



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1345 **Castro Valley, California**

This remarkable, family-oriented practice strives to provide excellent personalized, painless and modern dental care to a loyal, stable patient base. Imagine owning this well-oiled, streamlined practice and building also in this vibrant neighborhood.

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 5+ days of Hygiene/per week and welcomes approximately 6 new patients per month, based on word-of-mouth referrals from patients, Specialists and Dental Lab: the best kind of marketing for growth!

The office is conveniently located in an attractive, well-maintained, single-story, free-standing Building with ample parking on main thoroughfare in desirable bustling corridor of commercial businesses and amenities within this neighborhood.

The office occupies approximately 2,400 square feet and consists of 4 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$450,000
Real Estate Also Available

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

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

We look forward to serving you

#DN-1345

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5	10 – 7	11 – 5	8 – 5:30	8:30 - 12	
Doctor's Hours		8:30 – 5	10 – 7	11 – 5	8 – 5:30	8:30 - 12	
Hygienist Hours		8:30 – 5	10 – 7	11 – 5	8 – 5:30	8:30 - 12	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ Since 1985			Days worked in 2019: ~ 220 days			
*Office closed due to Covid from March 15 – June 1, 2020				Days worked in 2020 ~ 180 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	No	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Building			Expiration date:	N/A		
Do you share space with another dentist?	No						
Rent per month	Seller owns Building			Common area, maintenance fees /taxes included?	N/A		
If not included, current amount paid?	N/A		Are utilities included?	N/A			
Is the rent considered above, below or at fair market value?	N/A						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 2,400 sf		Carpet?	Yes	Air conditioning?	Yes, New	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	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):	Attractive, well-maintained, single-story, free-standing Building w ample parking on main thoroughfare in desirable corridor/neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	27	Diagnostic	23	Adjunctive	1	Dentures	0
General Operative	38	Endo		Ortho/TMJ	0	Perio	1
Oral Surgery	0	Cosmetic		Crown/Bridge	5	Implant Surgery	5

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

Refer Complex Oral Surgery, Endo, Perio, Implant Placement

Type of patients as a percentage of Collections:

Private Pay 44 **Insurance/PPO** 56 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** 0

Are you a **Delta Provider**? **Premier Only** Y **Premier + PPO**

***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, but not used**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **None, Delta Premier**

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**

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

Hygiene days per week: **5 days**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes, portable unit**

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

Number of recalls per month? **~ 130 - 135**

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, 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: **All Dental Equipment are approximately 20 yrs old, regularly upgraded & maintained, in good functioning condition. All Handpieces are ~ 4 yrs old, Dexis X-ray Sensors & CariVu Camera are ~ 5 yrs old. Computers, Vacuum Pump & Air Compressor updated ~ 3 yrs ago**

Average age of Equipment: **~ 20 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? **Yes** If yes, how much are they paid? **Unpaid**

Has staff left the practice recently? **Yes** **Retired due to Covid*

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2020 \$ 550,868 2019 \$ 634,180 2018 \$ 651,641

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

Type of Computers: **Dell** 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.