



WESTERN PRACTICE SALES

John M. Cahill Associates

#BN-1360 Berkeley, California

This conservative, well-established family practice with its stellar word-of-mouth reputation has a long-term, faithful patient base and needs no marketing or website but thrives and grows from a steady stream of referrals from existing patients and colleagues! *This unique situation with shared staff and equipment is a great opportunity for any dentist looking for the perfect practice they can simply step in and make their own!*

Currently refers out most specialties, yet consistently grosses \$1+million! High potential for immediate growth and increased production on existent patient base by treating specialty procedures in-house.

The Doctor averages 6 patients w/ 9 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 5- 7+ new patients per month.

Office is located near downtown Berkeley in a desirable, attractive, well-maintained, mixed-tenant building w/ excellent visibility, accessibility, curb appeal and ample parking. It occupies approximately 1,700 sq ft and consists of 6 fully equipped OPs, which include: Digital X-ray Units in each OP. Reception area, Doctor's office, Sterilization, Storage & 2 Restrooms.

Full Price: \$695,000

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

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

We look forward to serving you

BN-1360**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$695,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
Doctor's Hours		8 - 5	8 - 5	8 - 5		8 - 5	
Hygienist Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
Type of Practice:	General		Reason for Selling: Retirement				
Years established:	~ 25+ yrs			Days worked in 2019: ~ 175+ days			
*Office closed due to Covid from March 17 – June 12, 2020			Days worked in 2020 ~ 140+ days				

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes		
Term of Lease:	Negotiable - Seller owns building			Expiration date:	N/A		
Do you share space with another dentist?	Yes, separate						
Rent per month	\$4,230.00/monthly		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?				Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Above or at FMV						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,700 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	6		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	
Business office:	No	Restrooms:	Yes, 2	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-established practice near downtown in attractive, well-maintained, mixed-tenant building in suburban neighborhood w close proximity to UC w/ excellent visibility, accessibility, curb appeal and ample parking

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	22.47	Diagnostic	22.32	Adjunctive	1.07	Dentures	3.01
Restorative	8.50	Endo	0.02	Ortho	0.03	Perio	0.17
Oral Surgery	0.53	Cosmetic		Crown/Bridge	41.88	Implant Surgery	

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

Refers all/complex Endo, Oral Surgery, Ortho & Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 54 **Insurance/PPO** 46 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** 0

Are you a **Delta Provider**? **Premier Only** Yes **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”? **No**

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

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: ~ **5 – 7+**

Average number of patients per day? Per-Doctor: ~ **6** Per-Hygienist: ~ **9**

Hygiene days per week: **5 days**

Average age of patients: **Mid-family Range: ~ 40 – 45 yrs**

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

Type of recall system used? **Lighthouse 360**

Number of recalls per month? ~ **150**

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**

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: **Equipment regularly upgraded, updated and maintained: all in good functioning condition. 2008: Purchased Digital Panorex**

Average age of Equipment: **~14 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?

Has staff left the practice recently?

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Profit & Loss Statements:

2021 \$ 947,707 2020 \$ 718,865 2019 \$ 1,006,224

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

Type of Computers: **Windows Operating System** 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.