



WESTERN PRACTICE SALES

John M. Cahill Associates

#RN-1364

Minden, Nevada

Located in the little haven of Carson Valley, less than 30 minutes to Lake Tahoe, 45 minutes to Reno Tahoe International Airport and surrounded by 15 mountain ski resorts! Established for 42 years, Doctor has followed these philosophies for successful, long and rewarding career in dentistry. To the astute Buyer who loves dentistry and is committed to serving in a wonderful community: *(1) become a lifelong learner to improve your skills (2) communicate with your peers and patients (3) immerse yourself in the community (4) strive for perfection to enhance your service and practice!*

Doctor averages ~ 10 patients w/ 8 Hygiene patients per day offering 6 days of Hygiene/per week and welcomes approximately 12-15 new patients per month, based on word-of-mouth referrals, Social Media presence and an enviable location! Practice also added over 200 new patients in 2021 from another local dentist who is “slowing down”.

Office is conveniently located in one of the most beautiful buildings in the Carson Valley! This easy-to-find location commands your attention!

Office is thoughtfully designed for patient comfort and office flow for efficiency and consists of 5 fully equipped Ops with room for expansion, Reception area, 2 Doctor's offices, Business office, Sterilization, Lab, Storage and 3 Restrooms.*

Full Price: \$725,000

Real Estate Also Available

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

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WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$725,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	12 – 7	8 – 5	8 - 5		
Doctor's Hours		8 – 5	12 – 7	8 – 5	8 - 5		
Hygienist Hours		8 – 5	12 – 7	8 – 5	8 - 5		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 42 years			Days worked in 2020: ~ 175+			
*Office closed due to Covid from March 20 - May 11, 2020				Days worked in 2021: ~ 183			

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned?	Yes, 50%	Is building available for purchase?	Yes
Is the space leased?	Yes	Is lease renewable?	No
Term of Lease:	N/A	Is lease assignable?	No
Expiration date:	N/A	Do you share space with another dentist?	No
Rent per month	\$3,600.00/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	\$810.00/month	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Below FMR		
Type of Building:	Condo	Free-standing	X
Professional		Retail Center	
Office Square footage:	*See note above	Carpet?	Yes
Air conditioning?			Yes
Number of fully equipped OPs:	5	Plumbed for additional OPs?	Room for Additional (not plumbed)
Reception area:	Yes	Dark room:	No
Doctor's office:	Yes, 2	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 3
Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No
Laser:	Yes	Intra-oral Camera:	Yes
3D Imager:	No		
Description of office building, Location and attributes of practice (a brief description):	Remodeled in 2012, probably the most beautiful Dental Office in Carson Valley w easy-to-find location across from desirable, high traffic locations		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16.5	Diagnostic	11.5	Adjunctive	1.0	Dentures	3.5
General Op/Crown	55.5	Endo	1.4	Ortho/TMJ	0.68	Perio	4.0
Oral Surgery	0.10	Cosmetic	8.5	Crown/Bridge	See Gen Op	Implant Surgery	0

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

Refer Most Oral Surgery, Ortho, Pedo, Molar Endo, Surgical Perio, Implant Placement

Type of patients as a percentage of Collections:

Private Pay 65 **Insurance/PPO** 35 **Medicaid** 0 **Capitation (HMO)** 0 **NPD (Culinary)** 0

Does your practice participate in “Care Credit”? **Yes**

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

Delta Premier, Diversified, Cigna

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 - 15**

Average number of patients per day? Per-Doctor: **~ 10** Per-Hygienist: **~ 8**

Hygiene days per week: **6 days**

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

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

Type of recall system used? **Dentrix computer tracking**

Number of recalls per month? **~ 160**

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

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

What types of Practice Promotions? **None at this time**

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: **2012 total remodel**

Average age of Equipment: ~ **12 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? **N/A**

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 \$918,295 P&L 2020 \$ 763,770 2019 \$ 865,405

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

Type of Computers: **Dell** 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.

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