



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-272

Avondale, Arizona

Live and practice in one of Arizona's poshest and most affluent communities. Like golf? Avondale is a golfer's paradise, and is home to some of the premier golf courses in the state. This phenomenal, state-of-the-art, 3-yr new practice is nestled in a desirable Retail area, surrounded by several highly respected Retail giants, which provides unsurpassed visibility, and draws patients in, simply by its convenient location. Imagine yourself driving to work, down a beautiful palm-lined thoroughfare, when you see your new practice and you realize that life is good.

The Doctor averages 10 patients with 4 Hygiene patients per day and generates approximately 60+ new patients per month.

The office occupies approximately 1,800 square feet and consists of 4 fully equipped ops and is plumbed for 1 additional Op with state-of-the-art technology, digital x-rays and paperless system, Reception area, Doctor's office, Business office, Sterilization, Denture Lab, Lab, Storage and Restroom.

Extremely Motivated Seller!

Full Price: ~~\$350,000~~

Major Price Reduction! Now Only: \$250,000

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

Jeff J. Tonner, JD

Mark B. Hughes, DDS

800.641.4179

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

We look forward to serving you

#Az-272

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$250,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 - 5	8:30 - 5	9 - 7	8 - 5	8 - 5	8 - 2
Doctor's Hours		8 - 5	8:30 - 5	9 - 7	off	8 - 5	8 - 2
Type of Practice:	General		Reason for Selling:		Relocation/Personal		
Years established:	~ 3 yrs		Days worked past 12 months:		~ 260 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:	15 yrs w options to renew			Expiration date:	2025		
Do you share space with another dentist?	No						
If yes, percentage of Associate's Production:	N/A						
Will Associate stay on with practice?	N/A						
Rent per month	\$ 4,400.00/month	Common area, maintenance fees /taxes included?	Yes				
Are utilities included?	Utilities are not included but water is paid by landlord						
Is the rent considered above, below or at fair market value?	Fair Market Value						
Type of Building:	Condo	Free-standing	Professional	Retail Center	X		
Office Square footage:	~ 1,800 sq. ft.	Carpet?	No	Air conditioning?	Yes		
Number of fully equipped ops:	4	Plumbed for additional ops?	Yes, 1				
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes, 1	Sterilization:	Yes	Storage:	Yes
Laser:	No	Digital X-ray:	Yes	Intra-oral Camera:	Yes	Cerec:	No
Description of office building, Location and attributes of practice (a brief description):	Attractive, well-maintained 4-yr-old Building in desirable Retail Shopping Center with excellent visibility and accessibility						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	0.68	Diagnostic	18.51	Adjunctive	0.09	Dentures	8.51
Restorative	26.74	Endo	11.07	Ortho/TMJ		Perio	7.20
Oral Surgery	18.91	Cosmetic		Crown/Bridge	8.29		

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

Complex Oral Surgery, Endo and Difficult Pedo Management, Implant, Ortho

Type of patients as a percentage of collections:

Insurance/ PPO	60	Private Pay	30	Capitation	~ 1	AHCESS	~ 9
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Does your practice participate in "Care Credit"? **Yes and participate in CitiFinance**

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

Estimated Number of Active Patient Files ("at least one visit in the past 2 years"): **~1,200 - 1,500**

Number compiled using: Practice Software **Dentrix** Hand Count Estimate **X**

***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.**

Average number of New Patients per month for past 12 months: **~ 60+**

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

Hygiene days per week: **N/A** Percentage of Production by Hygiene: **0**

Average age of patients: **Family range: 8 – 90 yrs. Average 30-50+ yrs.**

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

Type of recall system used? **Pre-scheduling, Computerized Postcards, Phone Call Reminders**

Number of recalls per month? **~ 20**

What types of Practice Promotions are in effect? **Spanish & Vietnamese Ads**

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:

Average age of Equipment: ~ 3 yrs

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Reception	5 days/40 hrs		\$13.00/hr	No
Dental Assistant	5 days/40 hrs		\$15.00/hr	No
Front/Back Office	5 days/40 hrs		\$16.00/hr	No

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 P&L:

2013 \$ 381,281 2012 \$ 386,410 2011 \$ 391,547

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

Number of statements sent each month? Is pegboard or computer? **Computer**

What type of computer? **IBM** What software? **Dentrix**

Is software transferable? **Yes, Transfer Fee 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.