



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1366 Monterey, California

This stellar practice is committed to providing a lifetime of excellent oral health care by offering a full spectrum of comprehensive dentistry. This practice has a mission to guide patients along the path of optimal dental health by delivering a high standard of care in a friendly, safe and comfortable environment. Staff and patients consider it a privilege to be in this practice!

Established for 50+ years with a loyal, stable patient base who are well-educated and friendly, Doctor averages 7 patients w/ 7-8 Hygiene patients per day offering 1 day of Hygiene/per week and welcomed approximately 5-7+ new patients per month in previous years but not accepting new patients currently.

Centrally and conveniently located on a busy thoroughfare connecting Monterey w/ Pacific Grove in a region known as "New Monterey", this charming office w/ excellent street exposure and second-to-none visibility, occupies approximately 1,200 square feet and consists of 4 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$385,000

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

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

We look forward to serving you

DG-1366**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$385,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Hygienist Hours		8 – 5					
Type of Practice:	General			Reason for Selling:			Personal
Years established:	~ 50 yrs			Days worked in 2020:			~ 185+ days
*Office closed due to Covid from March 18 – May 25, 2020				Days worked in 2021:			~ 200+ days

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:	10-yrs w/ option to renew			Expiration date:	June 30, 2023		
Do you share space with another dentist?	No						
Rent per month	\$4,526.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$2,713.00 paid in 2021			Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Above Market						
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,200 sf		Carpet?	No	Air conditioning?	No	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes, 2	Intra-oral Camera:	Yes, 4
						3D Imager:	No

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

Charming, restored, single-story house w/ ample parking and excellent street exposure w/ visible signage on busy, major thoroughfare in desirable commercial corridor in neighborhood known as "New Monterey" which connects Monterey w/ Pacific Grove

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	13	Diagnostic	13	Adjunctive	3	Dentures	0.35
General Operative	12	Endo	1	Ortho/TMJ	0.02	Perio	6
Oral Surgery	1	Cosmetic		Crown/Bridge	49	Implant Surgery	0

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

Refer Complex Oral Surgery, Endo, Perio, Pedo, Ortho

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 _____ Premier + PPO Y

***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 Premier, Delta PPO, United Concordia, Connection Dental (GEHA), MetLife, Cigna, Anthem 200, Anthem 300, Dental Health Alliance – DHA, Pacific Health Alliance - PHA

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: **~ 0** **currently not accepting N/P*

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

Hygiene days per week: **1**

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

Does the office have Nitrous Oxide? **Yes, plumbed in all 4 OPs**

Type of recall system used? **Prescheduling**

Number of recalls per month? **2021: ~ 50 - 55 / 2019: ~ 80 - 85**

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

**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: **Aug 2020: 5-Air Cleaners (4 w/ Aerosol Suction)**
November 2020: 4-Adec 400 Chairs, 4-Adec LED500 Lights, 4-Adec Convertible Delivery Systems, 4-Intraoral Cameras, 4-Cavitron Units, 1-Assistant Chair, 1-Doctor's Chair
November 2021: Remodeled Laboratory

Average age of Equipment: ~ 5 yrs Any equipment leases? **Yes, 3 N₂O/O₂ Cylinders**

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? **\$800.00/weekly**

Has staff left the practice recently? **Yes, Maternity Leave in July 2021**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$485,686 2020 \$ 501,498 2019 \$ 753,328

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

Type of Computers: **Dell/Windows Server 2016** 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.