



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1403 Fremont, California

Location, location, location! You are not going to get a better opportunity than this and be the envy of all of your colleagues in this office located in highly desirable commercial corridor bustling with activity due to its close proximity to Costco, Target, great Stores and diverse restaurants! The loyal, stable patient base in this family-oriented, *fee-for-service* practice are well-educated, who work in the high-tech industry, usually with good insurance.

Doctor averages 5 - 7 patients w/ 5 - 7 Hygiene patients per day offering 3 days of Hygiene/per week on relaxed 4-day workweek and welcomes approximately 15 - 18 new patients per month. Increase your growth potential by keeping specialty procedures in-house and adding an additional workday

A high-end Dental Architect and professional interior designer were employed for the leasehold improvements of this stunning office with a pleasing color palette and clean modern, sophisticated decor. It is conveniently located in a busy, popular, single-story Retail Shopping Plaza with heavy traffic flow which generates walk-by patients and practice growth. Office occupies approximately 1,280 square feet and consists of 3 fully equipped OPs with plumbing for 1 additional OP, Reception, Doctor's office, Sterilization, Lab, Storage and Restroom.

Asking Price: \$650,000

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

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▶ Honesty ▶ Integrity ▶ Professionalism ▶ Experience

We look forward to serving you

#DG-1403

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$650,000

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
Hygienist Hours				9 - 5		9 - 5	9 - 5
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ Since 2007			Days worked in 2020:		~ 135+ days	
*Office closed due to Covid from March 17 - June 8, 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:	5 yrs	Expiration date:	November 2025				
Do you share space with another dentist?	N/A						
Rent per month	\$6,053.00/month	Common area, maintenance fees /taxes included?	Yes				
If not included, current amount paid?	N/A	Are utilities included?	No				
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,280 sf	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	3	Plumbed for additional OPs?	Yes, 1 additional				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	No	Restrooms:	Yes	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):		Conveniently located in new single-story, popular Retail Shopping Plaza across from popular Warehouse Center with unsurpassed shopping and restaurants which generate walk-by and walk-in traffic					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16	Diagnostic	24	Adjunctive	4	Dentures	1
General Operative	21	Endo	2	Ortho/TMJ	5	Perio	17
Oral Surgery	2	Cosmetic		Crown/Bridge	8	Implant Surgery	

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

Refer Complex Oral Surgery, all lower 3rd molars, Molar Endo, Perio Surgery, Difficult Pedo

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 90 Denti-Cal Capitation (HMO) Other

Are you a **Delta Provider**? Premier Only Yes 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: **~ 15 - 18**

Average number of patients per day? Per-Doctor: **~ 5 - 7** Per-Hygienist: **~ 5 - 7**

Hygiene days per week: **3**

Average age of patients: **Young to Mid Family Range: ~ 30 - 40 yrs**

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

Type of recall system used? **Lighthouse 360**

Number of recalls per month? **~ 65+**

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? **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: **High-end dental architect and professional interior designer used for leasehold improvements**

Average age of Equipment: **< 15 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? **Yes** If yes, how much are they paid? **\$42,446.00/yr**

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 \$ 803,280 *adjusted* 2020 \$ 597,123 2019 \$ 708,187

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

Type of Computers: **Dell** 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.