



WESTERN PRACTICE SALES

John M. Cahill Associates

DC-1272 San Jose, California

Established for 40 years, Seller is retiring from this quality, long-established practice. All it needs is your talent and skill to take it to the next level with a stable patient base and seasoned staff and policies in place!

The Doctor averages 12 - 15 patients w/ 8 Hygiene patients per day offering 6+ days of Hygiene/per week and welcomes approximately 25-30 new patients per month.

The office is conveniently located in an attractive, well-maintained Dental Professional Building w ample parking on major thoroughfare offering easy accessibility and excellent visibility.

The office occupies approximately 1,200 square feet and consists of 4½ fully equipped Ops, Reception area, Doctor's/Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$899,000

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

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

We look forward to serving you

DC-1272**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$899,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT <i>x1/month</i>
Office Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Doctor's Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Hygienist Hours		9 – 6	9 – 6	9 – 6	9 – 6	9 – 6	9 - 6
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	Since 1980		Days worked past 12 months:			~ 200 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:	2 (two) 5-yr options remaining			Expiration date:	September 2025		
Do you share space with another dentist?	No						
Rent per month	\$4,978.76/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$7,834/yr Taxes		Are utilities included?	Yes, Water			
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:	1,200 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped ops:	4 ½		Plumbed for additional ops?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Dr Office	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 long, established Dental Professional building w ample parking on major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14.89	Diagnostic	13.30	Adjunctive	1.05	Prosth, Rem	5.84
Restorative	29.69	Endo	3.25	Ortho	1.14	Perio	6.12
Oral Surgery	7.21	Cosmetic		Crown/Bridge	7.09	Implant	10.40

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

Refer only Complex Cases & Difficult Procedures

Type of patients as a percentage of Collections:

Private Pay 51.83 **Insurance/PPO** 48.17 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, MetLife

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: ~ **12 - 15** Per-Hygienist: ~ **8**

Hygiene days per week: **6+ days**

Average age of patients: **Mid-Family Range: ~ 40 yrs**

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

Type of recall system used? **Dentrix**

Number of recalls per month? ~ **160**

What types of Practice Promotions? **Website & Internal Marketing: Patient 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:

Average age of Equipment: **Cabinets: ~15 yrs / Chairs: ~25 yrs / Carts: ~3 yrs / X-Ray Units: ~15 yrs**

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

PERSONNEL INFORMATION AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid?

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:

2019 \$ 1,459,574 P&L 2018 \$ 1,371,438 2017 \$ 1,311,170

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

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

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.