



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1351 Newark, California

This community just north of the Silicon Valley offers the comfort of a small-town atmosphere while it is a growing and thriving diverse location for high-tech businesses due to the new residential housing developments. This well-respected, beloved practice honors the patient's time and comfort by keeping as many specialty procedures in-house and takes pride in providing a warm and caring atmosphere.

Doctor averages 6 patients on a relaxed workday and welcomes approximately 12 – 14 new patients per month based on word-of-mouth referrals: the best kind of marketing!

Perfectly situated at a busy intersection with the high traffic flow of Starbucks next door, this office is located in an attractive Shopping Marketplace built in 2000 in a mixed commercial-residential neighborhood w/ ample parking and easy accessibility.

The office occupies approximately 1,350 square feet and consists of 3 fully equipped OPs with plumbing for 2 additional ops, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage and 2 Restrooms.

Full Price: \$348,000

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

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

We look forward to serving you

DG-1351**WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES****\$348,000****PRACTICE INFORMATION SHEET****OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 – 5	9 – 5	9 – 5	9 – 5	
Doctor's Hours			9 – 5	9 – 5	9 – 5	9 – 5	
Type of Practice:	General			Reason for Selling: Relocation/Retirement			
Years established:	~ Since 2001			Days worked in 2019: ~ 150+ days			
*Office closed x3 months in 2020 due to Covid				Days worked in 2020 ~ 115+ 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:	Month-to-Month			Expiration date:	N/A		
Rent per month	\$3,880.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	N/A		Are utilities included?	Yes, Water			
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,350 sf		Carpet?	Partial	Air conditioning?	Yes	
Number of fully equipped OPs:	3		Plumbed for additional OPs?	Yes, 2 additional, 5 Total			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	No	Intra-oral Camera:	Yes
						3D Imager:	No

Description of office building, Location and attributes of practice (a brief description):

Attractive popular Marketplace built in 2000 at a busy intersection next to Starbucks w/ ample parking, high traffic flow, excellent visibility and easy accessibility in a mixed commercial-residential neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	5	Diagnostic	13	Adjunctive	1	Dentures	3
General Operative	14	Endo	6	Ortho/TMJ	0	Perio	11
Oral Surgery	5	Cosmetic		Crown/Bridge	41	Implant Surgery	0

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

Refer Complex Endo, Oral Surgery, Perio

Type of patients as a percentage of Collections:

Private Pay _____ Insurance/PPO _____ Denti-Cal 0 Capitation (HMO) 0 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: **All PPO's except 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: **~ 13 – 14**

Average number of patients per day? Per-Doctor: **~ 6** Per Hygienist: **N/A**

Average age of patients: **Mid-Family Range: ~ 35 – 40yrs**

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

Type of recall system used? **Pre-scheduling & Computer tracking, Follow-up Reinders**

Number of recalls per month? **~**

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

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

What types of Practice Promotions? **None**

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: **Built in 2000, All equipment are regularly updated, upgraded, maintained and in fully functioning condition**

Average age of Equipment: **~ 1 – 20 yrs** Any equipment leases? **No**

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 \$ 553,938 2020 \$ 321,356 2019 \$ 438,799

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

Type of Computers: **Dell/PC** Dental Software: **Softdent**

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.