



WESTERN PRACTICE SALES

John M. Cahill Associates

#CN-1417 Mill Valley, California

Mill Valley is known for its thriving artistic community. An opportunity like this rarely comes along and won't last long if this is where you'd like to sink your roots and invest in your future!

Doctor averages 7 patients w/ 8 Hygiene patients per day offering 4 days of Hygiene/per week and welcomes approximately 4-5 new patients per month, based on word-of-mouth referrals: the best kind of marketing!

Office is conveniently located in an attractive, well-maintained, 2-story Medical-Dental Professional building w ample parking, excellent visibility and easy accessibility on busy corridor in desirable neighborhood.

The office occupies approximately 1,000 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Sterilization, Storage and 1 Restroom.

Asking Price: \$350,000

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

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● **Honesty** ● **Integrity** ● **Professionalism** ● **Experience**

We look forward to serving you

CN-1417

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$350,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Doctor's Hours			8:30-5:30	8:30-5:30	8:30-5:30		
Hygienist Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ 30+ yrs			Days worked in 2020:		~ DDS: 105+, RDH: 145	
*Office closed due to Covid from March 9 – June 8, 2020				Days worked in 2021:		~ DDS: 125 , RDH: 180+	

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:				Expiration date:	Early 2024		
Do you share space with another dentist?	No						
Rent per month	\$3,533.00/month		Common area, maintenance fees /taxes included?			No	
If not included, current amount paid?				Are utilities included?	No		
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 1,000 sq. ft.	Carpet?	Yes	Air conditioning?	Yes		
Number of fully equipped OPs:	4	Plumbed for additional OPs?	No				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	No
Business office:	Yes	Restrooms:	Yes, 1	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, well-maintained, 2-story Medical-Dental Professional building w/ ample parking, excellent visibility, easy accessibility on major thoroughfare of busy corridor in desirable neighborhood						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	16.86	Diagnostic	12.69	Adjunctive	2.28	Dentures	0.79
General Operative	19.31	Endo	0.25	Ortho/TMJ	0.08	Perio	14.33
Oral Surgery	0.19	Cosmetic	0.66	Crown/Bridge	30.41	Implant Surgery	2.15

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

Refer Complex Oral Surgery, Endo-molars, Perio Surgery, Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 46.56 Insurance/PPO 53.44 Denti-Cal 0 Capitation (HMO) 0 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 PPO 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: Delta Dental

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: ~ 4-5

Average number of patients per day? Per-Doctor: ~ 7 Per-Hygienist: ~ 8

Hygiene days per week: 4 days

Average age of patients: Mature Family Range: 40 – 70+ yrs

Does the office have Nitrous Oxide? Yes

Type of recall system used? Eaglesoft computerized tracking

Number of recalls per month? ~ Pre-scheduling

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? Internal Marketing: word-of-mouth 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: Office Décor update: 2014, New computers: 2020

Average age of Equipment: ~ 15 years Any equipment leases? None

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?

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 \$ 723,274 2020 \$ 548,742 2019 \$ 705,433

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: Lenovo, Asus, Samsung 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.