



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1397

Milpitas, California

Imagine sinking your roots down into this progressive, affluent and well-educated community, an integral part of the high-tech Silicon Valley with its diverse population and quality schools. We are presenting an amazing streamlined, well-run, family-oriented practice with diverse patient base of young professionals **predominantly engineers*.

Office is conveniently located in highly desirable, busy Retail Shopping Center near City Hall by BART station among thriving, popular commercial markets & coffee shops with excellent visibility and easy freeway accessibility.

Office occupies approximately 860 square feet and consists of 2 fully equipped OPs with plumbing for 1 additional OP, Reception area, Sterilization, Storage, and Restroom.

Asking Price: \$250,000

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

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- **Honesty**
- **Integrity**
- **Professionalism**
- **Experience**

We look forward to serving you

# DG-1397	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	\$250,000
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PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			10 – 6	10 – 6	10 – 6		9 – 5
Doctor's Hours			10 – 6	10 – 6	10 – 6		9 – 5
Type of Practice:	General			Reason for Selling:		Deceased	
Years established:	~ 20+ yrs			Days worked in 2020:		~ 120 days	
*Office closed due to Covid from March – June 2020				Days worked in 2021:		~ 175 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:	10 yrs w/ 5-yr options			Expiration date:	February 2025		
Do you share space with another dentist?	N/A						
Rent per month	\$3,100.00/month		Common area, maintenance fees /taxes included?			No	
If not included, current amount paid?	\$400.00/month		Are utilities included?				
Is the rent considered above, below or at fair market value?	Below Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	Yes		
Office Square footage:	~ 860 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	2		Plumbed for additional OPs?	Yes, 1 additional			
Reception area:	Yes	Dark room:	No	Doctor's office:	No	Lab:	No
Business office:	No	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	Yes	Laser:	Yes	Intra-oral Camera:	Yes
					Yes	3D Imager:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, busy Retail Shopping Center on busy, well-traveled thoroughfare with easy accessibility to 680 & 880 Freeways						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	9	Diagnostic	26	Adjunctive	2	Dentures	2
General Operative	16	Endo	< 1	Ortho/TMJ	15	Perio	15
Oral Surgery	2	Cosmetic		Crown/Bridge	7	Implant Surgery	5

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

Refer Complex Oral Surgery, Endo

Type of patients as a percentage of Collections:

Private Pay 3 Insurance/PPO 97 Denti-Cal Capitation (HMO) Other

Are you a Delta Provider? Premier Only Y 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"? **No**

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

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: **~ 5**

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

Average age of patients: **Full Family Range: young professionals and engineers**

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

Type of recall system used? **Follow-up Reminders**

Number of recalls per month? **~ 40 - 45**

Types of Advertising: Print Ad: **N/A** Facebook: **N/A** Yelp: **N/A** Other: **N/A**

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

What types of Practice Promotions? **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: **All Equipment are regularly upgraded, updated, maintained and in good functioning condition**

Average age of Equipment: **~ 5 yrs** Any equipment leases?

Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
AVAILABLE UPON REQUEST				
Do family members work in the office?	Yes	If yes, how much are they paid?	\$3,556/bi-weekly	
Has staff left the practice recently?	No			
Is there a practice management consultant?	No			

AVAILABLE UPON REQUEST

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Computer Collections:

2021 \$ 636,176 2020 \$ 302,915 2019 \$ 671,698 *Corp Ret*

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: **Apple, SoniServe** 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.