



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1292 San Jose, California

If you've always wanted to live in the heart of Silicon Valley, near the cultural and technological epicenter, this practice is for you! Surrounded by major technology, cultural, financial, political activity, you'll find your practice to be the home to a loyal and stable patient base of families as well as professionals. *If this wasn't enough to catch your attention, the current Below Fair Market Lease does not expire until March 2030 and has 2 5-year options to extend!*

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 7 - 8 new patients per month.

The office is conveniently located in an attractive, well-maintained, free-standing building w ample parking, easy accessibility, good visibility with close proximity to popular Shopping all of which generates high traffic flow to the neighborhood.

The office occupies approximately 1,880 square feet and consists of 4 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$295,000

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

DN-1292

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$295,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	10 – 7		10 – 7	10 – 7	
Doctor's Hours		9 – 5	10 – 7		10 – 7	10 – 7	
Hygienist Hours			10 – 7			10 – 7	
Type of Practice:	General		Reason for Selling:		Personal		
Years established:	~ Since 2010			Days worked in 2019: ~ 180 days			
*Office closed due to Covid from March 13 – May 31, 2020				Days worked in 2020 ~ 160+ days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	No	Is building available for purchase?	/A				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	20 yrs. w/ 2 (two) 5-yr options			Expiration date:	March 2030		
Do you share space with another dentist?	N/A						
Rent per month	\$4,049.58/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?	Below FMR						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,880 sq. ft.		Carpet?	Hardwood	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, free-standing building w/ close proximity to popular Shopping Center w high-traffic flow						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	14	Adjunctive	3	Dentures	0
General Operative	22	Endo	5	Ortho/TMJ	12	Perio	13
Oral Surgery	3	Cosmetic		Crown/Bridge	10	Implant Surgery	6

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

Refer Complex Oral Surgery: 3rd molar EXT, Endo Retreatment, Difficult/uncooperative Pedo

Type of patients as a percentage of Collections:

Private Pay ~30 Insurance/PPO ~70 Denti-Cal 0 Capitation (HMO) 0 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 Dental, and DBP**

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: **~ 7 – 8**

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

Hygiene days per week: **2 days/per wk**

Average age of patients: **Family Range**

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

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

Number of recalls per month? **~ 35+**

What types of Practice Promotions? **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: **2 Chairs: ~ 10 yrs, 2 Chairs <1 yr**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

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 3 years' Gross Collections from Tax Returns:

2020 \$ 361,330.28 P&L 2019 \$ 378,805 2018 \$ 312,423

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

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

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.