



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1289

Watsonville, California

Imagine living in a quiet, rural, coastal town which has an ideal climate, a stable, diversified economy with an agricultural influence and “big city” amenities less than an hour away.

The Doctor averages 8 - 10 patients w/ 5 Hygiene patients per day offering 2 half days of Hygiene/per week and welcomes approximately 8 – 9 new patients per month based on stellar reputation of the highest standard of care in a warm and caring environment.

The office is conveniently located in an attractive, well-maintained, single-story building on a professional corridor near large Retail Shopping Center with ample parking in large level lot, with a major anchor tenant, just a block from newer, popular residential subdivision. Office has great signage, high visibility and easy accessibility.

The office occupies approximately 2,700 sq ft and consists of 6 fully equipped OPs, Reception area, Doctor’s office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Full Price: \$325,000

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

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

We look forward to serving you

#DG-1289

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$325,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Doctor's Hours		9 – 5	9 – 5	9 – 5	9 – 5		
Hygienist Hours		9 – 1	9 – 1				
Type of Practice:	General Dentistry			Reason for Selling: Personal			
Years established:	~ Since 1980			Days worked in 2019: ~ 200			
*Office remained open during Covid Shutdown w/ reduced patient load				Days worked in 2020 ~ 200			

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:	15 yrs	Expiration date:	October 2023				
Do you share space with another dentist?	N/A						
Rent per month	*\$3,645.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	No	Are utilities included?	No				
*New Lease will begin 08/2023; Rent will be \$6,210.00/month which includes Base Rent + Taxes, Insurance, CAM Fees							
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 2,700 sf	Carpet?	partial	Air conditioning?	Yes		
Number of fully equipped OPs:	6	Plumbed for additional OPs?	Yes				
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	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):	Attractive, well-maintained, single-story office building in professional complex on the corner of a major intersection, highly visible with good signage, ample parking in large parking lot to accommodate ~ 10 cars w/ 2 handicap spaces close to Entrance, easily accessible to level Front-Door entry						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	12	Diagnostic	15	Adjunctive	1	Dentures	3
General Operative	14	Endo	5	Ortho/TMJ		Perio	7
Oral Surgery	2	Cosmetic		Crown/Bridge	40	Implant Surgery	

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

Specialty Services & Procedures are referred to applicable specialists, especially complex procedures

Type of patients as a percentage of Collections:

Private Pay 50 Insurance/PPO 50 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a **Delta Provider**? Premier Only _____ 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 Dental Premier + PPO

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: ~ **6**

Average number of patients per day? Per-Doctor: ~ **8 - 10** Per-Hygienist: ~ **5**

Hygiene days per week: **2 Half Days**

Average age of patients: ~ **Mid-Family Range: ~ 45 yrs**

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

Type of recall system used? **Computer-based and tracking**

Number of recalls per month? ~ **80+**

What types of Practice Promotions? **None**

Phone Book Advertising? * **No** * *Phone book advertising contracts will be the responsibility of buyer after transition.*

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: **Moved in ~ 12 yrs ago: Installed heated Granite Counters, Hardwood & Tile Flooring, new Cabinetry, new Dental Chairs, X-ray Equipment. All infrastructure needed (air, water, power) was installed to fit the needs of the Practice. New Sinks, Toilets & Fixtures. All equipment regularly maintained and in good functioning condition**

Average age of Equipment: ~ 12 yrs

Any equipment leases? **Yes, Digital X-ray Sensor** 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? **Yes, Maternity Leave**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Schedule C Tax Returns:

2020 \$ 393,028 2019 \$ 469,075 *12m P&L* 2018 \$ 461,159

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

Is pegboard or computer? **Computer** What type of computer? **PC**

What software? **Dentrix Ascend**

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.