



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1323 *Pedo* Verde Valley, Arizona

*Location & Lifestyle are everything,
NOW is the time to make your move!*

Searching for a change of pace and an amazing place to raise your family? This stunning, unique, and highly-esteemed *Pedodontic* practice in the beautiful Verde Valley maybe perfect for you! It is conveniently situated in the heart of town, near the intersection of two major thoroughfares, offering great visibility, and surrounded by numerous amenities and several chain restaurants!

This outstanding *Pedodontic* practice generates about 30 - 40 new patients per month on a relaxed 2½ day workweek while Doctor averages 30+ - 40+ patients a day! There is room for growth by increasing workweek to 4 days!

Spacious office occupies ~ 5,163 sq ft, in an attractive, well-maintained, single-story, free-standing Building, with 8 fully equipped OPs with plumbing for potential additional 3+ OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, 3 Restrooms and ample parking.

Full Price: \$590,000

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-1323

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$590,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 4	8 – 1	8 – 4	8 – 1	8 – 2	
Doctor's Hours		8 – 4		8 – 4		8 – 2	
Type of Practice:	Pedodontics		Reason for Selling:		Retirement		
Years established:	~ Since 2016			Days worked in 2019: ~ 170 days			
*Office closed due to Covid from March 16 – April 30, 2020				Days worked in 2020: ~ 140 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	Seller Owns	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	10 yrs NNN w 2% annual increase			Expiration date:	TBD		
Rent per month	\$8,174.00/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?	Below Fair Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 5,163 sq ft		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped OPs:	8		Plumbed for additional OPs?	Yes, *potential additional 3+			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3	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, unique, single-story, free-standing Building w/ excellent visibility at intersection of two major thoroughfares, with close proximity to several popular restaurants, creating high traffic flow & accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Limited to Pedo (2020 collections)**

Preventative/Hygiene	23	Diagnostic	11	Adjunctive/X-rays	17	Dentures	0
General Operative	40	Endo	7	Ortho/TMJ	0	Perio	0
Oral Surgery	2	Cosmetic	0	Crown/Bridge	0	Implant Surgery	0

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

Refer All Oral Surgery, Endo, Perio and Ortho except Pedo

Type of patients as a percentage of Collections:

Private Pay 5 **Insurance/PPO** 10 **AHCCCS** 85 Capitation (HMO) Other

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

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

Delta Dental, Aetna, Humana, Guardian, MetLife, Principle PPO and 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: **~ 30 - 40**

Average number of patients per day? Per-Doctor: **~ 30+- 40+** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

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

Average age of patients: **Pedodontic Range: ~ 3 – 12 yrs**

Type of recall system used? **Pre-scheduling for 6-month Recall**

Number of recalls per month? **~ 200 - 240**

What types of Practice Promotions are in effect? **Website**

Advertising: Facebook **Yes** LinkedIn **No** Yelp **No** Print Media **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: **Practice was newly built in 2016**

Average age of Equipment: **~ 2016**

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? **30% Production**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit and Loss:

2020 \$ 621,567 2019 \$ 748,625 2018 \$ 552,426

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

Is pegboard or computer? **Computer *various*** 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.