



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-1206 Las Vegas, Nevada

Established for 15 yrs with streamlined policies for marketing and efficiency, Office is a well-run machine, which awaits your talent and skill to take it to the next level! Seller is relocating to be closer to family. *Don't let this golden opportunity pass you by! Establish your dream dental empire at this proven location with Fair Market Rent!*

Doctor averages 8 - 15 patients w/ 8 - 12 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 20 – 25+ new patients per month, based on word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in a single-story suite in a busy, highly visible, easily accessible, attractive, well-maintained Retail Shopping Center with restaurants and other popular business amenities as anchor tenants. The street-level accessibility creates traffic flow and generates growth for practice! Office consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.*

Full Price: \$725,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

LV-1206

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$725,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ Since 2005		Days worked in 2019:		~ 205+ days		

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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:	5 yrs		Expiration date:	2025			
Do you share space with another dentist?	No						
If yes, percentage of Associate's Production:	N/A						
Rent per month	\$3,510.52/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$798.28/month		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	*See note above		Carpet?	Yes, Partial		Air conditioning?	Yes
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:	Yes
Description of office building, Location and attributes of practice (a brief description):	Single-story Suite in busy, highly visible, easily accessible Retail Center with popular Restaurants and business amenities as tenants						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14.14	Diagnostic	13.35	Adjunctive	0.39	Dentures	2.99
General Operative	7.39	Endo	0.11	Ortho	8.04	Perio	6.97
Oral Surgery	2.70	Cosmetic	1.76	Crown/Bridge	42.15		

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

Refer Complex Perio & Endo

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Medicaid _____ Capitation (HMO) _____ NPD (Culinary) _____

Does your practice participate in "Care Credit"? **Yes**

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

Metlife, Delta, Cigna, Aetna, BCBS, GEHA, Principal, Teachers, Liberty, Guardian, Healthscope, United Healthcare, Ameritas, Boon Chapman, Humana, Premier Access, Reliance, Lincoln

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

Hygiene days per week: **4 days**

Average age of patients: **~ 35 years**

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

Type of recall system used? **Reserve Well, Dentrax tracking**

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

What types of Practice Promotions? **New Patient Promotion**

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: **~ 5 years old & well-kept**

Average age of Equipment: **Varies**

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? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2019 \$ 966,443 2018 \$ 973,940 2017 \$ 939,424

***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.

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