



WESTERN PRACTICE SALES

John M. Cahill Associates

#IN-1429 Stockton, California

Located in the desirable North business corridor/neighborhood, this long-established practice strives to and takes pride in providing quality dental care to a loyal & stable patient base in a warm & comfortable atmosphere. With a little attention to marketing, keeping specialty procedures in-house and expanding the current relaxed workweek, there is great potential for growth!

Doctor averages 8 - 10+ patients per day on relaxed 2-day workweek, treating generations of families and welcomes 1 new patient per month based on word-of-mouth referrals of quality care and personalized relationships.

Office occupies approximately 3,000 square feet and consists of 6 fully equipped OPs w/ plumbing for 2 additional OPs **not-equipped*, Reception area, 2 Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, Staff Lounge w Microwave & Refrigerator and 3 Restrooms.

Asking Price: \$100,000

Real Estate Available: \$850,000

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

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- **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		8:30 – 5:30	8 – 5				
Doctor's Hours		8:30 – 5:30	8 – 5				
Type of Practice:	General			Reason for Selling:		Retirement	
Years established:	Since 1975			Days worked in 2020:		~ 95+ days	
*Office closed due to Covid from March – May 2020				Days worked in 2021:		~ 70 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	No	Is lease renewable?	No
		Is lease assignable?	No
Term of Lease:	Seller owns Building		Expiration date: N/A
Do you share space with another dentist?	N/A		
Rent per month	\$2,000.00/ month	Common area, maintenance fees /taxes included?	See below*
If not included, current amount paid?	*Plaza 699.60/yr	*Owners Assoc \$248.00/yr	Are utilities included? No
Is the rent considered above, below or at fair market value?	Below		
Type of Building:	Condo	Free-standing X	Professional Retail Center
Office Square footage:	~ 3,000 sq ft	Carpet?	Partial Air conditioning? Yes
Number of fully equipped OPs:	6	Plumbed for additional OPs?	Yes, 2 additional but not equipped
Reception area:	Yes	Dark room:	Yes
		Doctor's office:	Yes, 2 Lab: Yes
Business office:	Yes	Restrooms:	Yes, 3
		Sterilization:	Yes Storage: Yes
Digital X-ray:	No	Laser:	No
		Intra-oral Camera:	No
Cerec/Version:	No	3D Imager/Year:	No

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	25	Diagnostic	25	Adjunctive	3	Dentures	5
Restorative + C&B	33	Endo	3	Ortho/TMJ	0	Perio	1
Oral Surgery	2	Cosmetic		Crown/Bridge	incl OP	Implant Surgery	3

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

Refer complex Oral Surgery, Endo, Perio, Ortho & Difficult Pedo Behavioral Management

Type of patients as a percentage of Collections:

Private Pay 49.8 Insurance/PPO 50.2 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"? No

List Preferred Provider, Health Care Provider and Capitation Plans now in place: Delta 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: ~ 1

Average number of patients per day? Per-Doctor: ~ 8 - 10+ Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients: Mature Family Range ~ 60+ yrs

Does the office have Nitrous Oxide? No

Type of recall system used? Pre-scheduling, Postcard Reminders

Number of recalls per month? ~ 50 - 60

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? None, Internal Marketing: 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: All Equipment are regularly updated, upgraded, maintained and in good functioning condition

Average age of Equipment: ~ 40 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? \$1,630.00/month

Has staff left the practice recently? No

Is there a practice management consultant? No

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2021 \$ 217,593 2020 \$ 146,813 2019 \$ 195,441

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: PC 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.