



WESTERN PRACTICE SALES

John M. Cahill Associates

#AZ-1367 *Pedo* Southern Arizona

This stunning, high grossing *Pedodontics* practice is located in a highly desirable fast-growing southwest suburb! Established for more than 27 years, this beloved *Pedodontics* practice with its knowledgeable and long-term staff, is passionate about its commitment to delivering compassionate care while building enduring relationships with patients, good experiences which will continue into adulthood!

*Collections exceeded \$1.4 million in 2021
3,000 sq. ft stand-alone building for sale too*

Doctor averages 20 - 25 patients w/ 20 -25+ Hygiene patients per day offering 3½ days of Hygiene/per week and generates approximately 50 - 60 new patients per month, based on a robust referral network and word-of-mouth referrals of quality work as well as quality relationships.

This well-designed and beautiful office occupies approximately 3,000 square feet and consists of 6 fully equipped OPs, reception area, doctor's office, business office, sterilization, lab and 2 restrooms.

*Asking Price: \$1,350,000
Real Estate Also Available*

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

800.641.4179 info@westernpracticesales.com

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

We look forward to serving you

AZ-1367

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$1,350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours*		8 - 5	8 - 5	8 - 5	8 - 12		
Doctor's Hours*		8 - 5	8 - 5	8 - 5	8 - 12		
Hygienist's Hours*		8 - 5	8 - 5		8 - 12		

*Practice: Doctor & Hygienist work alternating weeks

Type of Practice:	Pedodontics	Reason for Selling:	Retirement
Years established:	~ 25+ yrs	Days worked in 2020:	~ 152
*Office closed for 2 wks with limited schedule 4-6 wks in 2020 due to Covid		Days worked in 2021:	~ 147

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Possibly
Is the space leased?	N/A	Is lease renewable?	N/A
		Is lease assignable?	N/A
Term of Lease:	Seller owns building	Expiration date:	N/A
Do you share space with another dentist?	No		
Rent per month	\$4,750/month	Common area, maintenance fees /taxes included?	No
If not included, current amount paid?	~ \$369.00/month	Are utilities included?	No
Is the rent considered above, below or at fair market value?	Fair Market Value		
Type of Building:	Condo	Free-standing X	Professional Retail Center
Office Square footage:	~ 3,000 sq ft	Carpet?	Mixed: Carpet and Tile
Number of fully equipped OPs:	6	Plumbed for additional OPs?	No
Reception area:	Yes	Staff Lounge:	Yes
		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:	No
		3D Imager:	No
Description of office building, Location and attributes of practice (a brief description):	Beautiful, well-maintained, single-story Building located on a major thoroughfare with great visibility and ample parking		

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	24.87	Diagnostic	19.50	Adjunctive	3.96	Dentures	
General Operative	36.82	Endo	6.50	Ortho/TMJ	4.76	Perio	0.10
Oral Surgery	3.48	Cosmetic		Crown/Bridge		Other	0.01

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

Most Endo, Difficult Perio & Oral Surgery

Type of patients as a percentage of Collections:

Private Pay 22 Insurance/PPO 27 AHCCCS 51 Capitation (HMO) Other

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Pedo, DeltaR, United HealthCare, CMDP, DeltaNR, MISC, AZ Comp, UFC, MetLife, MercyCr, BC/BS, Aetna, UC, EDS, GUARD, AMERITA, CRS, UCMILIT, PRINCIP, CIGNA

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: **~ 50 - 60**

Average number of patients per day? Per-Doctor: **~ 25** Per-Hygienist: **~ 25**

Hygiene days per week: **3½ days**

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

Average age of patients: **Range: ~ 5 – 21 yrs**

Type of recall system used? **Lighthouse tracking**

Number of recalls per month? **~ 325**

Types of Advertising: Print Ad: **No** Facebook: **Yes** Yelp: **No** Other: **Google**

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

What types of Practice Promotions? **Stable & Robust Referral Base & Internal 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:

Average age of Equipment: **~ 10 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? **No** If yes, how much are they paid? **N/A**

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 **\$ 1,482,088** *P&L 12m* 2020 **\$ 1,289,798** 2019 **\$ 1,481,914**

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

Type of Computers: **Dell/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.