



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1310 Watsonville, California

Imagine living in a quiet, rural, coastal town that has an ideal climate, a stable, diversified economy with an agricultural influence, and “big city” amenities less than an hour away.

We are offering a family-oriented practice that thrives and focuses on delivering quality care to a stable and loyal patient base. The Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day, currently offering only 1 day of hygiene/per week and generates approximately 4 - 5 new patients per month, all on a relaxed schedule!

The office is conveniently located in an attractive, beautifully-maintained, easily accessible, single-story, free-standing building with ample parking, in a desirable, bustling, and well-established neighborhood. This office occupies approximately 1,800 square feet and consists of 4 fully equipped OPs with plumbed for 1 additional OP, Reception area, Doctor’s office, Sterilization, Lab, Storage, and 2 Restroom.

Full Price: \$315,000

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

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

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

We look forward to serving you

DN-1310

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$315,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 3	8 – 3	8 – 5	8 – 5	
Doctor's Hours					8 – 5		
Hygienist Hours					8 – 5		
Type of Practice:	General		Reason for Selling:		Personal, downsizing		
Years established:	~ 23 yrs			Days worked in 2019: ~ 95+ days			
*Office closed due to Covid for approximately 3 weeks				Days worked in 2020 ~100+ 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:	10 yrs			Expiration date:	April 2027		
Do you share space with another dentist?	No						
Rent per month	\$2,000.00/month		Common area, maintenance fees /taxes included?		No		
If not included, current amount paid?	\$150.00/month			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:	~ 1,800 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	1			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restroom:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	No

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

Attractive, beautifully-maintained, easily accessible, single-story, free-standing building with ample parking, in a desirable, bustling and well-established neighborhood. Strong patient base of with insurance

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	5	Diagnostic	5	Adjunctive		Dentures	5
General Operative	20	Endo	20	Ortho/TMJ	2	Perio	1
Oral Surgery	10	Cosmetic	2	Crown/Bridge	30	Implant Surgery	0

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

Refer Complex Perio

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Aetna, Blue Cross/Blue Shield, Connection Dental, Delta, Dentegra, Guardian, Humana, MetLife, Principal, Sun Life/DHA, United Concordia & United Health One**

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: **~ 4 - 5**

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

Hygiene days per week: **1 day**

Average age of patients: **Mature Family Range: ~ 40 – 50 yrs**

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

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

Number of recalls per month? **~ 45**

What types of Practice Promotions? **None**

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: **Practice updated and remodeled x 1 ½ yrs ago, Equipment maintained regularly and in good functioning condition**

Average age of Equipment: **~ new – 20 years**

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? **N/A**

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 \$ 289,057 2019 \$ 497,363 2018 \$ 441,998

***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.