



WESTERN PRACTICE SALES

John M. Cahill Associates

#AC-1368

San Francisco, California

Great Location...Beautiful Office...New Equipment!

Established for 8 years, Seller is relocating and passing this well-run practice to the astute Buyer who values streamlined office and marketing policies for success at this proven location!

Doctor averages 10 - 12 patients w/ 7 Hygiene patients per day offering 2 days of Hygiene/per week and welcomes approximately 30 - 35 new patients per month based on location and word-of-mouth referrals from stellar reputation.

This spacious office is ground-level condo in an attractive, well-maintained building at the corner of two major intersections w high-traffic flow with good street signage, offering excellent visibility and easy accessibility.

The office occupies approximately 2,300 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms. *Additional 1,000 sf is available.*

Full Price: \$550,000

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

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

We look forward to serving you

#AC-1368

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$550,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 6	9 – 6	9 – 6	9 – 6	10 - 4	
Doctor's Hours			9 – 6	9 – 6	9 - 6		
Associate's Hours			10 – 6	10 - 6			
Type of Practice:	General		Reason for Selling:		Relocation		
Years established:	~ 8 yrs		Days worked in 2020:		~ 180 days		
*Office closed approximately 40-50 days due to Covid in 2020		Days worked in 2021:		~ 132 days			

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	No						
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes				
Term of Lease:	Month to Month	Expiration date:	N/A						
Do you share space with another dentist?	No								
Rent per month	\$10,000.00/month	Common area, maintenance fees /taxes included?	Yes						
If not included, current amount paid?	N/A	Are utilities included?	Yes						
Is the rent considered above, below or at fair market value?	Fair								
Type of Building:	Condo	<input checked="" type="checkbox"/> Free-standing	<input type="checkbox"/> Professional	<input type="checkbox"/> Retail Center					
Office Square footage:	~ 2,300 sf +1,000 sf	Carpet?	No	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:	Yes	Laser:	Yes	Intra-oral Camera:	Yes	3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Ground-level condo in attractive, well-maintained building at the corner of two major intersections w high-traffic flow with street signage offering excellent visibility & easy accessibility								

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

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

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

Refer Complex cases of RCT and Surgery

Type of patients as a percentage of Collections:

Private Pay 35 Insurance/PPO 65 Denti-Cal _____ Capitation (HMO) _____ Other _____

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

***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:

In network with Delta Dental Only

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: ~ **10 - 12** Per-Hygienist: ~ **7**

Hygiene days per week: **2 days**

Average age of patients: ~ **Young-Mid Family Range: ~ 30+ yrs**

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

Type of recall system used? **Email/Text Reminders**

Number of recalls per month? ~ **39**

Types of Advertising: Print Ad: **N** Facebook: **N** Yelp: **N** Other: **Groupon**

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

What types of Practice Promotions? **Zoom, Invisalign**

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: **Newly built-out ~ 1.5 yrs ago**

Average age of Equipment: **Most ~ 1 year old** Any equipment leases? **Cone Beam**

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**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 786,615 P&L 2020 \$ 925,821 2019 \$ 819,099

***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.