



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #EG-1420 Sacramento, California

*This highly esteemed practice with its stellar reputation is located in one of the area's visible, highly desirable Professional buildings, on one of the busiest intersections in the Midtown corridor!*

In addition to being blocks from Sacramento's affluent "Fab 40" neighborhood, the long-established, loyal, stable, multi-generational patient base consists of professionals, government employees and their families!

Doctor averages 8 - 10 patients w/ 8 Hygiene patients per day offering 4 - 5 days of Hygiene/per week and welcomes approximately 7 new patients per month.

This stunning, spacious office is located in a single-story Professional complex, designed with office efficiency and patient flow in mind. It occupies approximately 2,500 square feet and consists of 5 fully equipped OPs with digital X-ray units in each OP, Reception area, Private Office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

**Asking Price: \$495,000**

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

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

**We look forward to serving you**

# EG-1420	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	\$495,000
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**PRACTICE INFORMATION SHEET**

**OFFICE OPERATION INFORMATION**

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:20 – 5	8:20 – 5	8:20 – 5	8:20 – 5	9 – 5	
Associate's Hours		8 – 5	8 – 5	8 – 5			
Hygienist Hours		8 – 5	8 – 5	8 – 5	8 – 5		
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	~ 34 years			Days worked in 2020:		~ 130 days	
				Days worked in 2021:		~ 190+ days	

**OFFICE SPACE & LEASE INFORMATION**

Is the building/suite owned?	<b>No</b>	Is building available for purchase?	<b>N/A</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>Yes</b>		
Term of Lease:	<b>10 yrs w/ 2 (two) 5-yr options</b>			Expiration date:	<b>May 2029</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$7,730.39/month</b>		Common area, maintenance fees /taxes included?	<b>Yes</b>			
If not included, current amount paid?	<b>N/A</b>		Are utilities included?	<b>Yes, Electric, Water/Sewage, Gas and Trash</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ 2,500 sq ft.		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>5</b>		Plumbed for additional OPs?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>No</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>No</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 2</b>	Sterilization:	<b>Yes</b>	Storage:	<b>Yes</b>
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>No</b>	Intra-oral Camera:	<b>Yes</b>
						3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description):

Highly visible, attractive, well-maintained single-story Professional complex in desirable Midtown corridor, designed with office efficiency and patient flow in mind. Ample on-site parking and easy freeway accessibility

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	20	Adjunctive	2	Dentures	2
General Operative	14	Endo	1	Ortho/TMJ	1	Perio	3
Oral Surgery	1	Cosmetic		Crown/Bridge	35	Implant Surgery	

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

**Refer Complex Perio, Most Endo, & Oral Surgery, Difficult Pedo Behavioral Management**

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   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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Delta Dental Premier**

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 - 7**

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

Hygiene days per week: **4 - 5 days**

Average age of patients: **Mid-Mature Family Range: ~ 35 - 60 yrs**

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

Type of recall system used? **Text & Email Reminders**

Number of recalls per month? **~100+**

Types of Advertising: Print Ad: **No** Facebook: **No** Yelp: **No** Other: **Google**

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

What types of Practice Promotions? **N/A**

## 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:

2009: Building interior remodeled which included plumbing, electrical and mechanical

Average age of Equipment: ~15 yrs or newer      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? N/A

Has staff left the practice recently? Yes

Is there a practice management consultant? No

## PRACTICE FINANCIAL PROFILE

Last 4 years' Gross Collections from Tax Returns & Production/Collection Reports:

2022 \$ 188,038 P&C 5m    2021 \$ 755,211 P&C 12m    2020 \$ 608,919    2019 \$ 887,098

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

Type of Computers: Dell/PC      Dental Software: Fuse

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.