



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-1363 Antioch, California

Practice historically collects over \$500k annually!

This desirable community in the heart of California's Delta region, continues grow and draw new residents thanks to affordable housing, enviable location and overall quality of life. The lure of the area's attractive real estate market, coupled with access to top recreation, education, healthcare and public services makes it the perfect place to work, live and play!

The Doctor averaged 12 - 15 patients and welcomed approximately 30 - 35 new patients per month during the first 6 months of 2021!

The office condo is conveniently located in an attractive, well-maintained, Professional building w/ ample parking on busy thoroughfare, with good traffic flow and easy accessibility to public transportation in desirable neighborhood.

The office occupies approximately 1,323 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Reduced Price: \$95,000

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

BG-1363**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$95,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Type of Practice:	General			Reason for Selling: Deceased			
Years established:	~ 17 yrs			Days worked in 2020: ~ 240 days			
*Office closed approximately 9 months due to Covid				Days worked in 2021: ~ 200 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns Building			Expiration date:	N/A		
Rent per month	~ \$3,000.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$500.00/month		Are utilities included?	Yes, Water by HOA			
Is the rent considered above, below or at fair market value?	Seller owns Building						
Type of Building:	Condo	X	Free-standing	X	Professional	Retail Center	
Office Square footage:	~ 1,323 sf		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	No
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Well-maintained, free-standing building conveniently located on busy thoroughfare w easy access to public transportation						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	10	Adjunctive	1	Dentures	10
General Operative	10	Endo	10	Ortho/TMJ	0	Perio	7
Oral Surgery	15	Cosmetic	1	Crown/Bridge	5	Implant Surgery	1

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

Refer Complex Specialty Procedures

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 20 Denti-Cal 70 Capitation (HMO) 2 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:

United Concordia, Delta Dental, Principal, Guardian, Blue Shield, Accepts No 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: **~ 30 - 35** **first six-months of 2021*

Average number of patients per day? Per-Doctor: **~ 15** Per Hygienist **N/A**

Average age of patients: **Mid-Mature Family Range: ~ 40 yrs**

Does the office have Nitrous Oxide? **Plumbed w Connection in place**

Type of recall system used? **Postcards & Phone Call Reminders**

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

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

****Advertising contracts will be the responsibility of the 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: **All equipment regularly maintained and in good functioning condition**

Average age of Equipment: **~ 13 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? **~>\$49,000/year**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$481,700 *10m P&L* 2020 \$ 455,575 2019 \$ 678,849

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

Type of Computers: **Dell/PC** Dental 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.