



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1392 Albany, California

Doctor and seasoned staff have built long-lasting relationships with a solid patient base of 2nd and 3rd generation loyal families who appreciate years of quality care, friendship, and community in this beloved, stellar practice that has been built on trust, earning consistently solid patient reviews on Google, Yelp, and Demand Force.

With its enviable location on the perimeter of the popular and busy El Cerrito Plaza, within walking distance of both BART and the local bus line, this ground-level, handicap-accessible Double Suite Office is in an attractive, well-maintained 2-story, free-standing Medical-Dental professional building. The setting offers ample parking, street-level visibility in a well-traveled area and excellent accessibility without stairs.

Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 5-6 new patients per month, with growth from internal word-of-mouth referrals: the best kind of marketing!

This thoughtfully designed office, with efficiency and patient flow in mind, occupies approximately 1,496 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and a patient Restroom which is located in the hallway of the building.

Full Price: \$299,000

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

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

We look forward to serving you

#BC-1392

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$299,000

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		8 – 5		8 – 5	8 – 5		
Hygienist Hours		8 – 5		8 – 5	8 – 5	8 – 5	
Type of Practice:	General			Reason for Selling: Seller is Deceased			
Years established:	~ Since 1960			Days worked in 2020: ~			
*Office closed due to Covid from March 18 – July 8, 2020				Days worked in 2021: ~			

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:	New Lease to be Negotiated			Expiration date:	May 2023		
Do you share space with another dentist?	No						
Rent per month	\$ 6,347.00/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	\$473.00/month		Are utilities included?	Yes, H₂O, Electricity, Insurance, Janitorial			
Is the rent considered above, below or at fair market value?	Fair for Location						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 1,430 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	5		Plumbed for additional OPs?	Unknown			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, Hall	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	No	Cerec:	Yes	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	With its enviable location on the fringe of the popular and busy El Cerrito Plaza, within walking distance from BART, this ground-level, handicap-accessible Double Suite Office is located near the elevator in an attractive, well-maintained 2-story, free-standing Medical-Dental Professional building with ample parking, generating walk-by traffic with its street-level visibility and offering excellent accessibility with no stairs to climb.						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	5	Adjunctive	0	Dentures	10
General Operative	15	Endo	0	Ortho/TMJ	0	Perio	0
Oral Surgery	0	Cosmetic	20	Crown/Bridge	20	Implant Surgery	0

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

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

Type of patients as a percentage of Collections:

Private Pay 45 Insurance/PPO 55 Denti-Cal 0 Capitation (HMO) 0 Other

Are you a **Delta Provider**? Premier Only Premier + PPO Yes

***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 Premier**

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: **~ 5-6**

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

Hygiene days per week: **4 days**

Average age of patients: **Mature: 50 – 60+ yrs**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Computer tracking, Phone Call Reminders**

Number of recalls per month? **~ 130**

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

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

What types of Practice Promotions? **None, 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: **All Equipment are regularly maintained and in good functioning condition**

Average age of Equipment: **~ 30 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?

Has staff left the practice recently? **Yes (retired)**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Income Statement:

2021 \$535,096 *P&L 2020 \$ 433,484 2019 \$ 687,782

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

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

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.