



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1324 *Perio* Sunnyvale, California

This community is in the heart of high-tech Silicon Valley, headquarters of many technology companies and home to aerospace/defense companies is this quality *Perio* office, which every Dentist strives for! Doctor and Staff strive to deliver modern, compassionate surgical maintenance services w/ emphasis on patient education and comfort in a warm, friendly and caring atmosphere.

Doctor averages 20 patients w/ 8 Hygiene patients per day offering 2½ days of Hygiene/per week and welcomes approximately 15+ new patients per month from a robust referral base and general networking.

The office is conveniently and centrally located in an attractive, well-maintained, single-story Dental Professional complex w/ ample parking, excellent visibility, easy freeway accessibility in a densely populated, mixed commercial/residential neighborhood.

This well-lit office with natural sunlight occupies approximately 900 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Storage, and Restroom.

Full Price: \$495,000

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

DG-1324**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$495,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	
Doctor's Hours		9 – 5:30			9 – 5:30	9 – 5:30	
Hygiene Hours		9 – 5	9 – 5		9 – 1		
Type of Practice:	Periodontics & Implants			Reason for Selling: Personal			
Years established:	~ 22 yrs			Days worked in 2019: ~			
*Office closed due to Covid from March 16 – May 31, 2020				Days worked in 2020 ~			

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:	5 years			Expiration date:	August 2023		
Rent per month	\$3,733.20/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes			
Is the rent considered above, below or at fair market value?	Slightly Below to Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Bungalows in Med/Dent Plaza		
Office Square footage:	~ 900 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story Dental Professional complex w/ ample free parking on major thoroughfare in desirable neighborhood w/ easy freeway accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Perio**

Preventative/Hygiene	10	Diagnostic	5	Adjunctive	7
Perio	11	Oral Surgery	55	Implant Surgery	12

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

Refer Complex Impacted 3rd Molars, Endo, Restorative, Ortho

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** 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 Premier, Guardian, MetLife, Cigna

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: **~ 20** Per-Hygienist: **~ 8**

Hygiene days per week: **2½ days**

Average age of patients: **Mid-Mature Family Range: ~ 40 yrs w/ periodontal & implant needs**

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

Type of recall system used? **DSN & Solution Reach computer tracking**

Number of recalls per month? **~ 70 - 80**

What types of Practice Promotions? **Website, Gifts, Phone Calls, Study Clubs (periodically)**

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: **Carpet, Flooring, Paint: all regularly maintained and updated, Equipment in good functioning condition**

Average age of Equipment: **Most are ~ 20 yrs, Compressor & Vacuum ~ 3 yrs**

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

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?	Yes			

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 782,741 P&L 2019 \$ 809,393 2018 \$ 861,594 2017 \$ 1,055,128

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

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

What software? **DSN Perio-Exec**

Is software transferrable? **Unknown, 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.