



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #LV-1266 Las Vegas, Nevada

Amazing opportunity to purchase a growing practice located in the Southwest part of Las Vegas in a desirable retail strip center.

The Doctor averages 10-20+ patients per day and welcomes approximately 25-30+ new patients per month.

The office is conveniently located in an attractive, well-maintained, busy, popular mixed-tenant Retail Shopping Center with restaurants and thriving businesses at the corner of major cross streets of busy intersection of two major thoroughfares in desirable neighborhood.

The office consists of 5 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.\*

***Full Price: \$565,000***

*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-1266

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$565,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6			
Doctor's Hours		9 – 6	9 – 6	9 – 6			
Type of Practice:	<b>General</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ Since 2006			Days worked in 2019: ~ 155+ days			
*Office closed due to Covid from March 19 – May 31, 2020				Days worked in 2020: ~ 135+ days			

## OFFICE SPACE &amp; 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?	<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>8 yrs</b>	Expiration date:	<b>August 2026</b>				
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$3,650.40/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?	Are utilities included?		<b>Yes, Water</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>*See note above</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>5</b>	Plumbed for additional OPs?	<b>Yes</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>No</b>	Intra-oral Camera:	<b>No</b>
						3D Imager:	<b>No</b>

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

**Attractive, well-maintained, single-story, busy, popular mixed-tenant Retail Shopping Center w restaurants and thriving businesses at the corner of major cross streets of busy intersection of two major thoroughfares in desirable neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>20</b>	Diagnostic		Adjunctive		Dentures	<b>8</b>
General Operative	<b>20</b>	Endo	<b>5</b>	Ortho/TMJ	<b>5</b>	Perio	<b>12</b>
Oral Surgery	<b>10</b>	Cosmetic	<b>5</b>	Crown/Bridge	<b>10</b>	Implant	<b>5</b>

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

**Refer Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Endo, Severe Peri, Difficult Pedo Management**

Type of patients as a percentage of Collections:

Private Pay **24%** Insurance/PPO **62%** Medicaid **13.99** Capitation (HMO) **-** NPD (Culinary) **.01**

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

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

**Medicaid, (Delta) Veterans PPO**

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: **~ 25- 30/month**

Average number of patients per day? Per-Doctor: **~ 10 – 20** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Full Family Range: 11y – 60+ yrs**

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

Type of recall system used? **Texting, Email Reminders**

Number of recalls per month? **~ 60+ - 100**

What types of Practice Promotions? **Google Ad, YELP, 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: **All equipment are regularly maintained and in good functioning condition**

Average age of Equipment: **Ranges and varies from 4 months to 14 yrs old**

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

## 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? **\$19,200.00/yr**

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

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

## PRACTICE FINANCIAL PROFILE

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

2020 \$ 835,178 P&L 2019 \$ 653,988 2018 \$

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

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

What software? **Genesis** 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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