



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DG-1297 San Jose, California

*Practice is on track to collect ~ \$785k in 2021!*

Excellent location and stellar reputation go hand-in-hand, contributing to the success of this office in desirable commercial/residential neighborhood. Be part of a community and this beloved, family-oriented practice with a stable, multi-generational patient base who are loyal and appreciative of the quality care they receive in this practice, whose motto is: tender loving care.

The Doctor averages 6 patients w/ 7 – 8 Hygiene patients per day offering 3½ days of Hygiene/per week and welcomes approximately 10-12 new patients per month.

The office is conveniently located in an attractive, well-maintained, established, single-story Medical/Dental Professional building with excellent visibility from great signage and excellent exposure on well-traveled thoroughfare with high traffic volume of approximately 11,500 cars/per day!

The office occupies approximately 1,875 square feet and consists of 4 fully equipped OPs with plumbing for 2 additional OPs, Reception area, Doctor's office, Sterilization, Lab, Storage, and 2 Restrooms.

***Full Price: \$490,000***

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

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**800.641.4179**

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

**We look forward to serving you**

# **DG-1297****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$490,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30	
Doctor's Hours		9 – 5:30	9 – 5:30	9 – 5:30	Off	9 – 5:30	
Hygienist Hours		9 – 5:30	9 – 5:30	9 – 5:30	Off	9 – 5:30	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ <b>Since 2004</b>			Days worked in 2019:		~ <b>165+ - 175+ days</b>	
<b>*Office closed due to Covid from March 14 – May 15, 2020</b>				Days worked in 2020		~ <b>145 – 150+ days</b>	

**OFFICE SPACE & LEASE INFORMATION**

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>1 year / Month-to-Month</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$3,170.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ <b>1,875 sf</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>4</b>		Plumbed for additional OPs?	<b>Yes, 2 additional</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</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>Yes</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

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

**Highly-visible w/ great signage, attractive, well-maintained, single-story, Medical-Dental Professional building built in the 1950's with excellent exposure from approximately high traffic flow of estimated 11,500 cars/per day**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15	Diagnostic	17	Adjunctive	2	Dentures	3
General Operative	22	Endo	5	Ortho/TMJ	0	Perio	11
Oral Surgery	3	Cosmetic		Crown/Bridge	20	Implant Surgery	1

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

**Refer Complex Oral Surgery: Implant Surgery & 3<sup>rd</sup> molars, Endo, Very Little Perio, Difficult Pedo**

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Denti-Cal 0 Capitation (HMO) 0 Other \_\_\_\_\_

Are you a **Delta Provider**? Premier Only Y 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 Premier, Humana, Dropped MetLife last year and Cigna recently**

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: **~ 10 - 12**

Average number of patients per day? Per-Doctor: **~ 6** Per-Hygienist: **~ 7 - 8**

Hygiene days per week: **3½ days**

Average age of patients:

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

Type of recall system used? **PRACTICE MOJO Text & Email, Automated w/ Personal Calls, Email blasts**

Number of recalls per month? **~ 50**

What types of Practice Promotions? **\$195.00 New Patient Special – Cash Patient Rewards/Promotions**

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: **Original Build-out: ~ 35 yrs / 10 yrs: Flooring & Paint / 3 yrs: New Cabinets & Sterilization**

Average age of Equipment: **Chairs ~ 1 – 16 yrs**

Any equipment leases? **Yes, Vacuum w/ 6 months remaining on Lease**

Equipment is right/left-handed/convertible? **Right-handed & 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? **Yes\*** If yes, how much are they paid? **\$25.00/hr**

Has staff left the practice recently? **Yes**

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

### PRACTICE FINANCIAL PROFILE

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

2021 \$ 396,183 *6m P&L* 2020 \$ 592,000 2019 \$ 703,123 2018 \$ 721,268

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

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

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.**