



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-1325 Las Vegas, Nevada

*Location & Reputation: the two most important factors in any dental practice.
This opportunity has both in spades!*

The office is conveniently tucked in a busy Shopping Center with Walmart as an anchor, among other thriving businesses, commercial and Retail tenants.

This *thriving* practice has been established for 3½ years, collecting more than \$930,000 in the past 12 months with its strong and loyal working-class patient base. There is great potential for even more growth and increased revenues for new Owner who performs specialty procedures in-house, which are currently referred out. Projected 2021 collections are over \$1M.

The Doctor averages 10 - 12 patients w/ 8 - 9 Hygiene patients per day offering 4-5 days of Hygiene/per week and welcomes approximately 25 - 30 new patients per month.

The office consists of 5 fully equipped OPs with plumbing for 1 (one) additional OP, Reception, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.*

Full Price: \$715,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

LV-1325

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$715,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 6	8 – 6	8 – 6	8 – 5	8 – 1	
Doctor's Hours		8 – 6	8 – 6	8 – 6	8 - 5		
Hygienist Hours		8 – 6	8 – 6	8 – 6	8 – 5	8 – 12	
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ 3.5 years			Days worked in 2019: ~ 220 days			
*Office closed due to Covid from March 23 – May 11, 2020				Days worked in 2020: ~ 180 days			

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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:	7 yr *original lease			Expiration date:	June 2023		
Do you share space with another dentist?	No						
Rent per month	\$6,058.24/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	*See note above		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	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):	Conveniently located in an attractive, well-maintained busy Shopping Center with major anchors, commercial businesses & retail tenants						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6.71	Diagnostic	12.75	Adjunctive	5.0	Dentures	2.71
General Operative	55.15	Endo	0.42	Ortho/TMJ	2.42	Perio/SRP	5.04
Oral Surgery	0.94	Cosmetic		Crown/Bridge	6.88	Implant	0.58

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

Refer Complex Oral Surgery, Endo, Difficult Pedo, Implants, Perio: high potential for growth and increased revenue by keeping procedures in-house

Type of patients as a percentage of Collections:

Private Pay 2 Insurance/PPO 60 Medicaid 10 Capitation (HMO) 0 NPD (Culinary) 28

Does your practice participate in "Care Credit"? **Yes**

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

All / Most PPOs, Nevada Dental Benefits, Medicaid but No HMOs

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: **~ 25 - 30**

Average number of patients per day? Per-Doctor: **~ 10 - 12** Per-Hygienist: **~ 8 - 9**

Hygiene days per week: **4 - 5**

Average age of patients: **Mid Family Range: ~ 40-50 yrs**

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

Type of recall system used? **Demand Force / Pre-scheduling**

Number of recalls per month? **~ 100 - 120**

What types of Practice Promotions? **\$500 off Invisalign, Internal Marketing: word-of-mouth referrals**

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: **All equipment are regularly maintained and upgraded and in good functioning condition**

Average age of Equipment: **~ 6 - 10 yrs**

Any equipment leases? **Yes, iTero \$817.17/mo** Equipment is right/left-handed/convertible? **Right**

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? **~ \$ 50,000/yr**

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:

2020 \$ 704,417 2019 \$ 759,384 2018 \$ 530,449

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

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

What software? **Dentrix/Dexis** 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.

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