



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-1414

Elk Grove, California

This one-of-a-kind opportunity is in the heart of Elk Grove, a family-oriented community where opportunity is around every corner. The city offers everything from starter homes to ranch estates, and provides a safe, youthful environment where families put down roots. The community is known for an award-winning school district, a variety of outstanding restaurants, a historical district, first-rate parks, and much more. Elk Grove is a city with small town roots that boasts a proud heritage and bright future.

Doctor averages 8-16 patients w/ 8 Hygiene patients per day offering 5 days of Hygiene/per week and welcomes approximately 15-20 new patients per month.

Office is conveniently located in an attractive, well-maintained, single-story, busy, popular Retail Shopping Plaza with ample parking, bustling with activity, heavy foot traffic and high visibility on desirable commercial corridor.

The office occupies approximately 2,000 square feet and consists of 6 fully equipped OPs with plumbing for 1 additional OP, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, and 2 Restrooms.

Asking Price: \$750,000

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

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

We look forward to serving you

#EG-1414

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$750,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Doctor's Hours		9:30 – 5	9:30 - 5	9:30 - 5	9:30-1:30		
Hygienist Hours		8:30-5:30	8:30-5:30	8:30-5:30	8:30-5:30		
Type of Practice:	General			Reason for Selling:		Personal	
Years established:	~ 9 ½ yrs			Days worked in 2020:		~ 215 days	
*Office was closed for 45 days due to Covid in 2020				Days worked in 2021:		~ 202 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?	Yes	Is lease assignable?	Yes		
Term of Lease:	3 yrs		Expiration date:	December 2022			
Do you share space with another dentist?	N/A						
Rent per month	\$ 7,047.99/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Fair Market						
Type of Building:	Condo	Free-standing	Professional	Retail Center	Yes		
Office Square footage:	~ 2,000 sq. ft.	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped OPs:	6	Plumbed for additional OPs?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 2	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
Digital X-ray:	Yes	Cerec:	No	Laser:	Yes	Intra-oral Camera:	Yes
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained, single-story, busy, popular Retail Shopping Complex with heavy foot traffic and high visibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	10	Diagnostic	12	Adjunctive	1	Dentures	2
General Operative	6	Endo	1	Ortho/TMJ	1	Perio	9
Oral Surgery	7	Cosmetic		Crown/Bridge	38	Implant Surgery	13

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

Refer Complex Endo, Oral Surgery & Perio

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 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"? Yes

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

Aetna, Assurant, Blue Cross, Carrington, Cigna, CCPOA, Cypress, Delta Dental, Dentemax, First Dental Health EPO, GEHA, Guardian, Humana, HealthEdge, Lincoln Financial, MetLife, Premier Access, Principal, Sunlife Financial

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: ~ 18 - 20

Average number of patients per day? Per-Doctor: ~ 8 x 2 Per-Hygienist: ~ 8

Hygiene days per week: 5 days

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

Does the office have Nitrous Oxide? No

Type of recall system used? Prescheduling

Number of recalls per month? ~ 100

Types of Advertising: Print Ad: N/A Facebook: N/A Yelp: N/A Other: N/A

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

What types of Practice Promotions? Patient Reviews on Google, Yelp, 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:

~10 years Good Condition

Average age of Equipment: ~ 5 years Any equipment leases? No

Equipment is right/left-handed/convertible? Convertible

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? \$3,000.00/month

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 \$ 1,084,342 2020 \$ 1,180,843 2019 \$ 1,432,872

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: Dell/PC Dental Software: Dentrix

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.