



WESTERN PRACTICE SALES

John M. Cahill Associates

#DN-1423 San Jose, California

Well-established family-oriented practice awaits your talent and skill to take it to the next level!

Doctor averages 10-15 patients per day and welcomes approximately 15-20 new patients per month.

Office is conveniently located in a well-established, multi-story Professional building complex conveniently located near State College.

This spacious office occupies approximately 930 square feet and consists of 2 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Sterilization, Darkroom, Lab, Storage, and 2 Restrooms.

Asking Price: \$250,000

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

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

We look forward to serving you

# DN-1423	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	\$250,000
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PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 6	9 – 6	9 – 6			
Doctor's Hours		9 – 6	9 – 6	9 – 6			
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	~ Since 1978			Days worked in 2020:		~ 3 days/wk	
*Office closed for 4 – 6 weeks in 2020 due to Covid				Days worked in 2021:		~ 130 days	

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?	Is lease assignable?				
Term of Lease:	To be Negotiated			Expiration date:			
Do you share space with another dentist?	No						
Rent per month	\$2,900.00/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?	Below Market Value						
Type of Building:	Condo	Free-standing	Professional	X	Retail Center		
Office Square footage:	~ 950 sq ft	Carpet?	Yes	Air conditioning?		Yes	
Number of fully equipped OPs:	2	Plumbed for additional OPs?	Yes, 1				
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
3D Imager:		No					
Description of office building, Location and attributes of practice (a brief description):		Established multi-story Medical/Dental Professional building complex near College and commercial businesses in downtown neighborhood					

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	Diagnostic	Adjunctive	Dentures
Generative Operative	Endo	Ortho/TMJ	Perio
Oral Surgery	Cosmetic	Crown/Bridge	Implant Surgery

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

Refer Difficult Oral Surgery, Perio, Difficult Endo or Retreat

Type of patients as a percentage of Collections:

Private Pay 4 Insurance/PPO 36 Denti-Cal 60 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 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: No Capitation

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 - 20

Average number of patients per day? Per-Doctor: ~ 10 - 15 Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients: Mature Family Range ~ 30+ yrs

Does the office have Nitrous Oxide? Yes

Type of recall system used? Postcard & Phone Reminders

Number of recalls per month? ~ 30 - 40

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 of patient's family & friends

