



WESTERN PRACTICE SALES

John M. Cahill Associates

#GN-1378 *Perio*

North Sacramento Valley, California

This notable opportunity is ideally located within 2-3 hours away from Sacramento and San Francisco, tucked among beautiful parks, lakes and mountains, ideal for the perennial hiker, explorer, boater and outdoor adventurer! This *Perio specialty practice* focuses on saving & preserving teeth, if at all possible, with emphasis on long-term optimal dental health through education and early detection!

The Doctor averages 6 - 8 patients w/ 6 Hygiene patients per day offering 3 days x2 *Hygienist per day/per week* and welcomes approximately 30 - 35 new patients per month, due to a robust referral network, stellar reputation and good communication/relationships with patients in a warm and caring atmosphere.

Office is conveniently located in an attractive, well-maintained, single-story Professional building complex with ample parking on busy corridor of desirable neighborhood. It is spacious and occupies approximately 3,070 square feet and consists of 5 fully equipped OPs with plumbing for 1 (one) additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 3 Restrooms.

Full Price: \$695,000

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

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► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

#GN-1378

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$695,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5		2X/Month ^{by appt}
Doctor's Hours		8 – 5				1X /Month ^{by appt}	
Associate's Hours			<i>Dr monitor Hygiene</i>				
Hygienist Hours			8 – 5	8 – 5			
Type of Practice:	Perio			Reason for Selling:		Personal	
Years established:	~ 19 yrs *current owner since 3/2021			Days worked in 2020: ~ 81 *1 Dr / ~ 180+ Hyg			
*Office did not close but treated emergencies and halted Hygiene for approximately 2 months in 2020 (Covid)				Days worked in 2021: ~ 139 *2 Drs / ~ 240+ Hyg			

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:	March 2026				
Do you share space with another dentist?	Yes, Associate *another Perio DDS contracted						
Rent per month	\$5,700.00/month	Common area, maintenance fees /taxes included?	No				
If not included, current amount paid?	73% CAM paid by Tenant			Are utilities included?	No		
Is the Rent considered above, below or at fair market value?	At Market Value						
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 3,070 sq. ft.	Carpet?	Yes, partial		Air conditioning?	Yes	
Number of fully equipped OPs:	5	Plumbed for additional OPs?	Yes, 1				
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:	No	Laser:	Yes	Intra-oral Camera:	Yes
						3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, easily accessible, highly visible Professional complex with ample parking on busy corridor of desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Surgery **15** Diagnostic **6** Hygiene **13** Perio Procedures **42** Implant Surgery **24**

Type of patients as a percentage of Collections:

Private Pay **61** Insurance/PPO **39** Denti-Cal **0** Capitation (HMO) **0** Other **0**

Are you a **Delta Provider**? Premier Only _____ PPO* **Yes** **Delta honors Premier fees for Specialists*

***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, United Healthcare**

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: **~ 30 – 35**

Average number of patients per day? Per-Doctor: ~ Per-Hygienist: **~ 6 x2**

Hygiene days per week: **3 days/wk**

Average age of patients: **Mature: ~ 55+ yrs**

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

Type of recall system used? **Perio Exec**

Number of recalls per month? **~ 160 - 165+ *Hygiene**

Types of Advertising: **Print Ad: YP** Facebook: **No** Yelp: **No** Other: **No**

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

What types of Practice Promotions? **Direct Contact, Lunches, Promotions, Gifts w Referring Network**

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: **Building is 10+ yrs old, 2016: Hard surface flooring installed in surgical OPs, CBCT & Pano, Piezo & Implant Drives ~ 5 yrs old, All Equipment, Paint, Carpet are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: ~ 5 – 14 yrs Any equipment leases? **No**

Equipment is right/left-handed/convertible? **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? **Yes** If yes, how much are they paid? **\$5,000.00/month**

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

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 1,137,208 *9-months* 2020 \$ _____ 2019 \$ _____

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

Type of Computers: **Dell, 2 Servers *2016 & 2018** Dental Software: **Perio Exec DSN**

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.