



## WESTERN PRACTICE SALES

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John M. Cahill Associates

#AN-1190

San Francisco, California

*Perfectly Situated Near Union Square!*

If your dream is to practice in the heart of the city, check out what we're offering! Located in the downtown financial and shopping district, adjacent to Union Square bustling with activity, among San Francisco's most prominent and prestigious hotels and stores, imagine coming to work here every day, in this historical landmark, multi-story Medical/Dental Professional building!

The Doctor averages 7 - 8 patients w/ 8 Hygiene patients per day offering 5 Hygiene days/per week and welcomes approximately 8 – 9 new patients per month based on internal marketing: word-of-mouth referrals, the best kind of marketing!

The remodeled office (2010) is conveniently in the historical, multi-story, landmark Medical-Dental Professional building in the well-known, popular, busy, affluent SF financial and shopping district, bustling with activity and the added bonus of the convenience of public transportation and new underground Muni Station. The office occupies approximately 1,275 square feet and consists of 4 fully equipped OPs + 1 Hygiene OP, Reception area, Doctor's office, Business office, Sterilization, Storage, and Restroom.

***Full Price: \$425,000***

***Real Estate Also Available***

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

Timothy G. Giroux, DDS

Jon B. Noble, MBA

John M. Cahill, MBA

Edmond P. Cahill, JD

**800.641.4179**

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

**We look forward to serving you**

#AN-1190

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$425,000

## 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		<i>variable</i>	8 – 5	8 – 5	8 – 5	8 – 5	
Associate's Hours		8 – 5	8 – 5				
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 – 5	
Type of Practice:	<b>General</b>		Reason for Selling:		<b>Retirement</b>		
Years established:	~ <b>Since 1985</b>		Days worked in 2019:		~ <b>240 days</b>		

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>
Term of Lease:	<b>Seller owns Condo suite</b>		Expiration date:
Do you share space with another dentist?	<b>No, *Associate may stay w practice, after sale</b>		
Rent per month	<b>\$ 8,000.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>
If not included, current amount paid?	<b>N/A</b>	Are utilities included?	<b>No</b>
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>		
Type of Building:	<b>Condo</b>	<input checked="" type="checkbox"/> Free-standing	<input type="checkbox"/> Professional <input type="checkbox"/> Retail Center
Office Square footage:	<b>~ 1,275 sq. ft.</b>	Carpet?	<b>Partial</b>
Number of fully equipped OPs:	<b>4 + 1*</b>	Plumbed for additional OPs?	<b>Yes, Hygiene*</b>
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>
		Laser:	<b>No</b>
		Intra-oral Camera:	<b>Yes</b>
		3D Imager:	<b>No</b>

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

**Complete remodel in 2010: Condo in historical, multi-story, Medical-Dental Professional landmark building in the well-known, popular, busy, affluent SF financial and shopping district, bustling with activity w the convenience of public transportation and new Muni underground Station**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>22.97</b>	Diagnostic	<b>24.77</b>	Adjunctive	<b>10.19</b>	Dentures	<b>.37</b>
General Operative	<b>19.10</b>	Endo		Ortho/TMJ		Perio	<b>3.51</b>
Oral Surgery		Cosmetic		Crown/Bridge	<b>17.32</b>	Implant	<b>1.78</b>

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

**Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

Private Pay 58 Insurance/PPO 42 Denti-Cal \_\_\_\_\_ Capitation (HMO) \_\_\_\_\_ Other \_\_\_\_\_

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**

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

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: **~ 8 -9**

Average number of patients per day? **12 - 16** Per-Doctor: **~ 6 - 9** Per-Hygienist: **~ 8**

Hygiene days per week: **5 days**

Average age of patients: **Family Range: 70+% of patient base under age 60 yrs**

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

Type of recall system used? **Pre-scheduling, Phone Call & Postcard Reminders**

Number of recalls per month? **~ 176**

What types of Practice Promotions? **Internal Marketing: word-of-mouth referrals**

Phone Book Advertising? \* **No** \* *Phone book advertising contracts will be the responsibility of buyer after transition.*

## 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: **2010: Complete Remodel: plumbing, electrical etc with Regular Maintenance, All Equipment in good functioning order**

Average age of Equipment: ~ 10 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? **No** If yes, how much are they paid?

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 \$ 623,751 2020 \$ 512,728 2019 \$ 606,763 .

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

Is pegboard or computer? **Computer** What type of computer? **PC**

What software? **Eaglesoft** 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.