



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#EG-1279**

### **Sacramento, California**

***Location, location, location!*** Conveniently located in an attractive, well-maintained, 2-story, Medical Professional building with close proximity to CSUS campus, *this long-established, quality practice sets the bar for all dentists to strive for!* With a little attention to marketing and maximizing office hours and workweek, watch your production and success soar to a new level! The possibilities are endless and just awaits your talent and skill!

The Doctor averages 8 patients w/ 7 Hygiene patients per day offering 3 days of Hygiene/per week on a relaxed 3-day workweek and welcomes approximately 4 new patients per month.

Located in one of Sacramento's most sought-after professional corridors, it draws its patient base from upscale neighborhoods and nearby surrounding Retail/Business district. The office occupies approximately 1,200 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$425,000***

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

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**800.641.4179**

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

**We look forward to serving you**

# EG-1279

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$425,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	7 – 4	8 – 5	8 – 5	8 – 12	
Doctor's Hours		8 – 4	7 – 4		8 – 5		
Hygienist Hours			7 – 4	8 – 5	8 – 5		
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	<b>Since 1973 ~ 45+ yrs</b>			Days worked in 2019: ~ <b>135+ days</b>			
<b>*Office closed due to Covid from March 10 – June 1, 2020</b>				Days worked in 2020 ~ <b>105 days</b>			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>Month-to-Month</b>			Expiration date:	<b>Expired</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$3,695.53/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>Yes, Electric, Water, &amp; Janitorial</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>~ 1,200 sf</b>	Carpet?	<b>Partial + Wood</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>4</b>	Plumbed for additional OPs?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
					<b>Yes</b>	3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained Professional building w mature landscaping and ample parking on tree-lined thoroughfare, off highly desirable medical corridor in affluent, sought-after commercial neighborhood w excellent visibility and easy accessibility**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14	Diagnostic	13	Adjunctive	2	Dentures	1
General Operative	14	Endo	5	Ortho/TMJ	1	Perio	1
Oral Surgery	3	Cosmetic	1	Crown/Bridge	41	Implant Surgery	2

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

**Refer Complex Oral Surgery, Perio, ALL Ortho, Difficult Endo**

Type of patients as a percentage of Collections:

Private Pay 16 Insurance/PPO 84 Denti-Cal 0 Capitation (HMO) 0 Other       

Are you a **Delta Provider**? Premier Only        Premier + PPO Y

**\*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 Dental**

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: **~ 4**

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

Hygiene days per week: **3 days**

Average age of patients: **Mature Range**

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

Type of recall system used? **Pre-scheduling & Postcards**

Number of recalls per month? **~ 97**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals, 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:

New Floor Coverings ~ 2020

Average age of Equipment: **Varies: 1973 original Equipment purchased, maintained and replaced as needed: Xray Unit, Dental Chair, Sterilizer, Compressor, All functioning well**

Any equipment leases? **Yes, Software**

Equipment is right/left-handed/convertible? **Right/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? **\$200.00/month**

Has staff left the practice recently? **Yes, due to Covid**

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

### PRACTICE FINANCIAL PROFILE

**Last 3 years' Gross Collections from Corporate Fiscal Tax year: Nov 1 – Oct 31**

2019 **\$ 504,673** *Nov'19-Oct'20* 2018 **\$ 656,778** *Nov'18-Oct'19* 2017 **\$ 708,463** *Nov'17-Oct'18*

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

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

What software? **Patient Base - Carestream**

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.**