



WESTERN PRACTICE SALES

John M. Cahill Associates

#BC-1383

Piedmont, California

Named in 2019 as “one of the best places to live”, this suburb weaves in and out of the sprawling Oakland city borders. With highly-rated schools and beautiful neighborhoods, live, practice and invest yourself in this unusually close-knit and safe community with exceptionally affluent and well-educated families. *Don't miss your opportunity to continue delivering the highest standard of care to a multi-generational patient base in this highly-esteemed, fee-for-service practice.*

Doctor averages 12 – 20 patients w/ 8 Hygiene patients per day on a relaxed 4-day workweek offering 5 days of Hygiene/per week and welcomes approximately 8-10 new patients per month.

Office is conveniently located in an attractive, well-maintained, 2-story, free-standing building on a popular, well-traveled, busy thoroughfare in the heart of the desirable commercial district.

The office occupies approximately 1,740 square feet and consists of 5 fully equipped OPs with plumbing for (1) additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

Full Price: \$999,000

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

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

We look forward to serving you

#BC-1383

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$999,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	8 - 12	
Doctor's Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ Since 1972			Days worked in 2020:		~ 138 days	
*Office closed due to Covid from April – May, 2020				Days worked in 2021:		~ 204 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No				
Is the space leased?	N/A	Is lease renewable?	N/A	Is lease assignable?	N/A		
Term of Lease:	Seller owns building			Expiration date:			
Rent per month	\$ 6,350.00/month		Common area, maintenance fees /taxes included?		No		
If not included, current amount paid?			Are utilities included?		No		
Is the rent considered above, below or at fair market value?							
Type of Building:	Condo	Free-standing	X	Professional	X	Retail Center	
Office Square footage:	~ 1,740 sq. ft.		Carpet?	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, 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, 2-story Professional building on major thoroughfare of well-known corridor in desirable commercial district and neighborhood					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	15.86	Diagnostic	12.98	Adjunctive	4.99	Dentures	0.65
General Operative	29.99	Endo	0.37	Ortho/TMJ		Perio	9.97
Oral Surgery	3.35	Cosmetic		Crown/Bridge	1.98	Implant Surgery	19.85

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

Refer Ortho and Complex procedures of all of the above Specialties

Type of patients as a percentage of Collections: Fee-for-service Practice

Private Pay 71 Insurance/PPO 29 Denti-Cal 0 Capitation (HMO) 0 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"?

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta 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: ~ **8 – 10**

Average number of patients per day? Per-Doctor: ~ **12 – 20** Per-Hygienist: ~ **8**

Hygiene days per week: **5 days**

Average age of patients: **Middle-age Family Range**

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

Type of recall system used? **Prescheduling 3-4-6 month Recalls**

Number of recalls per month? ~ **150 – 160+**

Types of Advertising: Print Ad: **No** Facebook: **No** Yelp: **No** **Word-of-mouth**

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

What types of Practice Promotions? **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: **iCAT 3D Imaging Unit, All Equipment are regularly updated, upgraded, maintained and in good functioning condition**

Average age of Equipment: **~ 2 yrs** Any equipment leases? **Yes, CBCT**

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 \$ 1,427,304 P&L 2020 \$ 956,972 2019 \$ 1,364,939

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

Type of Computers: **HP Windows** 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.