



WESTERN PRACTICE SALES

John M. Cahill Associates

#DG-1428 *Pedo*
San Jose, California

This *beloved Pediatric practice with its stellar reputation*, has served generations of families for 40+ years, by providing the highest standard of care with focus on preserving dentition through prevention, education on diet and lifelong home care habits. Doctor & competent multi-lingual Staff do not overlook any detail for patient comfort to provide the best experience. *Office has enviable demographics and location, surrounded and grows by a robust network of referring general dentists in the burgeoning Silicon Valley economy.*

Doctor averages 10 - 12 patients on relaxed 3-day workweek and welcomes approximately 15+ new patients per month.

Too many amenities and leasehold improvements to mention on this free-standing, 2-story Medical-Dental Professional building on desirable Doctor's Row near Trauma Center and new BART Corridor with ample parking and easy access to Interstate 680.

Office with natural lighting and exceptional ventilation, occupies approximately 2,010 square feet and consists of large Open Bay w/ 3 Chairs with plumbing for 1 additional Chair, Quiet Room, spacious Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, IT/Server Room, Staff Lunch Room and 3 Restrooms.

Asking Price: \$325,000
Condo Unit Available for Purchase

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

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

We look forward to serving you

# DG-1428	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	\$325,000
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PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8:30 – 5	8:30 – 5	8:30 – 5	8:30 – 5	8:30 – 5	
Doctor's Hours			8:30 – 5	8:30 – 5	8:30 – 5		
Type of Practice:	Pedodontic			Reason for Selling:		Retirement	
Years established:	Since 1977			Days worked in 2020:		~ 125 days	
*Office closed due to Covid from March 20 – June 1, 2020				Days worked in 2021:		~ 155 days	

OFFICE SPACE & LEASE INFORMATION

Is the building/suite owned?	Yes	Is building available for purchase?	Yes
Is the space leased?	Yes	Is lease renewable?	Yes
		Is lease assignable?	Yes
Term of Lease:	Seller owns Building, Tenants 15-yr lease		Expiration date: To Be Determined
Do you share space with another dentist?	No		
Rent per month	\$4,608.00/month	Common area, maintenance fees /taxes included?	Yes
If not included, current amount paid?	N/A	Are utilities included?	Yes, all
Is the rent considered above, below or at fair market value?	Below Market		
Type of Building:	Condo	<input checked="" type="checkbox"/> Free-standing	<input type="checkbox"/> Professional <input type="checkbox"/> Retail Center
Office Square footage:	~ 2,010 sf	Carpet?	Partial Air conditioning? Yes
Number of fully equipped OPs:	3 Chair Bays + 1 Quiet Room		Plumbed for additional Chairs? Yes, 1
Reception area:	Yes	Dark room:	Yes Doctor's office: Yes Lab: Yes
Business office:	Yes	Restrooms:	Yes, 3 Sterilization: Yes Storage: Yes
Digital X-ray:	Yes	Cerec:	No Laser: No Intra-oral Camera: No 3D Imager: No

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

Well-maintained, attractive, 2-story Medical-Dental Professional building in a desirable Doctor's Row w close proximity to Trauma Center and new BART Corridor, Ample parking, Spacious Lobby, Garden View & Picnic area with easy access Interstate 680

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections: **Practice limited to Pedodontics**

Preventative/Hygiene	27	Diagnostic	29	Adjunctive	5	Dentures	
General Operative	26	Endo	5	Ortho/TMJ	3	Perio	1
Oral Surgery	3	Cosmetic		Crown/Bridge		Implant Surgery	

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

Practice limited to Pedodontics. Refer complex Ortho, Oral Surgery, Endo & Perio

Type of patients as a percentage of Collections:

Private Pay 3 Insurance/PPO 97 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 Dental, Cigna, MetLife, Guardian, Blue Cross, Aetna, Anthem, Blue Shield

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+

Average number of patients per day? Per-Doctor: ~ 10 - 12

Average age of patients: Full Pediatric Range: 0 to 20 yrs

Does the office have Nitrous Oxide? Yes, includes automatic shut-off

Type of recall system used? Lighthouse computer tracking

Number of recalls per month? ~ 110+

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

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

What types of Practice Promotions? Google Adwords Express, Internal 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: 12 rooms of upgraded leasehold improvements, steel door jams, & solid core fire resistant doors. New Carrier HVAC on Roof, shared dual Compressors/Common Vacuum & Separator 5+ yrs, Basement Storage, Dedicated N₂O Room. Security motion & Perimeter Alarm. All Equipment are regularly updated, upgraded, maintained and in good functioning condition

Average age of Equipment: ~ 10 yrs Any equipment leases? Yes, Weave VOIP Polycom Phones

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? No If yes, how much are they paid? N/A

Has staff left the practice recently? No

Is there a practice management consultant? No

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Fiscal Tax Returns and Profit & Loss:

2021 \$ 235,158 *Fiscal 6m P&L* 2020 \$ 451,533 2019 \$ 420,717 2018 \$ 594,140

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: All solid-state 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.