



WESTERN PRACTICE SALES

John M. Cahill Associates

#HN-1277

Sierra Foothills, California

Established Sierra Foothills practice, 37 years with large, stable patient base and seasoned staff. Success built on reputation for patient centric, prevention focused, high quality care. Solo/group setting affords shared staff, overhead and management while creating a more durable practice reputation. This remarkable opportunity awaits your talent and skill. Continue the tradition as you live and practice in an idyllic community, enjoying historic charm, culture and endless recreational opportunities.

The Doctor currently averages 15 patients/day on a compressed 3-day work week, patients and facility could readily expand into 4 -5 days. 7.5 days of Hygiene/per week. *Welcomes approximately 30+ new patients per month!*

The office is conveniently located in an attractive, well-maintained restored building in the scenic historic neighborhood. The office occupies approximately 3,000 square feet and consists of 7 fully equipped OPs, Reception area, Doctor's office, Sterilization area, Staff lounge, *Complete Restorative Lab*, Storage, and 3 Restrooms.

Full Price: \$595,000

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

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

We look forward to serving you

HN-1277**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$595,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours				8 – 5	8 – 5	8 – 5	
Doctor's Hours				8 – 5	8 – 5	8 - 5	
Hygienist Hours				8 – 5	8 – 5	8 – 5	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ Since 1984			Days worked in 2019: ~ 140 days			
*Office closed due to Covid from March 20 – April 20, 2020				Days worked in 2020 ~ 120 days			

OFFICE SPACE & LEASE INFORMATION

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 years w/ 1-5 yr option			Expiration date:	May 26, 2026		
Do you share space with another dentist?	Yes						
Rent per month	\$ 3,057.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included?			No			
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 3,000 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	7		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	E4D	Yes	Laser:	Yes	Intra-oral Camera:	No
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Well-established, beautifully restored historical building in pristine, historic Sierra Foothills district with ample parking in rear						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Hygiene/Perio Cleaning	26.7	Diagnostic	8.4	Adjunctive	3.7	Dentures	.5
Restoration	11	Endo	7.7	Ortho/TMJ	0	Perio	
Oral Surgery	0	Cosmetic	0	Crown/Bridge	32	Implant	10

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

Refer Complex Endo, Implants and Pedo

Type of patients as a percentage of Collections:

Private Pay 60 Insurance/PPO 40 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

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: **~ 30**

Average number of patients per day? Per-Doctor: **~ 15** Per-Hygienist: **~ 8**

Hygiene days per week: **~ 7.5 days**

Average age of patients: **Mature Family Range: ~ 50 yrs**

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

Type of recall system used? **Pre-scheduling, Reminders**

Number of recalls per month? **~ 250**

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.*

