



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-1362 Las Vegas, Nevada

Seller has established a quality practice with a wonderful patient base in this highly desirable Las Vegas neighborhood and is passing it on to you! This remarkable opportunity awaits your talent and skill!

The Doctor averages 10 - 12 and welcomes approximately 30 – 35+ new patients per month, based on location, word-of-mouth referrals.

This spacious, well-thought office is located in an attractive, well-maintained, single-story Professional building with ample parking, prominent signage and excellent street visibility in desirable corridor and neighborhood of high growth and development.

The office consists of 6 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms*.

Full Price: \$415,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

LV-1362

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$415,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|--|--|-------|-------|----------------------|-------|--------------------------|-----|
| Office Hours | | 8 – 4 | 8 – 4 | 8 – 4 | 8 – 4 | 8–12 ^{*by appt} | |
| Doctor's Hours | | 8 – 4 | 8 – 4 | 8 – 4 | 8 – 4 | 8–12 ^{*by appt} | |
| Type of Practice: | General | | | Reason for Selling: | | Personal | |
| Years established: | ~ Since 2010, current owner since 2017 | | | Days worked in 2019: | | ~ 195+ days | |
| *Office closed due to Covid from March 19 – May 4, 2020 | | | | Days worked in 2020: | | ~ 175+ days | |

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

| | | | | | | | | | |
|--|---|--|---------------------|---|---------------------|--------------------|------------|------------|-----------|
| 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: | 5 years + 2 (two) options to renew | | Expiration date: | May 2021 | | | | | |
| Do you share space with another dentist? | No | | | | | | | | |
| If yes, percentage of Associate's Production: | N/A | | | | | | | | |
| Rent per month | \$4,709.85/month | Common area, maintenance fees /taxes included? | Yes | | | | | | |
| If not included, current amount paid? | N/A | Are utilities included? | No | | | | | | |
| Is the rent considered above, below or at fair market value? | Fair Market | | | | | | | | |
| Type of Building: | Condo | Free-standing | Professional | <input checked="" type="checkbox"/> Retail Center | | | | | |
| Office Square footage: | *See note above | Carpet? | No | Air conditioning? | Yes, 2 units | | | | |
| Number of fully equipped OPs: | 6 | Plumbed for additional OPs? | 0 | | | | | | |
| 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 |

**Digital X-ray Units: phosphor plate w scanning, not direct capture digital*

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

Attractive, well-maintained, single-story, Professional building w/ ample parking and prominent signage and excellent street visibility in desirable neighborhood of high growth and new development

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|--------------|------------|-------------|--------------|-------------|-----------------|-------------|
| Preventative/Hygiene | 10.79 | Diagnostic | 20.2 | Adjunctive | 2.62 | Dentures | 6.42 |
| General Operative | 30.35 | Endo | 5.48 | Ortho/TMJ | 0.05 | Perio | 2.43 |
| Oral Surgery | 2.22 | Cosmetic | 0 | Crown/Bridge | 9.36 | Implant Surgery | 9.87 |

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

None: Most specialty procedures are treated in-house

Type of patients as a percentage of Collections:

Private Pay 49 **Insurance/PPO** 31.8 **Medicaid /HMO** 16.44 **Capitation/NPD (Culinary)** 0

Does your practice participate in "Care Credit"? **Yes**

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

Medicaid, SHL, NPD, All Major 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: **~ 445/yr-to-date: ~ 35+**

Average number of patients per day? Per-Doctor: **12** Hygienist: **N/A**

Hygiene days per week **Doctor performs all hygiene**

Average age of patients: **< 16 yrs ~ 3+ / 17-30y ~ 15+% / 31-50y ~35+% / 51-70y ~ 30+% / 71+y ~14%**

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

Type of recall system used? **Weave – Text Messaging, Prescheduling**

Number of recalls per month? **~ 80+**

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

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

What types of Practice Promotions? **New Patient Promotions**

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: ~ 5 – 6 yrs Any equipment leases? **No**

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

PERSONNEL

| Position | Days/Hrs | Date hired | Rate of Pay | Eligible for benefits |
|----------|----------|------------|-------------|-----------------------|
|----------|----------|------------|-------------|-----------------------|

AVAILABLE UPON REQUEST

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years’ Gross Collections from Corporate Tax Returns:

2021 \$555,595.74 P&L 2020 \$ 435,091 2019 \$ 324,829

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: **PC/Windows 10** 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.

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