



WESTERN PRACTICE SALES

John M. Cahill Associates

EN-1225

Midtown Sacramento, California

Be the envy of all in this ideal midtown location

This highly esteemed practice with its stellar reputation, is located in one the area's visible, highly desirable Professional buildings, on one of the busiest intersections in the tony Midtown corridor! In addition to being blocks from Sacramento's affluent "Fab 40" neighborhood, the long-established, loyal, stable, multi-generational patient base consists of professionals, government employees and their families! If this was not enough, this attractive building's Fair Market Rent, ample on-site parking and easy freeway accessibility provides the ideal setting to carry on the tradition of delivering the highest quality of dental care, which every dentist aspires to!

Grossed more than \$950,000 in 2019

This stunning, spacious office is located in a single-story professional complex, and is designed with office efficiency and patient flow in mind. It occupies approximately 2,500 square feet and consists of 5 fully equipped Ops, Digital X-ray in each Op, Reception area, Private Office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$735,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

EN-1225

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$735,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5:30	8 – 5:30	8 – 5:30	8 – 5:30		
Doctor's Hours		9:30 - 5	9:30 - 5	9:30 - 5			
Hygiene Hours		8:20–5:20	8:20–5:20	8:20–5:20	8:20–5:20		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 33			Days worked in 2019: ~ 137			
<i>*Office closed due to Covid from start date: 03/19/20 end date 06/1/20</i>				Days worked in 2020 ~ 130			

OFFICE SPACE & LEASE INFORMATION

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:	10 years w/ 2 (two) 5-yr Options			Expiration date:	May 2029		
Do you share space with another dentist?	No						
Rent per month	\$5,250/monthly		Common area, maintenance fees /taxes included?				No
If not included, current amount paid?	\$1,954 NNN		Are utilities included?	Yes, electric, water/sewage, gas and garbage			
Is the rent considered above, below or at fair market value?	At Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~2,500 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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):	Highly visible, attractive, well-maintained single-story Professional complex in desirable Midtown corridor, designed with office efficiency and patient flow in mind. Ample on-site parking and easy freeway accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19.54	Diagnostic	19.26	Adjunctive	1.59	Dentures	2.73
Restorative	12.84	Endo	0.97	Ortho/TMJ	2.17	Perio	2.25
Oral Surgery	1.53	Crowns	27.65	Bridge	8.99	Other	0.48

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

Refer Complex/Most Oral Surgery, Endo, All Ortho Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 36% Insurance/PPO 64% Denti-Cal 0 Capitation (HMO) 0 Other 0

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

***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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None, Delta Premier Only**

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**

Average number of patients per day? Per-Doctor: **~ 4 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **6 1/2 days**

Average age of patients: **Varied Family Range: ~ 1 (mostly 10+y) to 80 yrs**

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

Type of recall system used? **Pre-scheduling following appointments, text, emails and phone calls**

Number of recalls per month? **~**

What types of Practice Promotions? **Internal Marketing only: 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:

2009: Building interior remodeled which included plumbing, electrical and mechanical

Average age of Equipment: ~ 10 yrs

Any equipment leases? **Yes** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

AVAILABLE UPON REQUEST

Do family members work in the office? **Yes *** If yes, how much are they paid?

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

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

**Spouse works in office. Her position will need to be filled by new owner.
She will be available for a short training period only after the close.*

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2020 \$ 952,252 2019 \$ 887,098 2018 \$ 919,064

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

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