



WESTERN PRACTICE SALES

John M. Cahill Associates

KN-1216

Yorba Linda, California

Practice in California's Richest Community!

This "high-end" fee-for-service practice consistently averages \$800,000-\$900,000 in annual gross revenues on a limited work schedule! With strong emphasis placed on prevention, perio health and cosmetics, the highly-knowledgeable Dental team not only provides motivation through patient education, but are efficient and can execute complicated treatments with the highest standard of care. Doctor is retiring and is ready to pass on his legacy of 40+ yrs goodwill and a strong, loyal stable patient base to you! *Rare and remarkable opportunities like this do not come around very often, so you need to act fast!*

The Doctor averages 8 – 14 patients w/ 8 - 10 Hygiene patients per day offering 4 days of Hygiene/per week.

This recently remodeled office is conveniently located in a single-story, immaculately maintained professional complex, with great curb appeal, provides its loyal patient base with convenience, easy access and ample parking.

The office occupies approximately 1,872 square feet and consists of 5 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Staff lounge, Storage, and 3 Restrooms.

Full Price: \$719,000

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

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

We look forward to serving you

KN-1216

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$ 719,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9:15 – 5:45	7:00 – 1:00	8:30 – 5:45	7:00 – 1:00		
Doctor's Hours		9:15 – 5:45	7:00 – 1:00	8:30 – 5:45	7:00 – 1:00		
Hygienist Hours		9:15 – 5:45	7:00 – 1:00	8:30 – 5:45	7:00 – 1:00		
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ 41 yrs			Days worked in 2019: ~ 180 – 185 days			
*Office closed due to Covid from March 13 - May 25				Days worked in 2020: ~ 140 – 145 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes, Suite	Is building available for purchase?	Possibly in the Future				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	5 yrs w/ 3 (three) 5-yr Options			Expiration date:	December 2026		
Rent per month	\$6,872.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$1,304/month		Are utilities included?	Yes, H2O, Gas, Liquid N₂			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional X	Retail Center			
Office Square footage:	~ 1,872 sq ft		Carpet?	No	Air conditioning?	Yes x 2	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	Yes, 1 additional			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes, 2	Restrooms:	Yes, 3	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Description of office building, Location and attributes of practice (a brief description):		Long-established, attractive, immaculately-maintained, single-story Dental Professional complex w 5 Specialties, Recently remodeled, easy freeway accessibility, great curb appeal and ample parking					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	4.79	Diagnostic	11.52	Adjunctive	1.46	Dentures	0.55
General Operative	11.26	Endo	0.29	Ortho/TMJ	0.32	Perio	18.99
Oral Surgery	0.04	Cosmetic	w/ C&B	Crown/Bridge	43.10	Implant	7.68

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

Refer complex (most) Oral Surgery, Molar Endo, Perio Surgery, Most Ortho, Difficult Pedo

Type of patients as a percentage of Collections:

Private Pay 44 Insurance/PPO 56 Denti-Cal _____ Capitation (HMO) _____ Other _____

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"? **Not at this time**

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

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: **To be determined by buyer**

Average number of patients per day? Per-Doctor: **~ 8 - 14** Per-Hygienist: **~ 8 - 10**

Hygiene days per week: **4 days**

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

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

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

Number of recalls per month? **~ 110**

What types of Practice Promotions? **Internal Marketing: Word-of-Mouth referrals**

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: **Regularly updated & well-maintained, Equipment in good functioning condition. Recent Remodels include: updated Lab, Storage, new Wood Flooring, Tile Flooring in OPs & Lab, New Ceiling Lights**

Average age of Equipment: *from New to 8-12 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? **No** If yes, how much are they paid?

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2019 \$ 813,595 Fiscal Corp Tax 2018 \$ 925,511 P&L 2017 \$ 880,012 P&L

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

Is pegboard or computer? **Computer** What type of computer? **Windows 10**

What software? **EagleSoft** 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.