



WESTERN PRACTICE SALES

John M. Cahill Associates

#EN-1432 Elk Grove, California

This family-oriented practice is well-respected and well-known for treating a full spectrum of family ages, by educating and helping the motivated patient base keep their dental and overall health in good shape.

Doctor averages 10-15+ patients per day and welcomes 30 - 40 new patients per month, based on word-of-mouth referrals of quality treatment and personalized care.

Office is conveniently located in a highly visible, easily accessible, single-story, busy, popular Retail Shopping Plaza with ample parking, bustling with activity, heavy foot traffic on major thoroughfare of desirable commercial corridor.

The office occupies approximately 1,400 square feet and consists of 4 fully equipped OPs, Reception area, Doctor's office, Business office, Sterilization, Darkroom, Lab, Storage, and Restroom.

Asking Price: \$395,000

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			9 – 6	9 – 6	9 – 6	9 – 6	
Doctor's Hours			9 – 6	9 – 6	9 – 6	9 – 6	
Type of Practice:	General			Reason for Selling:		Relocation	
Years established:	~Since 2016			Days worked in 2020:		~ 180 days	
*Office closed due to Covid from (start/end dates)				Days worked in 2021:		~ 200+ 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:	5 years		Expiration date:	April 2027			
Do you share space with another dentist?	No						
Rent per month	\$4,466.00/month		Common area, maintenance fees /taxes included?	Yes			
If not included, current amount paid?			Are utilities included?	Yes, Water			
Is the rent considered above, below or at fair market value?			Fair Market				
Type of Building:	Condo	Free-standing	Professional	Retail Center	Y		
Office Square footage:	~1,400 sf		Carpet?	No	Air conditioning?	Yes	
Number of fully equipped OPs:	4		Plumbed for additional OPs?	No			
Reception area:	Yes	Dark room:	Yes	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Digital X-ray:	Yes	Laser:	No		Intra-oral Camera:	Yes	
Cerec/Version:	No		3D Imager/Year:	No			

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic		Adjunctive		Dentures	8
General Operative	25	Endo	10	Ortho/TMJ		Perio	
Oral Surgery	10	Cosmetic	5	Crown/Bridge	12	Implant Surgery	

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

Refer Complex procedures of all of the above Specialties

Type of patients as a percentage of Collections:

Private Pay 10 Insurance/PPO 40 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"? Yes

List Preferred Provider, Health Care Provider and Capitation Plans now in place: PPO Plans include: Humana, Blue Cross, Assurant, Connection Dental, United Concordia, Aetna, MetLife, Principal, Delta Dental, Guardian, Cigna, First Dental Health

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: ~ 30 - 40

Average number of patients per day? Per-Doctor: ~ 8 - 15+ Per-Hygienist: N/A

Hygiene days per week: N/A

Average age of patients: Full Family Range: ~ 1 - 80 yrs

Does the office have Nitrous Oxide? No

Type of recall system used? Pre-Scheduling, Telephone Follow-up

Number of recalls per month? ~50

Types of Advertising: Print Ad: Facebook: Yelp: Other: Yes

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

What types of Practice Promotions? Coupon Discounts for Cash Patients, Power Sites Media

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 is regularly upgraded, updated, maintained and in good functioning condition, 3 Chairs ~ 15 yrs

Average age of Equipment: ~ 2 - 3 yrs Any equipment leases? No

Equipment is right/left-handed/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? \$32.10/hour

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 \$ 638,297 *12m P&L* 2020 \$ 522,713 2019 \$ 520,546

*Collection amounts are approximate and should be verified by Buyer

Type of Computers: Windows 10 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.