



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1175

Sun City West, Arizona

Looking for year-round sunshine, active neighborhoods, a vibrant business and family-friendly community in a southwest setting with unrivaled activities and lifestyle? Well, then this is the perfect practice for you! Ideally situated in the Northwest Valley, Sun City West is only ~ 50 minutes from downtown Phoenix, which ensures this community continued growth and desirability.

Consistently rated as one of the safest areas in the Southwest!

Doctor averages 7 patients, Denturist 12 patients, w/ 9 Hygiene patients twice a month and welcomes approximately 10 - 16 new patients per month.

The office occupies approximately 2,303 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Call or Email for Details!

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

Jeff J. Tonner, JD

Mark B. Hughes, DDS

800.641.4179

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

We look forward to serving you

AZ-1175

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

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PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours					7 - 5		
Doctor's Hours					7 - 5		
Denturist					7 - 5		
Hygienist Hours					7 - 5* 2 days/month		
Type of Practice:	General/Denture			Reason for Selling:		Personal	
Years established:	Since April 2018			Days worked in 2019:		~ 40+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	4 years			Expiration date:	April 2022		
Do you share space with another dentist?	Denturist						
Rent per month	\$2,900.00/monthly		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?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	2,303 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Mixed tenant of Health professionals and Retail businesses in Professional plaza setting						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	3	Diagnostic	4	Adjunctive	1	Dentures	26
General Operative	8	Endo	3	Ortho/TMJ	0	Perio	1
Oral Surgery	13	Cosmetic	2	Crown/Bridge	15	Implant	24

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

Refer All Pedo

Type of patients as a percentage of Collections:

Private Pay 79 **Insurance/PPO** 21 AHCCCS _____ Capitation (HMO) _____ Other _____

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

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

PPO's Only. Negotiated Fee Schedules for higher allowed amounts. Aetna, Ameritas, Cigna, Blue Cross Blue Shield, Delta Dental, Guardian, Humana, MetLife, United Healthcare, VA

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: **~ 10 - 16**

Average number of patients per day? Per-Doctor: **~7** Per-Hygienist: **~9**

Hygiene days per week: **2 days/month** Denturist **~ 12**

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

Average age of patients: **Mature Adults: ~ 60+ yrs**

Type of recall system used? **Dentrix**

Number of recalls per month? **20**

What types of Practice Promotions are in effect? **Postcards & Newspaper Advertising**

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: **Improvements made in 2015 by previous tenant**

Average age of Equipment: ~ 10 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 Tax Returns:

2019 \$ 320,342 2018 \$ 82,236 **established April* 2017 N/A

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

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

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.