



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1293 Santa Cruz, California

Not only is this practice located in a much loved city on beautiful Monterey Bay. This well-established, highly respected and conveniently located general and aesthetic practice is absolutely every practitioner's dream. Focused on quality of care and building long term relationships, it consistently provides patient satisfaction and loyalty. Practice growth is maintained by word-of-mouth referrals and 5-star reviews. Thorough treatment planning and patient education in this practice creates many long term patients who desire, appreciate, and accept comprehensive treatment plans. And, in keeping with the quality of this practice, the Seller is proposing a transition that has proven to be beneficial to a Buyer.

Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 5 - 6 days of Hygiene/per week and generates approximately 15 new patients per month.

This modern, fully computerized, and digital office comes complete w/ a Cerec! This light and airy office occupies approximately 2,347 square feet and consists of 5 fully equipped OPs, Reception area, 2 Doctor's Offices, Business Office, Sterilization, Lab, Storage, and 2 Restrooms.

Full Price: \$927,000

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

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

We look forward to serving you

DN-1293

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$927,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	9 - 1	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	Since 2007			Days worked in 2019: ~ 185+ days			
*Office closed entire month of April, 2020 due to Covid				Days worked in 2020 ~ 170 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?				
Term of Lease:	Lease w/ Options to 2035			Expiration date:	2035			
Do you share space with another dentist?	N/A							
Rent per month	\$ 5,779.00/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	Professional	X	Retail Center			
Office Square footage:	~ 2,347 sq ft	Carpet?	Partial	Air conditioning?		Yes		
Number of fully equipped OPs: 5		Plumbed for additional OPs?		No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes, 2	Lab:	Yes	
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes	
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	Yes	
Description of office building, Location and attributes of practice (a brief description):		Natural light from floor-to-ceiling windows, garden-like settling in one of the area's most sought-after, single-story, mid-century, modern Medical/Dental Complexes w/ ample parking and amazing curb-appeal w/ Specialty practices close by						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13.05	Diagnostic	8.97	Adjunctive	1.69	Dentures	1.68
General Operative	10.97	Endo	1.87	Ortho/TMJ	0.02	Perio	0.59
Oral Surgery	0	Cosmetic	7.86	Crown/Bridge	53.30	Implant Surgery	

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

Refer ALL Oral Surgery, Perio Surgery, Implants, Ortho & Pedo

Type of patients as a percentage of Collections:

Private Pay 40 **Insurance/PPO** 60 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:

Aetna PPO, Cigna PPO and 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: ~ **15**

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

Hygiene days per week: ~ **5 - 6 days**

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

Does the office have Nitrous Oxide? **Yes, central system**

Type of recall system used? **Dentrix Continuing Care**

Number of recalls per month? ~ **160**

What types of Practice Promotions? **Website, Word-of-Mouth referrals from 5-star Internet reviews**

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: **2009: Remodeled w/ custom cabinetry, new Units & Flooring, Plumbed for central Nitrous, Custom Patient Seating. Recent Additions: Planmeca Pro Pano, Cerec & new A/C Unit, Computers, Dental Assistant Stools, Printers, Dual-air Compressor, Florida Probe Hygiene Computers**

Average age of Equipment: **Most equipment updated within the last 10 yrs**

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

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 **\$ 1,080,052** *P&L* 2019 **\$ 1,256,682** 2018 **\$ 1,318,067**

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

Is pegboard or computer? **Computer** What type of computer? **Dell/Window Op System**

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.