



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #AZ-1334 Sun City, Arizona

*Consistently rated as one of the safest areas in the Southwest!*

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? 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.

*Practice on Track to Collect ~ \$1.2 million in 2021!*

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. Contains a restroom as well.

***Full 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:	<b>General</b>			Reason for Selling:			<b>Personal</b>
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 &amp; LEASE INFORMATION

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

## 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
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### 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.