



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DN-1200 Fremont, California

Already operating like a well-oiled machine with streamlined marketing and office efficiency practices in place, Seller is looking to pass on this well-established, quality, multi-generational, family-oriented practice to you! A proven success at this location in the heart of Silicon Valley, the patient base consists largely of mostly middle/upper class professionals and their families in this diverse community, which captures metropolitan living at its best!

Doctor averages 6 patients per day and does own Hygiene, patient growth generated by word-of-mouth referrals by families within the practice.

***Gross Revenues Exceeded \$540k in 2019!***

The office is conveniently located in a well-established, attractive, well-maintained, single-story Retail Shopping Center w ample parking on a major thoroughfare within walking distance and easy access to public transportation. This well-designed office occupies approximately 1,155 square feet and consists of 3 fully equipped OP with plumbing for 1 additional OP, Reception, Doctor's office, Business office, Sterilization, Lab, Storage & Restroom.

***Full Price: \$395,000***

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

Timothy G. Giroux, DDS

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**800.641.4179**

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

**We look forward to serving you**

# DN-1200

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT*
Office Hours			9 – 5	9 – 5	9 – 5	8:30 - 5	8:30 – 5 x 2
Doctor's Hours			9 – 5	9 – 5	9 – 5	8:30 - 5	8:30 – 5 x 2

*\*Open Saturdays twice a month*Type of Practice: **General** Reason for Selling: **Retirement**Years established: **~ 32+ yrs** Days worked in 2019: **~ 195 days**

## 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>5 yrs w/ 5 yr Option</b>			Expiration date:	<b>September 2023</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$ 6,415.42/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?				Are utilities included?	<b>No</b>		
Is the rent considered above, below or at fair market value?	<b>Above Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	Retail Center	<b>X</b>		
Office Square footage:	<b>~ 1,155 sq ft</b>		Carpet?	<b>Partial</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>3</b>		Plumbed for additional OPs?	<b>Yes, 1</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, 1</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>Yes</b>
						3D Imager:	<b>N</b>

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, single-story Retail Shopping Center w/ grocery chain anchor, located in the heart of the Silicon Valley. Patient Base consists largely mid-to-upper class professionals and their families**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	18	Diagnostic	25	Adjunctive	2	Dentures	2
General Operative	35	Endo	0	Ortho/TMJ	0	Perio	1
Oral Surgery	2	Cosmetic	0	Crown/Bridge	15	Implant	0

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

**Refer All Complex Procedures of the above Specialties**

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 95 Denti-Cal 0 Capitation (HMO) 0 Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ **Premier + PPO** Yes

**\*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"? **No**

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

**United Concordia**

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: ~ 1

Average number of patients per day? Per-Doctor: ~ 6 Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients: **Mid-Family Range: 40+ yrs**

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

Type of recall system used? **Pre-scheduling, Phone Call & Postcard Reminders**

Number of recalls per month? ~ 50 - 60

What types of Practice Promotions? **None, 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: **All equipment regularly maintained and in good functioning condition**

Average age of Equipment: **~ 5 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? **Yes**      If yes, how much are they paid? **Health benefits only**

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   \$ 553,663      2018   \$ 709,075      2017   \$ 541,202  

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

Is pegboard or computer? **Computer**                      What type of computer? **Windows Op System**

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.**