



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#AG-1215**

**SF Marina District, California**

*An opportunity in this neighborhood rarely comes along!* Step into this stellar practice which prioritizes personalized and comfortable dental care for the entire family. Friendly, knowledgeable staff educate and teach patients to optimize and maintain their best dental health by presenting a full spectrum of dental recommendations.

Doctor averages 10 - 15 patients per day on relaxed 3-3½ day workweek and welcomes approximately 15 – 20 new patients per month, capturing a younger, educated and higher socio-economic population due to neighborhood demographics.

The office is conveniently located in on the ground floor with street level accessibility and visibility, tucked among quaint shops and top-rated, award-winning restaurants in the highly desirable, affluent, historic *Marina District*. The office occupies approximately 1,500 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

***Full Price: \$595,000***

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

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# AG-1215

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$595,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours*		9 – 4	9 – 6	9 – 6	9 – 4	9 – 6	9 – 3
Doctor's Hours*			9 – 6	9 – 6		9 – 6	9 – 3 *alt
Associate Hours*			9 – 6	9 – 6		9 – 6	9 – 3 *alt

*\*Hours may vary, due to Covid*Type of Practice: **General w/ Cosmetics** Reason for Selling: **Retirement**Years established: ~ **24 yrs** Days worked in 2019: ~ **144 days***\*Office closed due to Covid from March 16 – May 31, 2020* Days worked in 2020: ~ **100 days**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes** Is building available for purchase? **No**Is the space leased? **N/A** Is lease renewable? **N/A** Is lease assignable? **N/A**Term of Lease: **Seller owns Building** Expiration date: **N/A**Do you share space with another dentist? **No**Rent per month **\$7,900.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount paid? Are utilities included? **No, H<sub>2</sub>O included only**Is the rent considered above, below or at fair market value? **Fair Market**Type of Building: **Condo**  Free-standing Professional Retail CenterOffice Square footage: ~ **1,500 sf** Carpet? **Yes** Air conditioning? **No**Number of fully equipped ops: **4 w Space for Expansion ~ 8 yrs** 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: **No** Intra-oral Camera: **Yes** 3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description): **Mixed Retail/residential neighborhood w/ great ground floor accessibility and street level visibility in highly desirable, affluent, historic Cow Hollow-Marina District w/ quaint shops and top-rated, award-winning restaurants for every palette**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>12</b>	Diagnostic	<b>19</b>	Adjunctive	<b>1</b>	Dentures	<b>1</b>
General Operative	<b>37</b>	Endo	<b>1</b>	Ortho/TMJ	<b>2</b>	Perio	<b>3</b>
Oral Surgery	<b>1</b>	Cosmetic	<b>1</b>	Crown/Bridge	<b>18</b>	Implant Surgery	<b>0</b>

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

**Refer Complex cases of all of the Above Specialties, Simple procedures are kept in-house.**

Type of patients as a percentage of Collections (estimated):

**Private Pay** ~ 10 **Insurance/PPO** ~ 90 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ 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"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Accepts NO HMO but most PPO Plans: Cigna, Aetna, MetLife, Principal etc.**

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: **~ 15 – 20**

Average number of patients per day? Per-Doctor: **~ 15** Hygiene: **N/A**

Average age of patients: **Younger demographic, educated, higher socio-economic bracket: ~ 30+ yrs**

Does the office have Nitrous Oxide? **Plumbed, but rarely (not) used**

Type of recall system used? **Pre-scheduling, Email, Text, Phone Calls, Postcard Reminders**

Number of recalls per month? **~ 50**

What types of Practice Promotions? **Online Propy & Whitening Promotions**

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: **2019: New Doors, New Dental Software, New Phone System installed. 2017: Digital X-ray Units, New Computer w Networking, Dental Chairs & Furniture**

Average age of Equipment: ~ 12+ 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, seasonably, only as needed, part-time, varies & changes**

Has staff left the practice recently? **Yes**

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Profit & Loss Statements:

2019     \$ 726,517     2018     \$ 581,292     2017     \$ 573,816    

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

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

What software? **Open Dental & Dentrux**

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.**