



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #IN-1415 Tracy, California

This desirable community has become an ideal location for distribution facilities, as well as hi-tech companies needing to expand from their existing Silicon Valley bases. If you're looking for affordable housing, a tranquil lifestyle and sustainable growth, look no further...Sink your roots down here and invest in this successful *fee-for-service* practice at this proven location!

Doctor averages 10 - 12 patients w/ 8 Hygiene patients per day offering 3½ days of Hygiene/per week and welcomes approximately 12-15 new patients per month, walk-in patients generated by traffic flow of busy Retail Shopping Center visibility and street-level accessibility.

Office is conveniently located in an attractive, well-maintained, established building on the corner of busy intersection, near popular Retail Shopping Center, close to rapid growth, development and building of new housing in the neighborhood in a highly desirable commercial/residential corridor. The office occupies approximately 2,000 square feet and consists of 5 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage and 2 Restrooms.

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

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

Timothy G. Giroux, DDS

John M. Cahill, MBA

Jon B. Noble, MBA

Edmond P. Cahill, JD

800.641.4179    [info@westernpracticesales.com](mailto:info@westernpracticesales.com)

- Honesty
- Integrity
- Professionalism
- Experience

We look forward to serving you

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 2	9 – 6	9 – 6	
Doctor’s Hours		9 – 6	9 – 6		9 – 6	9 – 6	
Hygienist Hours		9 – 2	9 – 6		9 – 6	9 – 6	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Personal</b>	
Years established:	~ 12 yrs			Days worked in 2020:		~ 158 days	
<b>*Office closed due to Covid from March 15 – June 15, 2020</b>				Days worked in 2021:		~ 176 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>5-yrs + 5-yr option</b>			Expiration date:	<b>May 2027</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$4,500.00/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>No</b>		
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	<b>Condo</b>	<b>Free-standing</b>	<b>Professional</b>	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>~ 2,000 sf</b>		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>Yes</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>
					<b>Yes</b>	3D Imager:	<b>Yes</b>
Description of office building, Location and attributes of practice (a brief description):		<b>Centrally located, attractive, well-maintained, located on corner of busy intersection near popular Retail Shopping Center which generates a lot of growth with walk-in patients due to traffic flow, excellent visibility and accessibility</b>					

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	10	Adjunctive		Dentures	5
General Operative	20	Endo		Ortho/TMJ	1	Perio	12
Oral Surgery	2	Cosmetic		Crown/Bridge	25	Implant Surgery	

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

**Refer Complex Oral Surgery & Endo**

Type of patients as a percentage of Collections:

Private Pay   15   Insurance/PPO   85   Denti-Cal      Capitation (HMO)      Other     

Are you a Delta Provider? **No** Premier Only      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"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place: **Fee-for-service**

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**

Average number of patients per day? Per-Doctor: **~ 10 – 12** Per-Hygienist: **~ 8**

Hygiene days per week: **~ 3 ½ days**

Average age of patients: **Full Family Range: ~ 5 to 7 0+ yrs**

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

Type of recall system used? **Phone Call Reminders**

Number of recalls per month? **~ 30 – 50**

Types of Advertising: Print Ad: **No** Facebook: **Yes** Yelp: **No** Other: **Coupon Book**

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

What types of Practice Promotions? **In-house Coupon Book**

## 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: ~ 12 years

Average age of Equipment: ~ 3 – 7 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? Yes If yes, how much are they paid? \$6k Annually

Has staff left the practice recently? Yes

Is there a practice management consultant? No

## PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2021 \$ 672,004 P&L 2020 \$ 610,285 2019 \$ 961,482

\*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.