



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #LV-1212 Las Vegas, Nevada

This office is conveniently located in central Las Vegas offering the full benefits of a well-established community as well as options to attract patients from the Las Vegas strip. The office is perfectly located with amazing signage and fronts a major thoroughfare. With that type of exposure, the office allows for walk in traffic as well as offering existing patients an easy to locate practice location.

The Doctor averages 10 patients w/ 5 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 11 new patients per month.

The office consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.\*

***Full Price: \$220,000***

*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-1212

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$220,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6		9 – 6			
Associate's Hours		9 – 6		9 – 6			
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Downsizing</b>	
Years established:	~ Since 2014			Days worked in 2019:		~ 192	

## OFFICE SPACE &amp; 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?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>5 years</b>		Expiration date:	<b>~ 3½ yrs</b>			
Do you share space with another dentist?	<b>Associate-driven practice</b>						
Rent per month	<b>\$ 3,700.00/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	Are utilities included?		<b>Yes, H<sub>2</sub>O &amp; Gas</b>				
Is the rent considered above, below or at fair market value?	<b>Fair/Below Market Value</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	<b>*See note above</b>		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>5</b>		Plumbed for additional OPs?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Amazing practice centrally located in town with excellent frontage on a major thoroughfare and well positioned signage.</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>9</b>	Diagnostic	<b>7</b>	Adjunctive	<b>0</b>	Dentures	<b>4</b>
General Operative	<b>10</b>	Endo	<b>1</b>	Ortho/TMJ	<b>0</b>	Perio	<b>11</b>
Oral Surgery	<b>2</b>	Cosmetic	<b>0</b>	Crown/Bridge	<b>56</b>	Implant	<b>0</b>

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

**Refer Ortho**

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 10 Medicaid - Capitation (HMO) - NPDP (Culinary) 85

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

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

**Diversified Dental Careington, Metlife, Delta, Guardian, United Concordia, Primecare, Aetna, Teachers, Poly America, NDB, DHA, Cigna, Southpoint, Dentamax, Operating Engineers**

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: **~ 11**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 5**

Hygiene days per week: **2 days**

Average age of patients: **~ 42 years**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Pre-booking**

Number of recalls per month? **~ 30**

What types of Practice Promotions? **\$100 new patient special w/o dental insurance. Comp Exam w/ FMX**

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 & characteristics of leasehold improvements: **Recently remodeled office offering modern appeal**

Average age of Equipment: ~ 20 yrs

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

## 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? **No** 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 Profit & Loss Statements:

2019     \$ 696,493     2018     \$ 562,426     2017     \$ 508,562    

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

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

What software? **Dentrix** Is software transferable? **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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