



**WESTERN PRACTICE SALES &
NORTHERN CALIFORNIA PRACTICE SALES**

**#DG-1356
Hollister, California**

The loyal and stable patients have come to trust and appreciate Doctor and Staff in this family-oriented practice with a stellar reputation who takes pride in providing the highest standard of care with honesty and integrity by always putting their patients first. Come sink your roots down in this charming community with the convenience of the beach and big city amenities of the Silicon Valley!

The Doctor averages 8 – 10 patients w/ 7 – 8 Hygiene patients per day offering 8 days of Hygiene/per week and welcomes approximately 7 – 10 new patients per month.

The office is conveniently located in 2-story professional building with a mix of medical/dental offices on a main thoroughfare in a well-established business and residential community.

The office occupies approximately 1,500 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$595,000

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

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

Steve Molinelli

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

DG-1356 **WESTERN PRACTICE SALES / NORTHERN CA PRACTIC SALES** **\$595,000**

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 1	8 – 5	8 – 5		
Doctor's Hours							
Associate's Hours							
Hygienist Hours							
Type of Practice:	General Dentistry		Reason for Selling:		Retirement		
Years established:	~ 42 years			Days worked in 2019: ~ 190 days			
*Office closed due to Covid from March – June 2020				Days worked in 2020 ~ 155 days			

OFFICE SPACE & 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:				Expiration date:	September 30, 2022		
Do you share space with another dentist?	No						
Rent per month	\$2,721.00/month		Common area, maintenance fees /taxes included?		No		
If not included, current amount paid?	\$2,300.00 quarterly		Are utilities included?		No		
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,500 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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):	2-story professional building with a mix of medical/dental offices located on a main thoroughfare in a well-established business and residential community.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	Adjunctive	Dentures
General Operative	Endo	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge	Implant Surgery

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

Refer Complex Oral Surgery, Endo, Perio, Ortho & Pedo

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/PPO _____ 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"? **Yes**

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

Delta, Guardian, Cigna, MetLife, PacHealth, First Dental, Liberty, Aetna are the Majority of PPO Plans

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: **~ 7 – 10**

Average number of patients per day? Per-Doctor: **~ 8 – 10** Per-Hygienist: **~ 7 – 8**

Hygiene days per week: **8**

Average age of patients:

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

Type of recall system used? **Postcards, Emails, and Text Messages**

Number of recalls per month? **~**

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

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

What types of Practice Promotions? **None, 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:

Average age of Equipment: **~ 10 years** Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Right-handed**

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? **Dentrix**

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:

2020 **\$708,425** *12m P&L* 2019 **\$936,140** 2018 **\$911,268**

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

Type of Computers: 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 & NORTHERN CALIFORNIA PRACTICE SALES. 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 & NORTHERN CALIFORNIA PRACTICE SALES 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.