



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-1340 Sacramento, California

If you've been perusing our website for practices in Sacramento, look no longer, this opportunity is for you! Proud to practice the "Golden Rule", internal referrals from happy multi-generational patient base proves it! There is room for growth and increased revenues as Seller refers out complex cases of most specialties. With reasonable overhead and a great reputation of quality care, it awaits your talent and skill to take it to the next level!

The Doctor averages 7 patients per day and welcomes approximately 5 - 6 new patients per month.

Office is conveniently located in an attractive, well-maintained, popular, busy, single-story Retail Shopping Plaza with other thriving commercial businesses, attracting high foot traffic with its excellent visibility and easy accessibility.

The office occupies approximately 1,500 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.

***Full Price: \$179,000***

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# EG-1340

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$179,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	9 – 6		8 – 4*
Doctor's Hours		8 – 5	8 – 5	8 – 5	9 – 6		8 – 4*

\*Practice is closed Fridays and open on Saturdays once/month only

Type of Practice: **General**Reason for Selling: **Retirement**

Years established: ~ 9 yrs

Days worked in 2019: ~ 185+ days

\*Office closed due to Covid from March 17 – June 1, 2020

Days worked in 2020 ~ 160+ days

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **No**Is building available for purchase? **N/A**Is the space leased? **Yes**Is lease renewable? **Yes** Is lease assignable? **Yes**Term of Lease: **5 yrs**Expiration date: **March 2022**Rent per month **\$2,754.00/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**Type of Building: **Condo**

Free-standing

Professional

**Retail Center X**Office Square footage: ~ **1,500 sf**

Carpet?

**Yes**

Air conditioning?

**Yes**Number of fully equipped OPs: **3**

Plumbed for additional OPs?

**Yes, 1 additional**Reception area: **Yes**

Dark room:

**No**

Doctor's office:

**Yes**

Lab:

**Yes**Business office: **No**

Restrooms:

**Yes**

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):

**Attractive, well-maintained, busy, popular, highly-visible Retail Shopping Center w thriving businesses & ample parking in mixed commercial/residential neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>10</b>	Diagnostic	<b>13</b>	Adjunctive	<b>3</b>	Dentures	<b>9</b>
General Operative	<b>17</b>	Endo		Ortho/TMJ	<b>1</b>	Perio	<b>12</b>
Oral Surgery	<b>6</b>	Cosmetic		Crown/Bridge	<b>29</b>	Implant Surgery	

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

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

Type of patients as a percentage of Collections:

Private Pay   15   Insurance/PPO   60   Denti-Cal      Capitation (HMO)   25   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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Premier, Delta Dental PPO, Aetna, MetLife, United Concordia PPO, Delta Care HMO\* \*only HMO**

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: **~ 6 – 10**

Average number of patients per day? Per-Doctor: **~ 7**

Average age of patients: **Mid-Family Range: ~ 30**

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

Type of recall system used? **Eaglesoft**

Number of recalls per month? **~ 40**

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

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

What types of Practice Promotions? **None**

## 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: **New Paint ~ 4 yrs, Built-in Cabinets, Engineered Wood Flooring in Sterilization ~ 3 yrs**

Average age of Equipment: **~ 10 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? **\$1,300.00/month**

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

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

## PRACTICE FINANCIAL PROFILE

### Last 3 years' Gross Collections from Tax Returns:

2021 \$ 212,433 6m P&L 2020 \$ 300,097 2019 \$ 333,245 2018 \$ 338,145

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

Type of Computers: **Dell/PC** Dental Software: **Eaglesoft**

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.**