



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1336 *Endo*
Chandler, Arizona

Do not miss your opportunity to step into this premier solo and streamlined *Endodontic* practice with a stellar reputation for offering the highest standard of care to patients referred by a robust network of general dentists.

2021 Collections on Pace to Exceed \$1.2 Million!

The Doctor averages 8 patients per day and welcomes ~ 8 – 10 new patients per month based on generous referrals from a robust networking system.

Prime location in an attractive, well-maintained, established, single-story Medical/Dental Building on busy, well-traveled commercial thoroughfare/corridor in desirable neighborhood.

The office occupies approximately 1,900 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Darkroom, Storage, and 2 Restrooms.

Full Price: \$980,000

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-1336

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$980,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT	
Office Hours		8 – 4	8 – 4	8 – 4	8 – 1			
Doctor's Hours		8 – 4	8 – 4	8 – 4	8 - 1			
Type of Practice:	Endodontic		Reason for Selling:				Retirement	
Years established:	~ Since 2002			Days worked in 2019: ~ 190 days				
*Office was not closed during Covid in 2020				Days worked in 2020: ~ 190 days				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	Seller owns Condo	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Condo			Expiration date:			
Rent per month	\$3,000.00/month		Common area, maintenance fees /taxes included?		No		
If not included, current amount paid?	HOA \$700.00/month, Taxes \$4500/yr			Are utilities included?		No	
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	X	Free-standing	Professional	Retail Center		
Office Square footage:	~ 1,900 sq. ft.		Carpet?	No			
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Staff Lounge:	Yes	Doctor's office:	Yes	Lab:	No
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Description of office building, Location and attributes of practice (a brief description):			Excellent location, attractive, well-maintained, established, single-story Medical/Dental building in desirable busy, well-traveled commercial corridor				

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to 100% Endo**

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

Refer Complex Oral Surgery, Perio and General Operative procedures

Type of patients as a percentage of Collections:

Private Pay 15 Insurance/PPO 85 AHCCCS 0 Capitation (HMO) 0 Other

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

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

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: **~ 8 - 10**

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

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

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

Average age of patients: **Unknown, Spectrum of Age based on Endo needs**

Type of recall system used? **N/A**

Number of recalls per month? **N/A**

Types of Advertising: Print Ad: **No** Facebook/Yelp: **No** Other: **Referral based, networking**

**Advertising contracts will be the responsibility of Buyer after transition.*

What types of Practice Promotions? **None, strong referral base**

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: **All equipment are regularly upgraded and maintained and in good functioning condition**

Average age of Equipment: **~ 20 yrs** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **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? **\$150,000/yr**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2021 \$ 666,977 *6m P&L* 2020 \$ 1,006,602 2019 \$ 1,221,585 2018 \$ 1,195,146

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

Type of Computers: **Dell** Dental Software: **EndoVision**

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.