



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1334 Sun City, Arizona

Practice Collected ~ \$1.22 million in 2021!

Looking for year-round sunshine, active neighborhoods, a vibrant business and family-friendly community in a Southwest setting with unrivaled activities and lifestyle, just 40 minutes from downtown Phoenix? *Sun City is consistently rated as one of the safest areas in the Southwest.* Well, then this is the perfect practice for you! This pristine, well-established practice treats each patient like family, by listening to their needs and treating them with honesty and respect.

Doctor averages 8 - 10 patients, w/ 12 - 14 Hygiene patients per day offering 2 Hygiene days/per week and welcomes approximately 30 - 40 new patients per month.

This well-maintained, stunning practice is centrally located in one of the area's premier Medical/Dental Professional complexes on a desirable corridor. This fully digital office occupies approximately 1,385 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab and 2 Restrooms. Contiguous office space ~ 825 sq ft available for additional operatories or other rooms with additional restroom.

Asking Price: \$925,000

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-1334

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$925,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|----------------|-------|-------|----------------------------------|-------|-----------------|-----|
| Office Hours | | 8 – 5 | 8 – 5 | 9 – 3 | 8 – 5 | 8 – 3:30 | |
| Doctor's Hours | | 9 – 5 | 9 – 5 | | 9 – 5 | 8:30 – 2:30 | |
| Hygienist Hours | | | 9 - 5 | | 9 - 5 | | |
| Type of Practice: | General | | | Reason for Selling: | | Personal | |
| Years established: | ~ 10 yrs | | | Days worked in 2019: ~ 160+ days | | | |
| *Office closed for 10 days in April 2020 due to Covid | | | | Days worked in 2020: ~ 150 days | | | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|--|-------------------------------------|--|-------------------|------------------|--------------------|------------|
| Is the building/suite owned? | No | Is building available for purchase? | N/A | | | | |
| Is the space leased? | Yes | Is lease renewable? | Is lease assignable? | | | | |
| Term of Lease: | 3 yrs w/ 2 (two) 3-yr options | | | Expiration date: | July 2023 | | |
| Rent per month | \$2,485.00/month | | Common area, maintenance fees /taxes included? | Yes | | | |
| If not included, current amount paid? | N/A | | Are utilities included? | Yes, Water | | | |
| Is the rent considered above, below or at fair market value? | Fair Market Value | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | X | Retail Center | | |
| Office Square footage: | ~ 1,385 sq ft | | Carpet? | No | | Air Conditioner? | Yes |
| Number of fully equipped OPs: | 3 | | Plumbed for additional OPs? | No | | | |
| Reception area: | Yes | Staff Lounge: | No | Doctor's office: | Yes | Lab: | Yes |
| Business office: | No | Restrooms: | Yes, 2 | Sterilization: | Yes | Storage: | Yes |
| Digital X-ray: | Yes | Cerec: | No | Laser: | No | Intra-oral Camera: | Yes |
| | | | | | | 3D Imager: | No |
| Description of office building, Location and attributes of practice (a brief description): | Centrally located & ideally situated in one of the premier Medical/Dental complexes on desirable corridor, with great visibility, w easy Highway accessibility & proximity to 2 major thoroughfares | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----|------------|---|--------------|-----|-----------------|----|
| Preventative/Hygiene | 1.5 | Diagnostic | 3 | Adjunctive | 0.5 | Dentures | 13 |
| General Operative | 4 | Endo | 0 | Ortho/TMJ | | Perio | 10 |
| Oral Surgery | 5 | Cosmetic | 3 | Crown/Bridge | 30 | Implant Surgery | 30 |

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

Refer Complex Endo and Difficult procedures of above specialties

Type of patients as a percentage of Collections:

Private Pay 68 **Insurance/PPO** 20 **AHCCCS** 1 **Capitation (HMO)** 10 **Other** 1

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

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental, MetLife, Aetna PPO, Guardian, Assurant, Medicare, Cigna PPO & HMO, Capitation Plans: Cigna & TDA**

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: **~ 8 - 10** Per-Hygienist: **~ 12- 14**

Hygiene days per week: **2 days**

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

Average age of patients: **Mature Adults: ~ 60 – 90 yrs**

Type of recall system used? **None**

Number of recalls per month? **~**

What types of Practice Promotions? **Print Media**

Types of Advertising: Print Ad: **Yes** Facebook: **No** Yelp: **No** Other: **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: **Re-painted & Minor Remodel ~ 2 yrs ago**

Average age of Equipment: **~ 3 – 8 yrs** 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** If yes, how much are they paid? **\$2,700/bi-weekly**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 **\$ 892,089** 2019 **\$ 767,586** 2018 **\$ 743,857**

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

Type of Computers: **Dell Computers w/ Windows** Dental Software: **Eagle Soft**

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.