



WESTERN PRACTICE SALES

John M. Cahill Associates

#AC-1236

San Francisco, California

Located in the upscale Presidio Heights/Laurel Heights neighborhood, this practice offers free *90-minute* parking and all of the perks as a member of the Merchant's Association in this unique professional & retail area.

The Practice is a merger possibility and the Seller may be available to work back for a period of time.

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 4-5 new patients per month.

The office occupies approximately 555 square feet and consists of 3 fully equipped OPs, Reception area, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$699,000

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

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

We look forward to serving you

AC-1236

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$699,000

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			8 - 5:30	8 - 5:30	8 - 5:30	8 - 5:30	
Hygienist Hours			8 - 5:30	8 - 5:30	8 - 5:30	8 - 5:30	
Type of Practice:	General			Reason for Selling: Retirement			
Years established:	~ Since 1982			Days worked in 2019: ~ 195+ days			
*Office closed due to Covid from mid-March to mid-June in 2020				Days worked in 2020 ~ 145+ days			

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:	12/01/2016 – 11/30/2021			Expiration date:	November 2021		
Do you share space with another dentist?	No						
Rent per month	\$3,200.00/month		Common area, maintenance fees /taxes included?	No			
If not included, amount paid?	\$400 CAM, \$265 Association/Parking				Are utilities included?	No	
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center	X	
Office Square footage:	~ 555 sq. ft.		Carpet?	Yes	Air conditioning?	No	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	No	Lab:	Yes
Business office:	No	Restrooms:	2 on Floor	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):	Suite on 2nd floor with elevator access of Dental Professional Building w/ 90-minute parking in adjacent parking lot of small, local Shopping Mall in upscale neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	17.82	Diagnostic	25.01	Adjunctive	4.93	Dentures	0.12
General Operative	14.57	Endo	0.31	Ortho/TMJ	1.64	Perio	19.28
Oral Surgery	0.27	Crown/Bridge	16.05				

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

Refer Complex procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 41% Insurance/PPO 59% Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? **Premier & PPO** Yes

***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:

Delta Premier & Aetna

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: **~ 2019: 120+, 2020: 55 Average: ~ 4 - 10**

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

Hygiene days per week: **5 days**

Average age of patients: **Mid-family range: ~ 35+ yrs**

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

Type of recall system used? **Pre-scheduling, Computerized tracking**

Number of recalls per month? **~ 150+**

What types of Practice Promotions? **Website**

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:

The office is designed with efficiency in mind. You will have a turnkey operation at your disposal. The compressor and vacuum are relatively new as is the lathe and vacuum former. The chairs and X-rays function well.

Average age of Equipment: **5-15 years**

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? **No** If yes, how much are they paid? **N/A**

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

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

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

2020 \$ 739,832 2019 \$ 1,106,173 2018 \$ 1,184,840

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

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

What software? **Practice Works**

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.