



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1382

Hayward, California

Once known for its robust agriculture and canning industries, Hayward is now a good, peaceful place to live. Sink your roots down here as you invest in the community and give back by delivering a high standard of dental care in this streamlined family-oriented practice to an appreciative patient base.

Doctor averages 4 - 6 patients w/ 6 - 8 Hygiene patients per day offering 4 days of Hygiene/per week.

Office is conveniently located in an attractive, well-maintained, 2-story Professional building tucked among thriving businesses on busy corridor of desirable neighborhood.

The office occupies approximately 2,602 square feet and consists of 6 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$95,000

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

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

We look forward to serving you

#BC-1382

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$95,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30		
Doctor's Hours		9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30		
Hygienist Hours		9 – 5:30	9 – 5:30	9 – 5:30	9 – 5:30		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ Since 1972			Days worked in 2020:	~ M – Th, except Covid		
*Office closed due to Covid from March 17 – July 13, 2020				Days worked in 2021:	~ M - Th		

OFFICE SPACE & LEASE INFORMATION

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:	2 yrs	Expiration date:	March 2023				
Do you share space with another dentist?	N/A						
Rent per month	\$ 6,110.47/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	Are utilities included?		Yes				
Is the rent considered above, below or at fair market value?	Fair – Below Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 2,602 sq ft	Carpet?	Partial	Air conditioning?	Yes		
Number of fully equipped OPs:	6	Plumbed for additional OPs?	Yes, 7th OP has no Chair				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	Yes

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

Attractive, well-maintained 2-story Professional building with bright, airy OPs with natural light from windows, with commercial businesses as tenants and popular shopping mall on busy corridor w easy freeway accessibility

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	50	Diagnostic	10	Adjunctive	Dentures	5
General Operative	25	Endo	0	Ortho/TMJ	Perio	
Oral Surgery	0	Cosmetic		Crown/Bridge	10	Implant Surgery

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

Refer Complex Oral Surgery, Endo, Perio, Implant

Type of patients as a percentage of Collections:

Private Pay 35 Insurance/PPO 65 Denti-Cal Capitation (HMO) Other

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"? **Yes**

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: **Unknown**

Average number of patients per day? Per-Doctor: **~ 4 - 6** Per-Hygienist: **~ 6 - 8**

Hygiene days per week: **4 days**

Average age of patients: **Mature Family range: ~ 50 yrs**

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

Type of recall system used? **Prescheduling, Phone Call Reminders to confirm Appt**

Number of recalls per month? **~ 120+**

Types of Advertising: Print Ad: **YP** Facebook: **Yes** Yelp: Other:

****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: **New Paint, Non-carpet Flooring in Reception, All equipment are regularly maintained, upgraded and updated and all are in good functioning condition**

Average age of Equipment: **~ 1984 - 2015** Any equipment leases? **Nitrous Tanks, Postage Meter**

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? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 367,105 P&L 2020 \$ 241,004 2019 \$ 413,232

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

Type of Computers: **PC** Dental Software: **Patterson 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.