



WESTERN PRACTICE SALES

John M. Cahill Associates

#UT-1337

Suburban Salt Lake City, Utah

This community offers a dense suburban feel, just outside Salt Lake City, where many young families and young professionals live. Established for 30+ years, Seller is retiring and ready to pass this gem to someone who can take it to the next level!

Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3 days of Hygiene/per week and welcomes approximately 10 new patients per month based on internal referrals: the best kind of marketing!

Office is conveniently located in an attractive, well-maintained, 2-story building with easy freeway accessibility and ample on-site parking.

The office occupies approximately 2,300 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception, area, Business office, Sterilization, Lab, Storage, and 2 Restrooms.*

Full Price: \$225,000

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 Utah, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$225,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Doctor's Hours		8 - 5	8 - 5	8 - 5	8 - 5		
Hygienist Hours		8 - 5	8 - 5	8 - 5			
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~30+ yrs			Days worked in 2019:		~150 days	
*Office closed for 21 days due to Covid				Days worked in 2020:		~125+ days	
OFFICE SPACE & LEASE INFORMATION							
*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF UTAH. 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?	No						
Rent per month	Sellers owns Building		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$450.00/month		Are utilities included?	No			
Is the rent considered above, below or at fair market value?	N/A						
Type of Building:	Condo		<input checked="" type="checkbox"/> Free-standing	Professional		Retail Center	
Office Square footage:	*See note above		Carpet?	Partial		Air conditioning?	Yes
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, 1 additional			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	No	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
Description of office building, Location and attributes of practice (a brief description):			Attractive, well-maintained, 2-story building, shared condo space in desirable corridor, with easy freeway access and ample parking.				

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	27	Diagnostic	14	Adjunctive	1	Dentures	1
General Operative	10	Endo	4	Ortho/TMJ	< 1	Perio	5
Oral Surgery	4	Cosmetic	5	Crown/Bridge	18	Implant Surgery	10

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

Specialty procedures are referred out depending on complexity of procedure and/or Patient Management

Type of patients as a percentage of Collections (*estimated*):

Private Pay 25-30% Insurance/PPO 70-75% Medicaid Capitation (HMO) NPD (Culinary)

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

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

CIGNA, BCBS, Met Life, Delta Dental, Dental Select, PEHP, EMI

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**

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

Hygiene days per week: **3**

Average age of patients: **Mature: ~ 50 yrs old**

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

Type of recall system used? **Easy Dental computer tracking**

Number of recalls per month?

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth referrals & Location**

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: **2020: New Paint, Laminate Flooring, CBCT (Kodak Carestream), Seiler iQ 3-Step Surgical Microscope w/ HD Video**

Average age of Equipment: ~ 10 yrs

Any equipment leases? **No** Equipment is right/left-handed/convertible? **R/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? **Yes** If yes, how much are they paid? **\$20.00/hr**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 313,883 2019 \$ 359,891 2018 \$ 461,355

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

Is pegboard or computer? **Computer** What type of computer? **HP, LG, Intel NUC**

What software? **Easy Dental** 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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