



## WESTERN PRACTICE SALES

John M. Cahill Associates

### #RN-1186 Mineral County, Nevada

This is a very unique and prosperous practice that will be a dream for any active outdoor enthusiast in a location on beautiful Walker Lake that helps sustain much of the area's wildlife such as big horn sheep, black bears, mountain lions and many migratory birds. Less than 30 minutes to the California border and 60 miles from the gates of Yosemite National Park, you have unparalleled hiking, fishing and sightseeing at your doorstep!

You'll also have the privilege of living near some of the best UTV, motorcycle, dune buggy and mountain bike areas around offering you full freedom in nature. There is never a shortage of things to do or see! And with the LARGEST Army Ammunition Depot in the free world maintaining employment of ~ 650 people, all with dental insurance, your office schedule will be as busy as you'd like!

This long-established office with its streamlined office policies for patient comfort and efficiency, awaits your talent and skill in a proven location for success! The Doctor averages 14 patients w/ 16 Hygiene patients per day offering 4½ days of Hygiene/per week and welcomes approximately 19 new patients per month.

The office is conveniently located in a free-standing professional building near the hospital.

The office consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.\*

***Full Price: \$639,000***

*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.

# RN-1186

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$639,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	11 – 4	8 – 5	8 - 1	
Doctor's Hours		8 – 5	8 – 5	11 – 4	8 – 5	8 - 1	
Hygienist Hours		8 – 5	8 – 5	11 – 4	8 – 5	8 – 1	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ <b>Since 1983</b>			Days worked in 2019:		~ <b>210</b>	

## OFFICE SPACE &amp; 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?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>						
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>				
Term of Lease:	<b>Seller owns building</b>		Expiration date:						
Rent per month	<b>\$3,000.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>						
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>						
Is the rent considered above, below or at fair market value?	<b>Fair</b>								
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center			
Office Square footage:	<b>*See note above</b>	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes, new in 2019</b>				
Number of fully equipped OPs:	<b>5</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, 2</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>No</b>

Description of office building,  
Location and attributes of practice  
(a brief description):

**This free-standing professional building shares parking lot with local hospital complex and boasts beautiful shade trees and ample employee and patient parking. This single-level, spacious office has been recently painted with new central AC unit purchased in 2019.**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>14.47</b>	Diagnostic	<b>20.87</b>	Adjunctive	<b>1.52</b>	Dentures	<b>9.27</b>
General Operative	<b>21.67</b>	Endo	<b>2.89</b>	Ortho/TMJ	<b>0.09</b>	Perio	<b>10.15</b>
Oral Surgery	<b>8.31</b>	Cosmetic	<b>0.13</b>	Crown/Bridge	<b>10.64</b>		

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

**Refer Difficult & Complex procedures of all of the above Specialties**

Type of patients as a percentage of Collections:

Private Pay **33%** Insurance/PPO **64%** Medicaid **10%** Capitation (HMO) **-** NPD (Culinary) **-**

Does your practice participate in "Care Credit"? **Yes, but very limited patient usage**

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

**Delta PPO, Diversified, Aetna, Medicaid**

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: **~ 19**

Average number of patients per day? **30** Per-Doctor: **~ 14** Per-Hygienist: **~ 16**

Hygiene days per week: **~ 4½ days**

Average age of patients:

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

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

Number of recalls per month? **~**

What types of Practice Promotions? **None**

Phone Book Advertising? \* **Yes** \* *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 in 2011, all equipment regularly maintained and in good functioning condition**

Average age of Equipment: ~ **All new in 2011**

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? **~\$24,000/yr**

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 \$ 1,248,763 2018 \$ 1,232,042 2017 \$ \_\_\_\_\_

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

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

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.**

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