



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1256 Hollister, California

A steal at only 50% of Current Revenues

The loyal and stable patient have come to trust and appreciate Doctor and Staff in this family-oriented practice with a stellar reputation who takes pride in providing the highest standard of care with honesty and integrity by always putting their patients first. Come sink your roots down in this charming community with the convenience of the beach and big city amenities of the Silicon Valley!

Doctor averages 10-15 patients w/ 8-9 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 20–25+ new patients per month, based on online marketing and internal word-of-mouth referrals.

The office is centrally and conveniently located in an attractive, well-maintained, Professional building in an established single-story Medical Complex w ample parking, easy accessibility and excellent visibility.

The office occupies approximately 1,800 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Reduced Price: \$800,000

Real Estate Also Available

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

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

We look forward to serving you

DG-1256**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$800,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|----------------|-------|---------------------|---------------------------------|-------|-------------------|-----|
| Office Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 1 | |
| Doctor's Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 1 | |
| Hygienist Hours | | 8 – 5 | 8 – 5 | 8 – 5 | 8 – 5 | | |
| Type of Practice: | General | | Reason for Selling: | | | Retirement | |
| Years established: | ~ 60 yrs | | | Days worked in 2019: ~ 240 days | | | |
| *Office closed due to Covid from March 18 – June 1, 2020 | | | | Days worked in 2020 ~ 240 days | | | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|---|-------------------------------------|--|-------------------------------|-------------------|--------------------|------------|
| Is the building/suite owned? | Yes | Is building available for purchase? | Possibly | | | | |
| 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? | N/A | | | | | | |
| Rent per month | \$5,019.00/month | | Common area, maintenance fees /taxes included? | Yes | | | |
| If not included, current amount paid? | N/A | | Are utilities included? | Yes, Water & Sewer | | | |
| Is the rent considered above, below or at fair market value? | Fair Market | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | X | Retail Center | | |
| Office Square footage: | ~ 1,800 sf | | Carpet? | Yes | Air conditioning? | Yes, 2 | |
| 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: | No | Intra-oral Camera: | Yes |
| | | | | | | 3D Imager: | No |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained Professional building in single-story Medical Complex w ample parking, excellent visibility and easy accessibility | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|-----------------|----------|
| Preventative/Hygiene | 13 | Diagnostic | 16 | Adjunctive | 2 | Dentures | 1 |
| General Operative | 11 | Endo | 7 | Ortho/TMJ | 6 | Perio | 5 |
| Oral Surgery | 4 | Cosmetic | | Crown/Bridge | 30 | Implant Surgery | 4 |

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

Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 25 Insurance/PPO 75 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? Premier Only Y 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: **Delta Premier**

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: **~ 20 – 25+**

Average number of patients per day? Per-Doctor: **~ 10 - 15** Per-Hygienist: **~ 9**

Hygiene days per week: **4 days**

Average age of patients: **Young to Mid Family Range: ~ 36 yrs**

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

Type of recall system used? **Pre-scheduling, Dental Software tracked w Text & Email reminder**

Number of recalls per month? **~ 140 - 145**

What types of Practice Promotions? **Yellow Page basic Ad, Online 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: **2012: Office rebuilt after fire**

Average age of Equipment: **~ 12 yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right/Convertible**

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? **- 0 -**

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:

2020 **\$ 1,383,936** *P&L* 2019 **\$ 1,223,068** 2018 **\$ 1,275,069**

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

Is pegboard or computer? **Computer** What type of computer? **HP/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.