



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #BN-1150 San Pablo, California

Come live and practice in this thriving, diverse residential and business community where affordability and access to the entire Bay Area region are advantages. Nestled along the I-80 corridor, this amazing practice and remarkable opportunity await your talent and skill.

The Doctor averages 8 patients per day and welcomes approximately 10-15+ new patients per month.

The office is conveniently located in an attractive, well-maintained, popular Retail Shopping Center w high visibility and easy accessibility on busy thoroughfare. The office occupies approximately 1,300 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab and Restroom.

***Asking Price: \$175,000***

*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**

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

**We look forward to serving you**

# BN-1150

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$175,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	
Doctor's Hours		9 – 5		9 – 5	9 – 5		
Type of Practice:	<b>General</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ 15 yrs			Days worked in 2020: ~			
<b>*Office closed due to Covid from (start/end dates)</b>				Days worked in 2021: ~			

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	Is lease assignable?				
Term of Lease:			Expiration date:	<b>April 2021</b>			
Do you share space with another dentist?	<b>N/A</b>						
Rent per month	<b>\$ 6,400.00/month</b>	Common area, maintenance fees /taxes included?	<b>Yes</b>				
If not included, current amount paid?			Are utilities included?	<b>No</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	~ 1,300 sf	Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>		
Number of fully equipped ops:	<b>4</b>	Plumbed for additional ops?	<b>No</b>				
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes</b>	Sterilization:	<b>Yes</b>	Storage:	<b>No</b>
Digital X-ray:	<b>No</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>No</b>
						3D Imager:	
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained busy Retail Shopping Center on busy thoroughfare with easy access and good visibility</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>30</b>	Diagnostic	Adjunctive	Dentures	<b>10</b>
General Operative	<b>20</b>	Endo	Ortho/TMJ	Perio	
Oral Surgery		Cosmetic	Crown/Bridge	Implant	<b>10</b>

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

**Refer Complex Oral Surgery, Molar Endo, Some Perio, Difficult Pedo Behavioral Management**

Type of patients as a percentage of Collections:

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

Are you a **Delta Provider**? Premier Only \_\_\_\_\_ Premier + PPO Yes

**\*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, MetLife, Aetna, Union Plan, Blue Cross, Delta Care, Cigna, Aetna, Dental Benefit Provider**

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: ~ **10 – 15+**

Average number of patients per day? Per-Doctor: ~ **8** Per-Hygienist: **N/A**

Hygiene days per week: **N/A**

Average age of patients: **Mature Family Range: 40 – 65+ yrs**

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

Type of recall system used? **Postcard & Phone Call Reminders**

Number of recalls per month? ~ **20 – 30+**

What types of Practice Promotions? **No**

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:

Average age of Equipment: ~ 15+ yrs

Any equipment leases? **No**                      Equipment is right/left-handed/convertible? **Yes**

## 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?

Has staff left the practice recently? **No**

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

## PRACTICE FINANCIAL PROFILE

### Last 4 years' Gross Collections from Tax Returns:

2021     \$ 243,519        2020     \$ 198,346        2019     \$ 489,813        2018     \$ 547,097    

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

Is pegboard or computer? **Computer**                      What type of computer? **Windows Op System**

What software? **Carestream**    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.**