



## WESTERN PRACTICE SALES

---

John M. Cahill Associates

**#JG-1307**

### San Luis Obispo, California

**LIVE YOUR BEST LIFE HERE** by carrying on the tradition of delivering the highest standard of conservative dentistry while living a happy and healthy lifestyle. Seller has established a stellar reputation in this beautiful *architecturally-designed, recently remodeled* office with floor-to-ceiling windows that captures picturesque views of the area to and is passing it on to you: all it needs is your talent and skill! Hesitate and you may lose out on the practice of a lifetime!

The Doctor averages 6–8 patients and welcomes approximately 12 – 20 new patients per month.

The office is conveniently located in an attractive, well-maintained, newer Medical Professional building in this *proven premier location* in highly desirable corridor of the growing Med-Tech neighborhood in this community.

The office occupies approximately 1,559 square feet and consists of 3 fully equipped Ops + 1 additional, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage with 2 Restrooms in Building.

***Full Price: \$395,000***

***Real Estate Also Available***

*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**

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

**We look forward to serving you**

# JG-1307

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$395,000

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 5	8 – 5	by appt	
Doctor's Hours		8 – 4:30	8 – 4:30	8 – 4:30	8 – 4:30		
Type of Practice:	<b>General &amp; Implant</b>			Reason for Selling: <b>Retirement</b>			
Years established:	~ 90+ years			Days worked in 2019: ~ 196 days			
*Practice remained open during Covid Shutdown. RDH took ~ 5-month leave		Days worked in 2020 ~ 196 days					

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned?	<b>Yes</b>	Is building available for purchase?	<b>Yes</b>				
Is the space leased?	<b>N/A</b>	Is lease renewable?	<b>N/A</b>	Is lease assignable?	<b>N/A</b>		
Term of Lease:	<b>Seller Owns Building</b>			Expiration date:	<b>N/A</b>		
Do you share space with another dentist?	<b>No</b>						
Rent per month	<b>\$3,333.33/month</b>		Common area, maintenance fees /taxes included?	<b>No</b>			
If not included, current amount paid?	<b>\$1,257.00/month</b>		Are utilities included?	<b>Yes</b>			
Is the rent considered above, below or at fair market value?	<b>Fair Market</b>						
Type of Building:	Condo	Free-standing	<b>Professional</b>	<b>X</b>	Retail Center		
Office Square footage:	~ 1,559 sf		Carpet?	<b>No</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped OPs:	<b>3</b>		Plumbed for additional OPs?	<b>Yes, 1 additional</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>
						3D Imager:	<b>No</b>

Description of office building, Location and attributes of practice (a brief description):

**Attractive, well-maintained, newer Medical Professional building in prime location, beautiful architecturally designed, recently remodeled office w/ floor to ceiling windows offering great views. Office has room for 2 Dentist w/ all new equipment in desirable growing medical-tech corridor/neighborhood**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	<b>15</b>	Diagnostic	<b>20</b>	Adjunctive	<b>3</b>	Dentures	<b>1</b>
General Operative	<b>14</b>	Endo	<b>6</b>	Ortho/TMJ		Perio	<b>7</b>
Oral Surgery	<b>2</b>	Cosmetic		Crown/Bridge	<b>30</b>	Implant Surgery	<b>2</b>

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

**Refer Complex Oral Surgery: impacted 3<sup>rd</sup> molars, Complex Endo Retreatment, Difficult Implant Placement, Most Pedo under 7 yrs old**

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 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 PPO, Aetna, Guardian, Cigna**

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: ~ **12 – 20/month** ~ **3 - 5/week**

Average number of patients per day? Per-Doctor: ~ **6 – 8**

Average age of patients: **Family Range**

Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Automated, Text (Easy Dental)**

Number of recalls per month? ~ **128**

What types of Practice Promotions? **Website Only**

Phone Book Advertising? \* **No** \* *Phone book advertising contracts will be the responsibility of buyer after transition.*

## 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: **Completely Remodeled Office with new Computers, Sensors, Sterilizer, Vacuum Pump, Compressor, New Hygiene Chair/ & Light in OP, New Endo Handpiece + others**

Average age of Equipment: **All New \*except 2 Belmont Dental Chairs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

## PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
----------	----------	------------	-------------	-----------------------

### 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 \$ 618,819 2020 \$478,977 2019 \$553,353

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

Is pegboard or computer? **Computer** What type of computer? **PC – IBM compatible**

What software? **Easy Dental** Is software transferable? **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.