opportunity (*10 OPs in Bay Area*) in this economically strong, culturally vibrant, Silicon Valley city teeming with activity and opportunity! This city has an extensive and rapidly expanding base of both tech industry and workers which make it a stable community and family-friendly. *“Dream the Dream”: Perfect for multi-office owner with specialists in place!*

The office is located in an attractive, well-maintained, busy, popular, single-story Retail Shopping Center anchored by Safeway & Target, ample parking, street-level accessibility and excellent visibility/signage generate a lot of traffic flow due its proximity to a major Shopping Mall.

The office occupies approximately 2,800 square feet and consists of 10 fully equipped OPs, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$495,000

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

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

We look forward to serving you

DG-1182**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$495,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 12	8 – 5	8 – 12	
Doctor's Hours		8 – 5	8 – 5		8 – 5		

Type of Practice: **General**Years established: **Since 2000**Days worked past 12 months: **~ 3 days/wk****OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	No	Is building available for purchase?	N/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5 years	Expiration date:	2025				
Do you share space with another dentist?	N/A						
Rent per month	\$14,278.00/month	Common area, maintenance fees /taxes included?	Yes				
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	Professional	Retail Center	X		
Office Square footage:	~ 2,800 sf	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	10	Plumbed for additional ops?	No				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	Yes

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, single-story, busy, popular Retail Plaza of mixed commercial & retail merchants which includes Safeway, Trader Joe's, Target and close proximity to major Shopping Mall**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	10	Adjunctive	1	Dentures	5
General Operative	10	Endo	1	Ortho/TMJ	1	Perio	10
Oral Surgery	1	Cosmetic	5	Crown/Bridge	10	Implant	5

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

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

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 20 Denti-Cal 40 Capitation (HMO) 30 Other _____

Are you a Delta Provider? Premier Only _____ Premier + PPO Y

***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**

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 patients per day? Per-Doctor: **~ 8 - 12** Per-Hygienist: **N/A**

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

Average age of patients: **Family Range: ~ 30 – 50 yrs**

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

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

What types of Practice Promotions? **None**

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: **New Flooring ~ 2 yrs**

Average age of Equipment: **~ 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? **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

Is pegboard or computer? **Computer** What type of computer? **Windows/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.