



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DG-1354 Los Gatos, California

*Priced at less than 50% of collections! Seller will consider all reasonable offers!*

There are so many reasons to consider and purchase this remarkable opportunity and springboard it into your successful empire! If you peruse our website regularly, you'll notice that opportunities in this affluent community are rare and highly desirable! Come invest in this highly-esteemed practice and put your best talents and skills to carry on the tradition of delivering conservative treatment and build lifetime relationships with the loyal, stable patient base.

The Doctor averages 8 – 10 patients per day and welcomes approximately 20 new patients per month.

Conveniently located in an enviable upscale, affluent community, it neighbors the charming community of Campbell with close proximity to Silicon Valley's thriving San Jose. This spectacular office is in an attractive, well-maintained Dental Professional building complex w pristine landscaping, ample parking, easy accessibility and excellent visibility, on a busy thoroughfare in highly desirable corridor.

This stunning office, professionally designed for efficiency and office flow, occupies approximately 950 square feet and consists of 2 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

***Reduced Price: \$125,000***

***~~Full Price: \$250,000~~***

*For further details or on-site visit, please contact:*

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

**We look forward to serving you**

# **DG-1354****WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$125,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 1</b>	
Doctor's Hours		<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 5</b>	<b>8 – 1</b>	
Type of Practice:	<b>General</b>			Reason for Selling: <b>Relocation</b>			
Years established:	<b>~ 10 yrs</b>	Days worked in 2019:		<b>~ 85+ days</b>	Days worked in 2020		<b>~ 140 days</b>
<b>Office closed due to Covid from March 16 – June 2 and Sept 1 – Oct 15, 2020</b>							

**OFFICE SPACE & 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?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>20 yrs</b>	Expiration date:	<b>2038</b>				
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,622.00/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 &amp; Trash</b>				
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>	<b>Professional</b>	<b>X</b>	Retail Center	
Office Square footage:	<b>~ 950 sf</b>	Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped OPs:	<b>2</b>	Plumbed for additional OPs?	<b>Yes, 1 additional</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes</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):

**Attractive, well-maintained, single-story Dental Professional building complex w ample parking & pristine landscaping at intersection of busy thoroughfares, near growing residential development of 250+ new homes, in enviable & desirable professional corridor, neighboring upscale Campbell community and thriving Silicon Valley activity**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>18</b>	Diagnostic	<b>20</b>	Adjunctive	<b>1</b>	Dentures	<b>&lt; 1</b>
General Operative	<b>30</b>	Endo	<b>2</b>	Ortho/TMJ	<b>4</b>	Perio	<b>3</b>
Oral Surgery	<b>&lt; 1</b>	Cosmetic	<b>1</b>	Crown/Bridge	<b>17</b>	Implant Surgery	<b>&lt; 1</b>

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

**Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

**Private Pay**   25   **Insurance/PPO**   75   Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a Delta Provider? Premier Only \_\_\_\_\_ Premier + PPO   Y  

**\*Delta Premier:** Dentists enrolling for the first time in the Premier Network are also being required to enroll in the PPO network. The requirement to sign with both networks will result in treatment provided to those Delta PPO patients within the practice being reimbursed at the PPO level, without the ability to balance bill those patients to Premier rates. This could result in a reduction in the practice collections that could lower the buyer's projected income depending on the amount of Delta DPO patients in the practice who have actually paid the difference between the fee schedules.

Does your practice participate in "Care Credit"? **No**

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

**Delta Dental, MetLife, Aetna, Cigna, United Concordia, United Healthcare, Ameritas, Humana, Guardian, Dentemax**

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: **~ 20**

Average number of patients per day? Per-Doctor: **~ 8 – 10**

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

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 50**

What types of Practice Promotions? **None**

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: **None, all equipment are maintained regularly and in good functioning condition**

Average age of Equipment: **~ 25 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? **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 Profit & Loss Statements:

2021 **\$ 306,942** *10m P&L* 2020 **\$ 241,562** *12m P&L* 2019 **\$211,084** *12m P&L*

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

Is pegboard or computer? **Computer** What type of computer? **PC**

What software? **Open 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.