



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1371

West San Jose, California

Excellent location and stellar reputation go hand-in-hand, contributing to the success of this beloved, family-oriented practice in desirable commercial-residential suburban neighborhood. Be part of this community serving a stable, multi-generational, diverse patient base who are loyal and appreciative of the quality care they receive in this long-established practice, which focuses on preventative and maintenance of good long-term dental health.

The Doctor averages 4 – 6 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 3 new patients per month.

Office is conveniently located in an attractive, well-maintained, 2-story Professional complex in a desirable, mixed Commercial-Residential-Suburban neighborhood, close to busy, major thoroughfares. Office occupies approximately 1,030 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Full Price: \$425,000

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

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

We look forward to serving you

DG-1371**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	7:30 – 4:30	8 – 5	7 – 4		
Doctor's Hours		8 – 5	7:30 – 4:30	8 – 5	7 – 4		
Hygienist Hours		8 – 5	7:30 – 4:30	8 – 5	7 – 4		
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 25+ yrs			Days worked in 2019: ~ 190 days			
*Office closed due to Covid from March 18 – May 31, 2020				Days worked in 2020 ~ 150+ 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:	5 yrs			Expiration date:		2026	
Do you share space with another dentist?	No						
Rent per month	\$3,805.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	Yes		Are utilities included?		Yes, Water, Utilities, Trash		
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing		Professional	X	Retail Center	
Office Square footage:	~ 1,030 sf		Carpet?	Yes	Air conditioning?		Yes
Number of fully equipped OPs:	3		Plumbed for additional OPs?		No		
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story Professional complex in a desirable, mixed commercial-residential-suburban neighborhood, close to busy major thoroughfare						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	27	Diagnostic	32	Adjunctive	1	Dentures	< 1
General Operative	9	Endo		Ortho/TMJ	2	Perio	< 1
Oral Surgery	< 1	Cosmetic		Crown/Bridge	28	Implant Surgery	

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

Refer Complex Oral Surgery, Endodontics, Perio Surgery, Ortho, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 30 **Insurance/PPO** 70 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"? **No**

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: **~ 3**

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

Hygiene days per week: **4 days**

Average age of patients: **Mid-Family Range: ~ 30 – 40 yrs**

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

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

Number of recalls per month? **~ 120 - 125**

Types of Advertising: Print Ad: **YP** Facebook: **N/A** Yelp: **N/A** Other: **N/A**

**Advertising contracts will be the responsibility of 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: **Paint, Carpet, Flooring: ~ 10+ yrs**

Average age of Equipment: ~ 5 – 20 yrs Any equipment leases? **No**

Equipment is right/left-handed/convertible? **Right & 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? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 564,228 2020 \$ 463,389 2019 \$ 673,475 2018 \$ 628,412

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

Type of Computers: **Dell/PC** 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.