



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #IG-1265 Stockton, California

*Practice is on track to collect ~ \$800k in 2021!*

Well-established practice serves multi-generational patient base with strong internal referrals due to emphasis on conservative treatment and preventive care in a warm and caring environment.

The Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 2½ days of Hygiene/per week and welcomes approximately 8 new patients per month.

The office is located in an attractive, well-maintained, well-established, 2-story professional complex in desirable corridor w easy freeway accessibility and close proximity to a huge, new, fast-growing neighborhood with virtually no nearby services.

This office is 1,106 square feet, beautifully remodeled and consists of 3 equipped Ops w/ space for possible Hygiene Room, Business office, Doctor's office, Reception area, Sterilization, Dark room, Storage and 2 Restrooms and state-of-the-art CD sound speakers and virtual reality system ensure patient comfort and enjoyment during each dental visit with glass swinging doors which open to peaceful views!

***Full Price: \$468,000***

***Real Estate Also Available***

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

Timothy G. Giroux, DDS

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**800.641.4179**

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

**We look forward to serving you**

# IG-1265

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$468,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5 *alt	8 – 5	8 – 5 *alt	
Doctor's Hours		8 – 5	8 – 5	8 – 5 *alt	8 – 5	8 – 5 *alt	
Hygienist Hours			8 – 5	8 – 5 *alt	8 – 5	8 – 5 *alt	

\*Office Hours alternates every-other week on Wednesdays &amp; Fridays

Type of Practice: <b>General</b>	Reason for Selling: <b>Personal</b>
Years established: ~ 40+ yrs	Days worked in 2019: ~ 175+ days
*Office closed due to Covid from March 15 – June 1, 2020	Days worked in 2020 ~ 130+ days

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? <b>Yes</b>	Is building available for purchase? <b>Yes</b>
Is the space leased? <b>N/A</b>	Is lease renewable? <b>N/A</b> Is lease assignable? <b>N/A</b>
Term of Lease: <b>Seller owns Condo</b>	Expiration date: <b>N/A</b>
Do you share space with another dentist? <b>No</b>	
Rent per month <b>Buyer to Purchase Condo</b>	Common area, maintenance fees /taxes included? <b>No</b>
If not included, current amount paid? ~ \$400.00/month	Are utilities included? <b>No</b>
Type of Building: <b>Condo</b> <input checked="" type="checkbox"/> Free-standing	Professional <input type="checkbox"/> Retail Center
Office Square footage: ~ 1,106 sf	Carpet? <b>Yes</b> Air conditioning? <b>Yes</b>
Number of fully equipped OPs: <b>3</b>	Plumbed for additional OPs? <b>No (Extra Space for Possible Hygiene Room)</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, 2</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> 3D Imager: <b>No</b>

Description of office building, Location and attributes of practice (a brief description): **Long-established, attractive, well-maintained, 2-story Professional complex located in desirable, upscale corridor w easy freeway accessibility and close proximity to a new, huge and fast-growing neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	12	Adjunctive	1	Dentures	1
General Operative	10	Endo	1	Ortho/TMJ	3	Perio	9
Oral Surgery	1	Cosmetic	1	Crown/Bridge	43	Implant Surgery	1

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 20 Insurance/PPO 80 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: **~ 8**

Average number of patients per day? Per-Doctor: **~ 8 - 10** Per-Hygienist: **~ 8**

Hygiene days per week: **2½ days**

Average age of patients: **Mature Family Range: ~ 55 yrs**

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

Type of recall system used? **Computer & Postcards**

Number of recalls per month? **~ 80 - 90**

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth 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: **2017: New Carpet, Tile & Paint, all equipment regularly maintained and in good functioning condition**

Average age of Equipment: **~ 7 yrs**

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, Staff left due to Maternity Leave and did not return**

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2020     \$ 621,061 P&L        2019     \$ 840,267        2018     \$ 777,916    

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

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

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.**