



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1312 *Pedo*
Glendale, Arizona

Step into this practice and be a part of an *elite Pediatric practice* in this desirable Glendale neighborhood. Established for 25+ years, Doctor and Staff have served several generations of families and do not overlook any detail for patient comfort to provide the best experience as they *focus on prevention through education, diet and home care habits* and providing the highest standard of dental care to preserve their dentition with personable relationships.

Doctor averages 10-12 patients per day with 12–15 Hygiene patients per day offering 4 Hygiene days/week to a loyal patient base and generates approximately 4 - 5+ new patients per month. *There is great potential for growth and increased revenue stream by social media marketing, Hospital credentialing when Pedo Annex opens in 2023 and incorporating Ortho and sedation procedures within the practice.*

This spacious office with its fun and enchanting décor, is conveniently located in an attractive, well-maintained Medical/Dental Professional building complex with ample parking on the busy intersection of 2 major thoroughfares in a desirable professional corridor. The office occupies approximately 2,343 square feet and consists of 6 fully equipped OPs, with room to expand, Reception area, Doctor's office, Sterilization, Storage and 2 Restrooms and Digital Pano Unit, equipped for digital Bitewings.

Full Price: \$437,000

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

Jeff Tonner, JD

800.641.4179

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

We look forward to serving you

AZ-1312

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$437,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7:30 – 4	7:30 – 3	7:30 – 4	7:30 – 4	7 - 2	
Doctor's Hours		7:30 – 4	7:30 – 3		7:30 – 4	7 - 2	
Hygienist Hours *		7:30 – 4	7:30 – 3		7:30 – 4	7 - 2	

*Practice on a light patient schedule due to Covid.***Practice typically has two hygienists on staff, currently only one.*

Type of Practice:	Pedo	Reason for Selling:	Retirement
Years established:	~ 25 yrs	Days worked in 2019:	~ 170+ days
*Office closed due to Covid from March 13 – May 10, 2020		Days worked in 2020:	~ 140+ 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?	Is lease assignable?
Term of Lease:	5 yrs w/ 1 (one) 5-yr option	Expiration date:	June 2023
Do you share space with another dentist?	No		
Rent per month	\$4,298.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	\$1,940.00/month	Are utilities included?	Water only, No Utilities
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:	~ 2,343 sq ft	Carpet?	Partial Air conditioning? Yes
Number of fully equipped OPs:	6	Plumbed for additional OPs?	No *450+ sf available for expansion
Reception area:	Yes	Staff Lounge	Yes Doctor's office: Yes Lab: No
Business office:	No	Restrooms:	Yes, 2 Sterilization: Yes Storage: Yes
Digital X-ray:	No	Cerec:	No Laser: No Intra-oral Camera: No 3D Imager: No

Description of office building, Location and attributes of practice (a brief description): **Long-established, attractive & well-maintained Medical Professional Complex w close proximity to Hospital and new Pedo Annex to open in 2023!**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Limited to Pedodontics**

Preventative/Hygiene	50.25	Diagnostic	21.35	Adjunctive	2.0	Dentures
General Operative	10.78	Endo	0.67	Ortho/TMJ		Perio
Oral Surgery	1.67	X-ray	13.26	Crown/Bridge		Implant Surgery

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

Complex Endo, 3rd Molars, Perio, Difficult Pedo requiring sedation

Type of patients as a percentage of Collections:

Private Pay 23.5 **Insurance/PPO** 76.5 AHCCCS 0 Capitation (HMO) 0 Other _____

Does your practice participate in "Care Credit"? **No**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

List Included in Financial Package

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: **~ 110 – 115 in 2019**

Average number of patients per day? Per-Doctor: **~ 10 - 12** Per-Hygienist: **~ 12 -15**

Hygiene days per week: **4 days, Practice typically has 2 hygienists on staff, currently only 1.**

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

Average age of patients: **~ 13 yrs**

Type of recall system used? **Post cards, Pre-scheduling**

Number of recalls per month? **~ 240 – 250**

What types of Practice Promotions are in effect? **No referral base, no Ads, Internal word-of-mouth patient referrals – the best kind of marketing!**

Advertising: Facebook **No** LinkedIn **No** Yelp **No** Print Ad **No**

** 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: **Recently updated Carpet, Flooring, Hand-painted Murals and Countertops**

Average age of Equipment: **~ 10 -15 yrs. New Pano Unit equipped to take BWX**

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?	Yes, *relocation			
Is there a practice management consultant?	No			

PRACTICE FINANCIAL PROFILE

Last 3 years' Net Collections from Tax Returns:

2020 \$ 416,358 2019 \$ 617,079 2018 \$ 638,055

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

Number Computer Hard drives	Two	What type of computer?	Windows Op System
What software?	SoftDent	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.