



WESTERN PRACTICE SALES

John M. Cahill Associates

#BG-1404 Alamo, California

This remarkable opportunity with an *affluent patient base* awaits the astute practitioner who, with a little attention to marketing and treating most specialties in-house, will see revenues soar with its *high potential for growth*: patients' high dental IQ who are inclined to commit to preventative dentistry and accept treatment plans.

The Doctor averages 7 – 8 patients and welcomes approximately 7 – 10 new patients per month.

This enviable corner suite is conveniently located in an attractive, well-maintained, single-story Professional building with excellent signage & visibility, ample parking in large, popular, busy Retail shopping area bustling with activity of thriving businesses in highly desirable neighborhood in the heart of town.

The office occupies approximately 860 square feet and consists of 3 fully equipped OPs, Reception area, Doctor's office, Sterilization, Storage and Restroom.

Asking Price: \$265,000

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

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▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**
We look forward to serving you

#BG-1404

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$265,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 4	9 – 4	9 – 4	9 – 5	
Associate's Hours		9 – 5				9 – 5	
Type of Practice:	General			Reason for Selling: Personal			
Years established:	~ Current: since Oct 2020, established 12 yrs prior			Days worked in 2020: ~ 140 days			
*Office closed due to Covid from March – June, 2020				Days worked in 2021: ~ 140 days			

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:	5 yrs + 5-yr option			Expiration date:	October 2030		
Do you share space with another dentist?	No						
Rent per month	\$2,939.01/month		Common area, maintenance fees /taxes included?	No			
If not included, current amount paid?	Tenant's Percentage Share 16.291%			Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 860 sq ft		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	No	Restrooms:	Yes	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):	Highly visible, easily accessible, attractive, well-maintained, single-story Professional building w/ good street signage, ample parking on major thoroughfare in highly desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	8	Diagnostic	11	Adjunctive	2	Dentures	1
General Operative	14	Endo	2	Ortho/TMJ	21	Perio	8
Oral Surgery		Cosmetic		Crown/Bridge	23	Implant Surgery	5

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

Refer Complex Oral Surgery, Endo, Perio, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 40 Insurance/PPO 60 Denti-Cal _____ Capitation (HMO) _____ Other _____

Are you a Delta Provider? **No, Out-of-Network** 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: **MetLife, Aetna, Guardian**

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: **~ 7 – 10**

Average number of patients per day? Per-Doctor: **~ 7 – 8**

Average age of patients: **Mid-Mature Family Range: ~ 40 – 50 yrs**

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

Type of recall system used? **Weave**

Number of recalls per month? **~ 30**

Types of Advertising: Print Ad: **No** Facebook: **No** Yelp: **Yes** Other: **N/A**

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

What types of Practice Promotions? **Google Ad Words**

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: **All Equipment are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: **~ new to 12 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? **Yes**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from P&L's:

2021 \$ 355,513 2020 \$ 445,993 2019 \$ 642,521

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

Type of Computers: **Desktop/Laptop** 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.