



## WESTERN PRACTICE SALES

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**John M. Cahill Associates**

### **#AC-624 San Francisco, California**

**This is the best of dentistry: wonderful patients and a solid income.**

Seller looking for a competent, experienced general dentist to buy his large San Francisco practice, compiled from joining three long-term practices. It includes 8 operatories, 2 Hygienists, and a great staff of long duration. The main hygienist, who has amazing relationships with his patients wants to continue working, which will help immensely in patient rapport. This practice has a wealth of patients who are accustomed to thoughtful, kind treatment and honest communication. It is a very gratifying practice in terms of income and warm personal relationships, offering financial security and personal satisfaction, and the opportunity to practice sophisticated dentistry.

The patients, all adults, range from ages 19-80 and have established track records of long term care and solid financial statuses. Many come from the University of California Medical Center and are sophisticated interesting individuals. The practice draws from Marin County, San Mateo, San Francisco, and the East Bay. Seller also has a well-established network of specialists to refer to in addition to wonderful dental labs.

Seller is interested in working back 1-2 days a week, to facilitate the hand-off to a new owner and maintain a smooth flow for the patients and my excellent staff. This means, Buyer and Seller can have a good working relationship, so that the fit between the patients, Buyer and Seller will be a good one. Buyer would also be afforded the opportunity to develop skills in implant placement and restoration, services the practice currently provides.

The dental building is a stand-alone structure, a rarity in San Francisco. You can see the Pacific beyond the back windows, through trees. The 8 operatories are fully equipped with a Dexis X-Ray System, Dentrix Software, and 3 Digital Cameras. The central Sterilization Room, a Doctors' Office, a separate Lab, an X-Ray Room for Storage, a Staff Room, a roomy Reception Area, and 2 Restrooms. It is located in a quiet, upscale-trending residential area bisected by Ocean Avenue, a main corridor with excellent public transportation and ample street parking for staff and patients. It is close to Lakeside and West Portal, neighborhoods with local stores and restaurants.

The office is an easy commute from the Peninsula, Marin and of course from the great neighborhoods of San Francisco.

***Full Price: \$475,000***

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

John M. Cahill, MBA      Edmond P. Cahill, JD

**510.844.0330**

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

**We look forward to serving you**

## PRACTICE INFORMATION SHEET

## OFFICE OPERATION INFORMATION

11/06/2015 Update:

One of the operating doctors fully retired March 2015.

The following updated information reflects as one operating doctor.

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		9 – 5	9 – 5	9 – 5	9 – 5	9 – 5	
Doctor's Hours		9 – 5	10 – 5	9 – 5	10 – 4	9:30 - 12	
Hygiene Hours		9 – 5	9 – 5	9 – 5	9 – 5 10 – 4		

Type of Practice: **General** Reason for Selling: **Retiring**Years established: **40+ years** Days worked past 12 months: **~165**

## OFFICE SPACE &amp; LEASE INFORMATION

Is the building/suite owned? **Yes, 1/3 interest** Is building available for purchase? **Possibly Yes**Is the space leased? **No** Is lease renewable? **n/a** Is lease assignable? **n/a**Term of Lease: **Owner Occupied, terms to be negotiated at time of sale** Expiration date: **n/a**Do you share space with another dentist? **No**Rent per month: **\$5,000/month** Common area/maintenance fees /taxes included? **n/a**If not included, current amount? **n/a** Are utilities included? **No**Is the rent considered above, below or at fair market value? **Below Market Value**Type of Building: Condo **Free-standing** **X** Professional Retail CenterOffice Square footage: **2,100 sq. ft.** Carpet? **Yes** Air conditioning? **No**Number of fully equipped ops: **8** Plumbed for additional ops? **No**Reception: **Yes** Dark Room: **Yes** Doctor's Office: **Yes** Lab: **Yes**Business Office: **Yes** Restrooms: **Yes, 2** 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): **Single Story Building, Easy access to Public Transportation, Near SFSU & Stonestown Shopping Mall.**

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hyg.	<b>16.5%</b>	Diagnostic	<b>8.3%</b>	Adjunctive	<b>0%</b>	Dentures	<b>2.65%</b>
General Operative	<b>33.1%</b>	Endo	<b>10.5%</b>	Ortho/TMJ	<b>&lt;.5%</b>	Perio	<b>2.3%</b>
Oral Surgery	<b>2.5%</b>	Cosmetic	<b>Included</b>	Crown/Bridge	<b>10.8%</b>	Implant	<b>4.9%</b>

What services/procedures are referred out? **Oral Surgery, Endo, Pedo, Perio**

Type of patients as a percentage of collections: Insurance: **60%** Private Pay: **40%**

Are you a Delta Provider? **Yes, Delta Premier**

**\*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: **None**

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: **6**

Average number of patients per day? **17-20** Per-Doctor: **8** Per-Hygienist: **8**

Hygiene days per week: **4 days** Percentage of Production by Hygiene: **17%**

Average age of patients: **40+** Does the office have Nitrous Oxide? **Yes**

Type of recall system used? **Dentrix & Postcards** Efficiency:

Number of recalls per month? **80** What types of Practice Promotions are in effect? **None**

Phone Book Adverting\*: **No** \*If Yes, Phone Book adverting contracts will be the responsibility of Buyer after the close.

## 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: **Owner Occupied Building & Equipment. Total of 8 Ops, 3 X-Rays, 1 Panorex, 1 Digital DXA, Biohorizons Implant Equipment, Supply Room, Staff Room, Doctor's Office, Front Office. Digital X-Ray on 2 Laptops, not part of larger office computer network.**

Average age of Equipment: **10-20 years**

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

