



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DN-1421 Castro Valley, California

Doctor & Staff strive to provide a broad spectrum of dentistry to a diverse patient base, by changing lives with education and treatment in a caring environment. Practice philosophy is to give back to the community with compassion, integrity and charity.

Doctor averages 8-10 patients w/ 8 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 8 - 10 new patients per month. Practice grows by word-of-mouth referrals: the best kind of marketing!

Office is conveniently located in an attractive, well-maintained, 2-story Dental Professional building on popular Healthcare professional corridor with close proximity to Hospital in desirable neighborhood.

Office occupies approximately 980 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

**Asking Price: \$450,000**

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

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

We look forward to serving you

<b>PRACTICE INFORMATION SHEET</b>
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<b>OFFICE OPERATION INFORMATION</b>
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	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			8 – 5	8 – 5	8 – 5	8 – 5	
Doctor’s Hours			8 – 5	8 – 5	8 – 5	8 – 5	
Hygienist Hours			8 – 5	8 – 5	8 – 5	8 – 5	
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ Since 1986			Days worked in 2020:		~ 195+ days	
*Office closed due to Covid from March 15 - June 10, 2020				Days worked in 2021:		~200+ days	

<b>OFFICE SPACE &amp; LEASE INFORMATION</b>
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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 years			Expiration date:	End Sept 2023		
Do you share space with another dentist?	No						
Rent per month	\$3,666.00/month		Common area, maintenance fees /taxes included?			Yes	
If not included, current amount paid?	N/A		Are utilities included?		Yes		
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 980 sq. ft.		Carpet?	Yes	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
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:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Digital X-ray:	No	Cerec:	No	Laser:	No	Intra-oral Camera:	No
Description of office building, Location and attributes of practice (a brief description):		Attractive, well-maintained, long-established 2-story Dental Professional building on popular healthcare professional corridor with close proximity to Hospital in desirable neighborhood					

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	26	Diagnostic	10	Adjunctive	Dentures	5	
General Operative	15	Endo	8	Ortho/TMJ	Perio	2	
Oral Surgery	5	Cosmetic	5	Crown/Bridge	21	Implant Surgery	3

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

Refer Complex Oral Surgery: 3<sup>rd</sup> molar extractions, Most Perio & Implant Surgery

Type of patients as a percentage of Collections:

Private Pay 62.39 Insurance/PPO 37.61 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 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: None

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: ~ 8 - 10

Average number of patients per day? Per-Doctor: ~ 8 - 10 Per-Hygienist: ~ 8

Hygiene days per week: 5 days

Average age of patients: Middle-age Family Range: ~ 50 yrs

Does the office have Nitrous Oxide? Yes

Type of recall system used? Postcards and Phone Call Reminders

Number of recalls per month? ~ 150+

Types of Advertising: Print Ad: Facebook: Yelp: Other:

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

What types of Practice Promotions? None, 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: All equipment in good functioning condition

Average age of Equipment: ~ 25 – 30 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?

Has staff left the practice recently? No

Is there a practice management consultant? No

## PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 792,389 2020 \$ 675,166 2019 \$ 744,725

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

Type of Computers: Mac Dental Software: Practice Works Dental Mac

Is software transferable? 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.