



WESTERN PRACTICE SALES

John M. Cahill Associates

#HG-934 Grass Valley, California

Seller Motivated! Priced at only 42% of Collections!

This charming and quaint Sierra Foothills community boasts of forward-thinking population and perennial recreational activities while preserving its Gold Country history and laid-back, family-oriented lifestyle ~ ***it just doesn't get any better than life in this beautiful town! This is a paradise where people flock and escape to visit and vacation ~ just imagine living and practicing here!***

The Doctor averages 6 patients w/ 8 Hygiene patients per day offering 16 days of hygiene/per month and welcomes approximately 8-10 new patients per month.

Underworked patient base should support much larger production numbers

The office is conveniently located in an attractive, well-maintained, long-established Professional building offering beautiful views, with ample parking, off major thoroughfare in busy corridor of desirable neighborhood.

The office occupies approximately 1,200 square feet and consists of 3 fully equipped Ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Reduced Price: \$145,000

~~Full Price: \$200,000~~

Real Estate \$190,000

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

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

We look forward to serving you

HG-934

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$145,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 12		
Doctor's Hours		9 – 12	9 – 5	9 – 12	9 – 12		
Hygienist Hours		9 – 5	9 – 5	9 – 5			
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 40+ yrs			Days worked in 2019:			
*Office closed due to Covid from	(start/end dates)			Days worked in 2020:			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	N/A	Is lease renewable?	N/A
Term of Lease:	Seller owns suite	Expiration date:	N/A
Do you share space with another dentist?	No	Is lease assignable?	N/A
Rent per month	Seller owns suite	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	N/A	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market Value		
Type of Building:	Condo X	Free-standing	Professional X Retail Center
Office Square footage:	~ 1,150 sf	Carpet?	Yes Air conditioning? Yes
Number of fully equipped ops:	3	Plumbed for additional ops?	No
Reception area:	Yes	Dark room:	Yes
Business office:	No	Restrooms:	Yes, 1
Digital X-ray:	No	Lasers:	No
Cerec:	No	Intra-oral Camera:	No
3D Imager:	No	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, well-established Professional building w/ beautiful views in desirable neighborhood		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	32	Diagnostic	12	Adjunctive	2	Dentures	7
General Operative	18	Endo	0	Ortho/TMJ	0	Perio	2+
Oral Surgery	3	Cosmetic	5	Crown/Bridge	22	Implant Surgery	0

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

Most/complex Oral Surgery (75%), ALL Endo, Perio, Pedo

Type of patients as a percentage of Collections:

Private Pay 50 Insurance/PPO 50 Denti-Cal Capitation (HMO) Other

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

***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"? **Minimal**

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

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 - 10**

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

Hygiene days per month: **16 days/month** Percentage of Production by Hygiene: **~ 30**

Average age of patients: **Mature Family range: ~ 50+ yrs**

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

Type of recall system used? **Postcards**

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

What types of Practice Promotions? **Social Media: Facebook**

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: **Remodeled 2001 – Good Condition**

Average age of Equipment: **~ 18 yrs**

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

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?

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

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

PRACTICE FINANCIAL PROFILE

Last 4 years' Gross Collections from Profit & Loss Statements:

2020 \$ 333,462 2019 \$ 365,603 2018 \$ 357,917 2017 \$ 377,942

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

Number of statements sent each month? **~ 70** Is pegboard or computer? **Computer**

What type of computer? **Dell PC** What software? **Easy Dental**

Is software transferable? **Unknown, 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.