



WESTERN PRACTICE SALES

John M. Cahill Associates

DN-1268 Santa Cruz, California

Love the smell of the ocean air, the feel of an ocean breeze, with spectacular and breathtaking beach views? Then this practice has your name on it! Ideally located in the beautiful coastal community of Santa Cruz, this well-established and beloved practice was recently professionally remodeled with comfort, tranquility, and ascetics in mind, giving patients a welcoming and calming experience. The friendly, well-tuned, and knowledgeable staff offer conservative treatment with a high potential for growth for the astute Dentist who keeps specialty procedures in-house.

The Doctor averages 6 patients w/ 7 - 8 Hygiene patients per day offering 6½ days of Hygiene/per week and welcomes approximately 12 -14 + new patients per month.

Perfectly situated on a hard corner of two major thoroughfares in a vibrant popular combination commercial and upscale residential neighborhood, surrounded by numerous popular eateries, coffee, and retail shops which create an abundance of foot traffic. Located in an attractive, Spanish-style, well-maintained, single-story ADA compliant building with ample parking, excellent visibility, and is just 2-blocks from beach access! The office occupies approximately 1,535 square feet and consists of 4 fully equipped Ops, Reception, Private office, Business Office, Sterilization, Darkroom, Lab, Storage, and 2 Restroom.

Full Price: \$ 695,0000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DN-1268

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$695,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 4	8 - 4	8 - 4	8 - 4	8 - 3	
Doctor's Hours		8 - 3	8 - 3	8 - 3	8 - 1		
Hygienist		7:40 - 4:40	7:40 - 4:40 ^{x2}	7:40 - 4:40	7:40 - 4:40 ^{x2}	7:40 - 12:40	
Type of Practice:	General		Reason for Selling:		Semi-retirement		
Years established:	Since 1987			Days worked in 2019: ~ 173			
*Office closed due to Covid from March 12 - June 15, 2020				Days worked in 2020 ~ 113			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns condo/building			Expiration date:			
Do you share space with another dentist?	N/A						
Rent per month	~ \$5,500.00/month		Common area, maintenance fees /taxes included?			No	
If not included, current amount paid?	~\$625/mon		Are utilities included?		Common Area: Water, Trash, Electric, Landscaping & Required Maintenance.		
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	<input checked="" type="checkbox"/>	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,535 sq ft		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped OPs:	4		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:	No
Description of office building, Location and attributes of practice (a brief description):		Fully remodeled in 2017/2018. ADA compliant single-story Condo Unit located on the corner of two thoroughfares w high foot traffic, excellent visibility, ample parking and easy walking accessibility to the beach					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	26	Diagnostic	17	Adjunctive	1	Dentures	3
General Operative	43	Endo	1	Ortho/TMJ	3	Perio	w Prev
Oral Surgery	2	Cosmetic / Crown/Bridge / Implant			*included in General Operative		

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

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

Type of patients as a percentage of Collections:

Private Pay 53.14 Insurance/PPO 46.86 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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta, Connection & Cigna**

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: **~ 12 – 14 +**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 7 - 8**

Hygiene days per week: **6 ½ days**

Average age of patients: **Mature Family Range: ~ 40 - 50 yrs**

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

Type of recall system used? **Practice Software: Dentrix**

Number of recalls per month? **~ 80**

What types of Practice Promotions? **None**

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: **Professionally redecorated/remodeled in 2017/2018 w/ modern, upscale & sophisticated décor. Equipment regularly updated and in good functioning condition**

Average age of Equipment: **All new as of 2018**

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? **Yes** If yes, how much are they paid? **\$35.00/hr**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 666,373 2019 \$ 887,102 2018 \$ 872,882

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

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