



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#AC-1412**

**San Francisco, California**

*4-yr annualized Collections average \$1.25+m*

The business savvy Doctor & highly esteemed Staff have enjoyed a stellar reputation in this *completely-computerized* practice, tucked between 2 major thoroughfares in Richmond District w easy access from Golden Gate Bridge & public transportation. There is *tremendous upside growth potential and increased revenues* for the skilled practitioner who treats specialty procedures in-house along with an already established robust Hygiene program. This practice is poised for unsurpassed success for the new Owner at this proven location with a stable, loyal, reliable, responsible patient base with high dental IQ.

Doctor averages 8-12 patients and 8 Hygiene patients per day offering 8 days of Hygiene/per week and welcomes approximately 40-50 new patients, due to high Yelp reviews, strong word-of-mouth referrals, entrepreneurial marketing & social media presence.

Office occupies approximately 1,400 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization/Lab, Staff Lounge, and Restroom.

**Asking Price: \$799,000**

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179    [info@westernpracticesales.com](mailto:info@westernpracticesales.com)

● **Honesty** ● **Integrity** ● **Professionalism** ● **Experience**

We look forward to serving you

<b>PRACTICE INFORMATION SHEET</b>
-----------------------------------

<b>OFFICE OPERATION INFORMATION</b>
-------------------------------------

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8 - 5	8 - 5	8 - 5	8 - 5	
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:	~ 15+ yrs, <i>*current Owner ~ 9 yrs</i>			Days worked in 2020:		~ 180+ days	
<i>*Office remained open on a limited/emergency basis during Covid in 2020</i>				Days worked in 2021:		~180+ days	

<b>OFFICE SPACE &amp; LEASE INFORMATION</b>
---

Is the building/suite owned?	No	Is building available for purchase?	No
Is the space leased?	Yes	Is lease renewable?	Yes
		Is lease assignable?	
Term of Lease:	5 yrs	Expiration date:	December 2022
Do you share space with another dentist?	N/A		
Rent per month	\$4,316.00/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?	Fair Market Value		
Type of Building:	Condo	Free-standing	Professional X Retail Center
Office Square footage:	~ 1,400 sf	Carpet?	Yes
		Air conditioning?	Yes
Number of fully equipped OPs:	4	Plumbed for additional OPs?	No
Reception area:	Yes	Dark room:	No
		Doctor's office:	Yes
		Lab/Sterilization	Yes
Business office:	Yes	Restrooms:	Yes
		Staff Lounge	Yes
		Storage:	No
Digital X-ray:	Yes	Cerec:	No
		Laser:	Yes
		Intra-oral Camera:	Yes
		3D Imager:	

Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, 2-story art-deco Building remodeled w/in 10 yrs w/ ample metered and free parking, enjoys high foot traffic in highly desirable Retail-Residential neighborhood of thriving businesses among single-family homes & apartment buildings
--	---

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	17	Adjunctive	2	Other	9
Restorative	25	Endo	3	Ortho/TMJ	11	Perio	4
Oral Surgery	3	Cosmetic	-	Prosth	6	Implant Surgery	4

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

Refer Complex Endo, Perio & Oral Surgery

Type of patients as a percentage of Collections:

Private Pay 48 Insurance/PPO 52 Denti-Cal      Capitation (HMO)      Other     

Are you a Delta Provider? Premier Only      Premier + PPO Y *\*Premier very low*

**\*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 PPO 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 PPO, Humana, FDH, Ameritas, Blue Shield, Connection, Sun Life, Cigna, Aetna, Guardian, United Concordia, MetLife, United Health Care and Principle

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: ~ 40 - 50

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

Hygiene days per week: 8 days

Average age of patients: Full spectrum/Family Range: ~ 60+% are between 20-40 yrs

Does the office have Nitrous Oxide? Yes, Portable

Type of recall system used? Pre-scheduling, postcards, emails, text messages and phone calls reminders

Number of recalls per month? Robust Hygiene Program: ~ 250

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

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

What types of Practice Promotions? Local Advertising, strong social presence

