



WESTERN PRACTICE SALES

John M. Cahill Associates

#RN-1250 Reno, Nevada

This is a great opportunity for anyone wishing to establish themselves or expand in Reno. Although only 1½ yrs old with a relatively new patient base, this move-in ready practice already shows promise of great growth with reliable patients who appreciate a high standard of care provided here!

The Doctor averages 5 - 6 patients w/ 5 Hygiene patients per day offering 1-2 days/per week and welcomes approximately 12-15+ new patients per month.

This large, spacious turn-key office is conveniently located in an attractive, well-maintained, 2-story, Health Professional building with large windows and natural lighting, boasting beautiful views from every OP.

The office consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, new Digital X-ray Units, Darkroom, Lab, Storage and 2 Restrooms.*

Full Price: \$175,000

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

Timothy G. Giroux, DDS

Jared Bergquist

800.641.4179

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

We look forward to serving you

*Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.

RN-1250

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$175,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 3	8 – 3	8 – 3	8 – 3		
Doctor's Hours			9 – 2:30	9 – 2:30	9 – 2:30		
Hygiene Hours			9 – 2:30				
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 1½ yrs			Days worked in 2019:		July – Dec 2019	
*Office closed due to Covid from March 17 – May 11, 2020				Days worked in 2020: ~ 100 days			

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned?	No	Is building available for purchase?	No						
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	Yes				
Term of Lease:	5 yrs	Expiration date:	2023						
Do you share space with another dentist?	No								
Rent per month	\$ 3,587.50/month	Common area, maintenance fees /taxes included?	Yes						
If not included, current amount paid?	Are utilities included? Yes								
Is the rent considered above, below or at fair market value?	Fair or Below								
Type of Building:	Condo	Free-standing	Professional	X	Retail Center				
Office Square footage:	*See note above	Carpet?	Yes	Air conditioning?	Yes				
Number of fully equipped OPs:	5	Plumbed for additional OPs?	No						
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes		
Business office:	Yes	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):

Large, spacious, turn-key office with new digital x-rays units. Stunning views from OPs with large windows and natural lighting in attractive, well-maintained, 2-story Health Professional building in desirable neighborhood

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	Adjunctive	Dentures
General Operative	Endo	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge	Implant

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

Refer Complex Oral Surgery, Endo & Perio.

Type of patients as a percentage of Collections:

Private Pay 20 **Insurance/PPO** 80 **Medicaid** 0 **Capitation (HMO)** 0 **NPD (Culinary)** 0

Does your practice participate in "Care Credit"? **Yes**

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: **~ 12 - 15+**

Average number of patients per day? Per-Doctor: **~ 5 - 6** Per-Hygienist: **~ 5**

Hygiene days per week: **1 - 2 days/wk** **with N/P & Recall*

Average age of patients: **Mid-Mature Family Range: ~ 30 - 50 yrs**

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

Type of recall system used? **Pre-scheduling, Dentrix computer tracking w/ Reminders**

Number of recalls per month? **~ 15**

What types of Practice Promotions? **None**

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: **Computers & X-ray Units: ~ 1 yr old**

Average age of Equipment: **~ 10 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? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2021 \$ 232,888 2020 \$ 134,435 2019 \$ 56,246 (5m P&L: July - Dec)

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

Is pegboard or computer? **Computer** What type of computer? **Windows 10 PC**

What 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.

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