



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-1168 Las Vegas, Nevada

Step in as you carry on the tradition of delivering a full spectrum of comprehensive treatment with the highest standard of dental care to an appreciative and loyal patient base.

Doctor averages 7-8 patients w/ 7 Hygiene patients per day offering 3-3½ days of Hygiene/per week and welcomes approximately 8-10 new patients per month.

The office is conveniently located in an attractive, well-maintained busy, popular Professional Plaza/Retail Shopping Center with easy accessibility, good traffic flow and great visibility.

The office consists of 4 fully equipped Ops with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.*

Full Price: \$260,000

CBCT not Included. Available for \$60,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

LV-1168

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$260,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 4	8 – 4	8 – 4		
Doctor's Hours		8 – 4	8 – 4	8 – 4	8 – 4		
Hygienist Hours		9 – 4	9 – 4	9 – 4	<i>Occasional 9 - 4</i>		
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 8 yrs			Days worked in 2019:		~ 120 days	

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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:	2 yrs	Expiration date:	September 2021				
Do you share space with another dentist?	N/A						
Rent per month	\$ 4,290.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes, Gas, H₂O				
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center	X	
Office Square footage:	*See note above	Carpet?	Hallways	Air conditioning?			Yes
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1				
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:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, busy, popular Professional Plaza/Retail Shopping Center with easy accessibility and good traffic flow and great visibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	32	Diagnostic	6.4	Adjunctive	1.8	Dentures	2.7
General Operative	14	Endo	1.5	Ortho/TMJ	3.1	Perio	0.7
Oral Surgery	1.6	Cosmetic	23	Crown/Bridge	6.0	Implant	7.3

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

Refer Complex Oral Surgery-impacted 3rd molars, Endo-molar

Type of patients as a percentage of Collections:

Private Pay 25 **Insurance/PPO** 75 Medicaid Capitation (HMO) NPD (Culinary)

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

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta, Guardian, GEHA, Healthscope, Principal, Aetna, AFLAC, Allegiance, Ameritas, Anthem BC/BS**

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: **~ 8 - 10**

Average number of patients per day? Per-Doctor: **~ 7 - 8** Per-Hygienist: **~ 7**

Hygiene days per week: **3 - 3½ days**

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

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 25 - 30+**

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: **Upscale and modern improvements throughout this dental office. Beautiful reception furniture with Refreshment Station. Wood vinyl flooring in the operatories enhances the upscale look of this dental practice. Consultation Room was furnished with round table and chairs less than a year ago.**

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? **Yes** If yes, how much are they paid? **See Personnel List**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 363,730 P&L 2018 \$ 421,308 2017 \$ 428,221

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

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

What software? **Open Dental** Is software transferable? **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.

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