



## WESTERN PRACTICE SALES

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John M. Cahill Associates

**#LV-1328**

**Las Vegas, Nevada**

Established for ~ 14 years, Seller is retiring and passing this gem on to an astute Buyer who can envision the potential for growth and take it to the next level by keeping specialty procedures in-house and a little attention to marketing & promotion which will increase revenue!

The Doctor averages 15 patients w/ 7 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 35 new patients per month, based on stellar reputation and internal word-of-mouth referrals: the best kind of marketing!

The office is conveniently located in an attractive, well-maintained, single-story, free-standing Retail Plaza with excellent accessibility, generating traffic flow.

This spacious office consists of 10 fully equipped Ops and 2 extra ops used for consultation (not yet plumbed), Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and Restroom.\*

***Full Price: \$649,000***

***Real Estate Also Available***

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

Timothy G. Giroux, DDS

Jared Bergquist

**800.641.4179**

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

**We look forward to serving you**

\*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

# LV-1328

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$649,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUES	WED	THURS	FRI	SAT
Office Hours		9 – 6*	10 – 6	8 – 6	9 – 6	9 – 6	*by appt
Doctor's Hours		9 – 6*	10 – 6	9 – 6**	9 – 6	9 – 6	
Hygienist Hours		9 – 5*	10 – 5	9 – 5	9 – 5	9 – 5	

\*Practice alternates working on Mondays and offers Oral Surgery\*\* services every Wednesday 8 – 12p

Type of Practice: **General** \*offering OS in-house on Wed Reason for Selling: **Retirement**

Years established: **~ 14 yrs** Days worked in 2019: **~ 200**

\*Office closed due to Covid from March 18 – April 25, 2020 Days worked in 2020: **~ 180**

## OFFICE SPACE &amp; LEASE INFORMATION

**\*WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>No</b>	Is lease renewable?	<b>Yes</b>
		Is lease assignable?	<b>N/A</b>
Term of Lease:	<b>Seller owns Building</b>	Expiration date:	<b>N/A</b>
Do you share space with another dentist?	<b>Yes, Partner</b>		
If yes, percentage of Associate's Production:	<b>N/A</b>		
Rent per month	<b>\$10,000.00/month</b>	Common area, maintenance fees /taxes included?	<b>No</b>
If not included, current amount paid?	<b>~\$1,500.00/month</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Fair</b>		
Type of Building:	Condo	<b>Free-standing</b>	<b>X</b>
		Professional	<b>Retail Center</b>
			<b>X</b>
Office Square footage:	<b>*See note above</b>	Carpet?	<b>Yes</b>
		Air conditioning?	<b>Yes</b>
Number of fully equipped OPs:	<b>12</b>	Plumbed for additional OPs?	<b>No</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
		Doctor's office:	<b>Yes</b>
		Lab:	<b>Yes</b>
Business office:	<b>Yes</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>Yes</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, free-standing, single-story, only Tenant in Retail Plaza on major thoroughfare.</b>		

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	6	Diagnostic	11	Adjunctive	5	Dentures	13
Operative-Basic	9	Endo	2	Ortho/TMJ	2	Perio	8
Operative-Major	17	Oral Surgery	17	Crown/Bridge	5	Implant Surgery	4

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

**Refer Complex Endo Retreatment, Complex Ortho & Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 15% Insurance/PPO 70% Medicaid 13% Capitation (HMO) 2% NPD (Culinary) -

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

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

**Available Upon Request**

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: **~ 35**

Average number of patients per day? Per-Doctor: **~ 15** Per-Hygienist: **~ 7**

Hygiene days per week: **5 days**

Average age of patients: **~ 45 years**

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

Type of recall system used? **Computerized tracking: Dental Intel**

Number of recalls per month? **~ 70**

What types of Practice Promotions? **None, Internal Marketing: word-of-mouth referrals**

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: **Built out 2006. In excellent condition**

Average age of Equipment: **~ 9 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? **N/A**

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 \$520,000 (thru 8/2021)    2020 \$ 759,828                      2019 \$ 742,049

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

Is pegboard or computer? **Computer**                      What type of computer? **Mostly Dell**

What 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.**

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