



## WESTERN PRACTICE SALES

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John M. Cahill Associates

### #DG-1416 San Jose, California

Excellent location and stellar reputation go hand-in-hand, contributing to the success of this office in desirable residential neighborhood. Be part of a community and this beloved, family-oriented practice with a stable, multi-generational patient base who are loyal and appreciative of the quality care they receive in this practice, whose motto is: fairness and honesty.

Doctor averages 8 patients w/ 8 Hygiene patients per day offering 3½ days of Hygiene/per week and welcomes approximately 5 new patients per month.

Office is the front suite conveniently located in an attractive, well-maintained, established, single-story Medical/Dental Professional building with good visibility, signage and exposure on well-traveled thoroughfare in residential neighborhood.

Office occupies approximately 1,400 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab and 2 Restrooms.

**Asking Price: \$195,000**

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

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

**We look forward to serving you**

# DG-1416

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$195,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5		8 – 5	8 – 1	
Doctor's Hours		8 – 5	8 – 5		8 – 5		
Hygienist Hours		8 – 5	8 – 5		8 – 5	8 – 1	
Type of Practice:	<b>General</b>			Reason for Selling:		<b>Retirement</b>	
Years established:	~ Since 1968			Days worked in 2020:		~ 120 days	
*Office closed from March 17 – June 8, 2020 due to Covid				Days worked in 2021:		~ 145+ 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?	
Term of Lease:		<b>Month-to-Month</b>			Expiration date:		<b>N/A</b>
Do you share space with another dentist?			<b>No</b>				
Rent per month	<b>\$2,884.00/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, Water only</b>	
Is the rent considered above, below or at fair market value?				<b>Below Market</b>			
Type of Building:	Condo		Free-standing		<b>Professional</b>	<b>X</b>	Retail Center
Office Square footage:	<b>~ 1,400 sf</b>		Carpet?		<b>Yes</b>	Air conditioning?	
Number of fully equipped OPs:		<b>4</b>		Plumbed for additional OPs?		<b>No</b>	
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</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:	
Digital X-ray:	<b>Yes</b>	Cerec:	<b>No</b>	Laser:	<b>Yes</b>	Intra-oral Camera:	<b>No</b>
Description of office building, Location and attributes of practice (a brief description):			Suite located in front of attractive, well-maintained, single-story, long-established Medical-Dental Professional building on busy thoroughfare in residential neighborhood				

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	19	Diagnostic	16	Adjunctive	1	Dentures	8
General Operative	10	Endo	2	Ortho/TMJ	1	Perio	12
Oral Surgery	1	Cosmetic		Crown/Bridge	30	Implant Surgery	

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

**Refer complex procedures of Oral Surgery, Endo, Perio, & Pedo**

Type of patients as a percentage of Collections:

Private Pay 20 Insurance/PPO 80 Denti-Cal      Capitation (HMO)      Other     

Are you a Delta Provider? Premier Only      Premier + PPO Y

**\*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:

Delta, MetLife, Prudential, Guardian, Aetna, Cigna, Principal, DHA, DentiCal, Humana, Blue Cross/Blue Shield, Blue Shield of California

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**

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

Hygiene days per week: **3 ½ days**

Average age of patients: **Mid-Family Range: ~ 40 – 45 yrs**

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

Type of recall system used? **Pre-scheduling, Text & Phone Call Reminders**

Number of recalls per month? **~ 75+**

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

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

What types of Practice Promotions? **None**

## 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:

Average age of Equipment: ~ 10 – 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? N/A

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 \$ 367,792 P&L    2020 \$ 292,441    2019 \$ 401,140

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

Type of Computers: Dell      Dental Software: Easy Dental

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.