



WESTERN PRACTICE SALES

John M. Cahill Associates

#AN-1326

San Francisco, California

Opportunities like this in SF are few and far between!

This beautiful, well-established “top-notch” practice caters especially to the sophisticated downtown clientele, financiers, bankers as well as business owners and their families, who appreciate the convenience of timely service and personalized dental care during their busy day, in the bustling financial district of San Francisco.

The Doctor averages 7 patients w/ 5 - 7 Hygiene patients per day offering 4 1/2 days of Hygiene/per week and welcomes approximately 5 - 7 new patients per month.

The office is conveniently located in one of San Francisco’s most recognizable, well-known Professional buildings on a major thoroughfare in the highly desirable commercial neighborhood bustling with activity, traffic. This fully digital, state-of-the-art office occupies approximately 1,000 square feet and consists of 5 fully equipped OPs, Reception area, Doctor’s office, Staff Lounge, Sterilization, Lab, Storage and shared common Restroom.

Full Price: \$695,000

Real Estate Available

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

AN-1326

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$695,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 - 2	9 - 2	9 - 3	9 - 2	9 - 2	
Doctor's Hours		9 - 2	9 - 2	9 - 3	9 - 2	9 - 2	
Hygienist Hours		9 - 2	9 - 2	9 - 3	9 - 2	9 - 2	
Type of Practice:	General		Reason for Selling:			Retirement	
Years established:	~ 49 yrs			Days worked in 2019: ~ 47 weeks			
*Office closed due to Covid from (start/end dates)				Days worked in 2020 ~ 50 weeks			

OFFICE SPACE & LEASE INFORMATION

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 Condo Suite			Expiration date:	N/A		
Do you share space with another dentist?	N/A						
Rent per month	\$5,600/monthly		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?	Fair Market Value						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,000 sq ft		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, shared	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	Yes

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

Located in one of the most prestigious, well-known Professional addresses in SF's highly desirable financial and commercial districts bustling with activity and traffic, w/ easy accessibility to public transportation.

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8.2	Diagnostic	10.51	Adjunctive	1.59	Dentures	4.74
General Operative	7.62	Endo	5.35	Ortho/TMJ	13.08	Perio	7.02
Oral Surgery	4.68	Cosmetic	10.10	Crown/Bridge	22.10	Implant Surgery	5.01

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

Refer Complex procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 40 Insurance/PPO 60 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? **Premier Only** X 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:

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: **~ 5 - 7**

Average number of patients per day? Per-Doctor: **~ 7** Per-Hygienist: **~ 5 - 7**

Hygiene days per week: **4.5 days**

Average age of patients: **Professionals**

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

Type of recall system used? **Pre-scheduling with Follow-up Reminders**

Number of recalls per month? **~**

What types of Practice Promotions?

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: **Equipment regularly-maintained, updated, upgraded and in good functioning condition**

Average age of Equipment: **Range: 5 – 50 yrs**

Any equipment leases? **No** 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?

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2020 \$ 1,042,918 2019 \$ 1,276,090 2018 \$ 1,427,875

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

Is pegboard or computer? **Computer** What type of computer? **Windows Op System**

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.