



WESTERN PRACTICE SALES

John M. Cahill Associates

#CC-1389

Santa Rosa, California

Positioned as a premier cosmetic and restorative practice in Sonoma, this practice with its stellar reputation and successful, streamlined policies will propel you to the next level, with your talent and skill!

The Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3½ days of Hygiene/per week and welcomes approximately 10-11+ new patients per month.

The office is conveniently located in an attractive, well-maintained, long-established, easily accessible, highly visible, fully remodeled, modern, free-standing Duplex complex located on a well-known Health Professional corridor, near desirable Downtown neighborhood.

The office occupies approximately 1,800 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and Restroom.

Full Price: \$799,000

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

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

We look forward to serving you

#CC-1389

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$799,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Doctor's Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Hygienist Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Type of Practice:	General Restorative			Reason for Selling:		Retirement	
Years established:	Since 1983, *current owner 2004			Days worked in 2020:		~ 180 days	
*Office closed due to Covid from April to May 2020				Days worked in 2021:		~ 155+ – 170+ days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Unsure				
Is the space leased?	No	Is lease renewable?	Is lease assignable?				
Term of Lease:	Seller owns building			Expiration date:			
Rent per month	\$ 6,000.00/month		Common area, maintenance fees /taxes included?		Yes		
If not included, current amount paid?			Are utilities included? No				
Is the rent considered above, below or at fair market value?			Fair Market Value				
Type of Building:	Condo	Free-standing	X	Professional	Retail Center		
Office Square footage:	~ 1,800 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs: 5		Plumbed for additional OPs?		No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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, long-established, fully remodeled modern, free-standing Duplex building centrally located near the bustling downtown neighborhood w high visibility, easy accessibility, off busy Professional healthcare corridor for Sonoma County

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	12	Adjunctive	1	Dentures	2
General Operative	20	Endo	1	Ortho/TMJ	3	Perio	7
Oral Surgery	1	Crown/Bridge includes Cosmetic & Implant Surgery					41

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

Refer Complex Endo, Perio Surgery, Implant Placement, Difficult Pedo,

Type of patients as a percentage of Collections:

Private Pay 32 Insurance/PPO 68 Denti-Cal _____ Capitation (HMO) _____ Other _____

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, Cigna,**

Contracted w/ Kaiser to make all sleep apnea devices

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: ~ 137/yr = 10 – 11+

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

Hygiene days per week: ~ 3½ days

Average age of patients: **Family Range: 30 – 65+ yrs**

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

Type of recall system used? **Software, Electronic/computer tracking, Text, Email Reminders**

Number of recalls per month? ~ 40 – 45+

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

****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: **2017: Office is totally remodeled with high-end finishes, 2021: new carpeting. All Equipment are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: **~ 20 yrs Adec** Any equipment leases? **Front Office Copier/Scanner/Fax**

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? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 **\$1,089,591** *P&L est* 2020 **\$ 910,834** 2019 **\$ 1,041,916**

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

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

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.