



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1344

Glendale, Arizona

Established for 35+ years with a stellar reputation and a large, loyal patient base, Seller is ready to pass this beloved, multi-generational, family-oriented practice on to you! Patients appreciate being educated on long-term oral health, conservative treatment plans and treated like family, in a comfortable environment by caring and knowledgeable Staff.

The Doctor averages 8 - 12 patients w/ 8 - 10 Hygiene patients per day offering 6 Hygiene days/per week and welcomes approximately 10 - 15 new patients per month, based on word-of-mouth referrals and social media presence: the best kind of marketing!

This spacious office designed with office efficiency and patient flow in mind, is conveniently located a pristine single-story Medical/Dental complex in an upscale and desirable neighborhood w/ excellent street frontage and access. It occupies approximately 2,700 square feet and consists of 6 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$740,000

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-1344

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$740,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		7 - 4	7 - 4	7 - 4	6 - 2		
Doctor's Hours		7 - 4	7 - 4	7 - 4	6 - 2		
Hygienist Hours		7 - 4	7 - 4	7 - 4	6 - 2		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 37 yrs			Days worked in 2019: ~ 195+ days			
*Office closed 20 days in 2020 due to Covid				Days worked in 2020: ~ 190 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Seller Owns Building/To Be Negotiated			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	\$5,200.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included?		Yes, water & electricity				
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:	~ 2,700 sq ft		Carpet?	Yes			
Number of fully equipped OPs:	6		Plumbed for additional OPs?	No			
Reception area:	Yes	Staff Lounge:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Beautiful office is located in pristine, single-story Medical/Dental Complex in upscale and desirable neighborhood w/ excellent street frontage and access						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	14	Diagnostic	16	Adjunctive	2	Dentures	2
General Operative	10	Endo	1	Ortho/TMJ	6	Perio	5
Oral Surgery	2	Cosmetic	2	Crown/Bridge	39	Implant Surgery	

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

Refer Complex procedures of above Specialties & Difficult Patient Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 AHCCCS _____ Capitation (HMO) _____ Other _____

Does your practice participate in “Care Credit”? **Yes**

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

Delta, MetLife, Blue Cross, Blue Shield, United Concordia, Guardian, Aetna, Cigna, DHA, United Healthcare and DentaMax.

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 - 12**

Average number of patients per day? Per-Doctor: **~ 9** Per-Hygienist: **~ 8**

Hygiene days per week: **6 days**

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

Average age of patients: **Mid to Mature Family Range: ~ 45 yrs**

Type of recall system used? **Pre-scheduling, Automated Text Reminders, Follow-up Phone Reminders**

Number of recalls per month? **~ 184**

Types of Advertising: Print Ad: **No** Facebook: **Yes** Yelp: **Yes** Other: **No**

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

What types of Practice Promotions? **Google reviews, Facebook & Internal Marketing: word-of-mouth referrals**

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: **Equipment are regularly updated and maintained and in good functioning condition**

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

Equipment is right/left-handed/convertible? **Left & 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 Tax Returns:

2020 \$ 762,635 2019 \$ 855,306 2018 \$ 788,145

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

Type of Computers: **Dell: 7** Dental Software: **Dentrix**

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.