



WESTERN PRACTICE SALES

John M. Cahill Associates

#RN-1322

Winnemucca, Nevada

If you are seeking a better, quieter lifestyle and environment that promotes health and peace of mind, this rural Nevada practice may be exactly “what the doctor ordered”. This remarkable practice in Winnemucca offers low-stress, high-yield attractive net income with an established, loyal, stable patient base. Seller is willing to facilitate a smooth and seamless transition! Buyer! Hesitate and you may miss out on this extraordinary opportunity of a lifetime!

This *spacious* office consists of 5 fully equipped OPs (semi-open Bays), Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.*

Full Price: \$675,000

Real Estate Also Available

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.

RN-1322

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$675,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5 <i>x1/month</i>	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5 <i>x1/month</i>	
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 25 yrs			Days worked in 2019: ~ 203			
*Office was not closed for Covid but seller saw only emergency patients during that time				Days worked in 2020: ~ 202			
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?	Yes	Is building available for purchase?		Yes			
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Building			Expiration date:	N/A		
Do you share space with another dentist?	N/A						
Rent per month	\$3,100.00/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	X	Professional	Retail Center		
Office Square footage:	*See note above		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	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
					Yes	3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story, free-standing building with excellent visibility and easy accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	21.78	Diagnostic	0.01	Adjunctive	1.87	Dentures	4.94
General Operative	13.96	Endo	6.78	Ortho	12.60	Perio	8.81
Oral Surgery	4.54	Cosmetic		Crown/Bridge	17.83	Implant Surgery	6.87

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

Refer Complex Endo, Oral Surgery: impacted 3rd molars, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Cash 40 PPO 60 Medicaid 0 Capitation (HMO) 0 NPD (Culinary) 0

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

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

Cigna, Delta (not premier), Blue Cross/Anthem, Ameritas, NV PEP, Metlife, Aetna, Geha

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/month**

Average number of patients per day? Per-Doctor: **~ 10-13** Per-Hygienist: **~ 8-10**

Hygiene days per week: **4 days**

Average age of patients: **3 years and up (large age range)**

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

Type of recall system used? **Eaglesoft computer tracking, Pre-scheduling**

Number of recalls per month? **~ 110-115**

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: **Office renovated ~ 20 yrs ago, mainly Adec EQ, 2020: KaVo CT OP3D with Ceph Attachment, ScanX Digital X-ray Units, Computers with extra Monitors in each OP, All Equipment are regularly updated, maintained and in good functioning condition**

Average age of Equipment: ~ 2 ½ - 26 yrs. Updated intraoral RPM machine, compressor, vacuum system, scan x unit, most recently the pan-ceph CT, slow & hi speed handpieces

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? **Yes, Spouse** If yes, how much are they paid? **See Proforma**

Has staff left the practice recently? **Yes, due to COVID**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 711,765 *P&L 2019 \$ 894,732 2018 \$ 869,864

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

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

What software? **Eaglesoft** Is software transferable? **No, 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.

***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.**