



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DN-1355 *Perio* San Mateo, California

Highly successful practice *limited to Periodontics* has a stellar reputation and state-of-the-art equipment providing personalized service to mature patients referred by a robust and dedicated networking base in this vibrant community. *This practice has huge growth potential with a little attention to the marketing and maximizing office hours and workweek.*

Doctor averages 8 – 10 patients w/ 7 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 12 - 15 new patients per month.

The office is in an attractive, well-maintained, multi-tenant, ADA-compliant Professional building in Retail Complex w/ ample parking, conveniently located between 2 major highways in a highly desirable, suburban neighborhood.

The office occupies approximately 1,500 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Lab, Storage, and Restroom.

***Full Price: \$450,000***

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

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Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

# DN-1355

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 4:30		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 4:30		
Hygienist Hours			9 – 5	9 – 5			
Type of Practice:	<b>Perio</b>		Reason for Selling:		<b>Personal</b>		
Years established:	~ Since 1961			Days worked in 2019: ~ 190+ days			
*Office closed due to Covid from April 1 – May 15, 2020				Days worked in 2020 ~ 165+ days			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Possibly</b>		
Term of Lease:	<b>10 yrs w/ 2 (two) 10-yr options</b>			Expiration date:	<b>June 2022</b>		
Do you share space with another dentist?	<b>NO</b>						
Rent per month	<b>\$5,429.00/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$1,200.00/month</b>		Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	<b>Retail Center</b>	<b>X</b>	
Office Square footage:	~ 1,500 sf		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>4</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>No</b>
Business office:	<b>No</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>No</b>
						3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained, multi-tenant Professional building in Retail Shopping Complex w/ ample parking, conveniently located between 2 major highways in a highly desirable, suburban neighborhood.**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Periodontics**

Surgery **55** Diagnostic **14** Implant Surgery **7** Perio Procedures **9**

Type of patients as a percentage of Collections:

**Private Pay** 40 **Insurance/PPO** 60 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

Are you a **Delta Provider**? **Premier Only** Y PPO \_\_\_\_\_ *\*Delta honors Premier fees for Specialists*

**\*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 Dental & Cigna**

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: **~ 12 - 15**

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

Hygiene days per week: **2 days**

Average age of patients: **Mid-Mature Range: ~ 50 yrs**

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

Type of recall system used? **Problem cases stay on alternating recall w general dentist**

Number of recalls per month? **~ 8 patients/day x 2 days/week**

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**

## 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, upgraded and updated and in great condition – Modern Décor – Ethernet hard-wired throughout**

Average age of Equipment: **~ 20 yrs** Any equipment leases? **Yes, Laser (1½ yrs remaining)**

Equipment is right/left-handed/convertible? **Right & Convertible\* \*Hygiene OP**

## 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? **50% of Payroll**

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

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

## PRACTICE FINANCIAL PROFILE

**Last 3 years' Gross Collections from Corporate Tax Returns (fiscal):**

2020 **\$ 684,158 P&L** 2019 **\$ 603,935** 2018 **\$ 791,327**

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

Type of Computers: **Dell/Windows 10** Dental Software: **DataCon**

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.