



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1369

Half Moon Bay, California

The demographics of the patient base of this highly-esteemed, beloved stellar reputation practice is comprised of Dot.com employees, who have invested in a quieter lifestyle outside the sprawl of the Silicon Valley. Equipped with the most advanced, high-tech, state-of-the-art equipment, Doctor & Staff strive to deliver the highest standard of cosmetic, restorative, implant dentistry.

Doctor averages 7 patients w/ 7 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 10 - 12 new patients per month.

Office has enviable visibility and accessibility in an attractive, well-maintained, free-standing Building with excellent street signage and immaculate curb appeal tucked in a desirable, charming residential neighborhood.

Beautiful rich & warm colors greet patients as they enter this spacious 2,480 sqft office of 4 OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 3 Restrooms, all designed with patient comfort, office flow and efficiency in mind.

Full Price: \$688,000

Real Estate Also Available

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

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

We look forward to serving you

#DG-1369

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$688,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

| | SUN | MON | TUE | WED | THUR | FRI | SAT |
|---|---------------------|----------|----------|----------------------|----------|--------------------|-----|
| Office Hours | | 8:30 – 5 | 8:30 – 5 | 8:30 – 5 | 8:30 - 5 | | |
| Doctor's Hours | | 8:30 – 5 | 8:30 – 5 | 8:30 – 5 | 8:30 - 5 | | |
| Hygienist Hours | | 8:30 – 5 | 8:30 – 5 | 8:30 – 5 | 8:30 - 5 | | |
| Type of Practice: | General | | | Reason for Selling: | | Retirement | |
| Years established: | ~ Since 1991 | | | Days worked in 2020: | | ~ 145+ days | |
| *Office closed due to Covid from March 13 – May 25, 2020 | | | | Days worked in 2021: | | ~ 175+ days | |

OFFICE SPACE & LEASE INFORMATION

| | | | | | | | |
|--|---|-------------------------------------|--|------------------|-------------------|--------------------|------------|
| Is the building/suite owned? | Yes | Is building available for purchase? | Possibly | | | | |
| Is the space leased? | N/A | Is lease renewable? | Is lease assignable? | | | | |
| Term of Lease: | Seller owns building | | | Expiration date: | | | |
| Rent per month | \$6,800.00/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 | X | Professional | Retail Center | | |
| Office Square footage: | ~ 2,480 sq ft | | Carpet? | Yes | 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: | Yes | Restrooms: | Yes, 3 | Sterilization: | Yes | Storage: | Yes |
| Digital X-ray: | Yes | Cerec: | Yes | Laser: | Yes | Intra-oral Camera: | Yes |
| | | | | | Yes | 3D Imager: | Yes |
| Description of office building, Location and attributes of practice (a brief description): | Attractive, well-maintained, free-standing building with excellent signage, curb appeal, visibility and accessibility tucked in a desirable, charming residential neighborhood | | | | | | |

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

| | | | | | | | |
|----------------------|-----------|------------|-----------|--------------|-----------|-----------------|---------------|
| Preventative/Hygiene | 18 | Diagnostic | 15 | Adjunctive | 1 | Dentures | < 1 |
| General Operative | 11 | Endo | 2 | Ortho/TMJ | | Perio | 3 |
| Oral Surgery | 4 | Cosmetic | | Crown/Bridge | 38 | Implant Surgery | 7 |

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

Refer All Removable Dentures & Ortho, Most 3rd Molars, Molar Endo, TMJ, Difficult Pedo

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 **Denti-Cal** 0 **Capitation (HMO)** 0 **Other** 0

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: **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: **~ 10 - 12**

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

Hygiene days per week: **4 - 5 days**

Average age of patients: **Full Range of Family-age**

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

Type of recall system used? **Pre-scheduling**

Number of recalls per month? **~ 125**

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

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

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

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: **Equipped with the most advanced, high-tech, state-of-the-art equipment to produce comprehensive restorative & cosmetic dentistry with the best results. All equipment are regularly upgraded, updated, maintained and in excellent functioning condition**

Average age of Equipment: ~ 6 years Any equipment leases? **Yes, 1 X-Ray Sensor**

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

PERSONNEL

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

AVAILABLE UPON REQUEST

Do family members work in the office? **No but on payroll for \$29,571.00/yr**

Has staff left the practice recently? **Yes, returning from maternity leave in June 2022**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 1,096,611 *P&L est* 2020 \$ 908,550 2019 \$ 1,071,255

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

Type of Computers: **PC** Dental Software: **Softdent**

Is software transferable? **No, 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.