WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-568
Las Vegas, Nevada

Strong word-of-mouth referrals and constant stream of foot traffic drive the new growth of this practice with excellent visibility and easy accessibility in popular, busy street-level Retail Shopping Center. The patient base remains loyal due to quality care and personable staff, offering excellent treatment and personalized care.

The Doctor averages 20-30 patients per day and generates approximately 100 new patients per month.

This modern, paperless, computerized office is ideally and conveniently located in a busy, single-story, Retail Shopping Center with ample parking on major thoroughfare in busy, desirable commercial corridor.

The office occupies approximately 1,986 square feet and consists of 5 fully equipped ops w/ plumbing for 3 additional Ops, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.*****

Full Price: $365,000

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

Timothy G. Giroux, DDS Jared Bergquist

800.641.4179

► **Honesty** ► **Integrity** ► **Professionalism** ► **Experience**

We look forward to serving you

***Office space information provided as a courtesy only. Western Practice Sales is not a licensed Real Estate Broker in the State of Nevada, and price does not include real estate, which must be separately negotiated through licensed attorney or broker.**

# LV-568	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	$ 365,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		**9 – 6**	**2 - 6**	**9 – 6**	**9 – 1**	**9 – 6**	**9 - 1**
Doctor's Hours		**9 – 6**	**2 - 6**	**9 – 6**	**9 – 1**	**9 – 6**	**9 - 1**

Type of Practice: **General** Reason for Selling: **Personal**

Years established: **Since 2004** Days worked past 12 months: **All except holidays**

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

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: **September 2021**

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 **$3,542.00/month** Common area, maintenance fees /taxes included? **Yes**

If not included, current amount? Are utilities included? **Yes, Water**

Is the rent considered above, below or at fair market value? **Fair Market Rent**

Type of Building: Condo Free-standing Professional **Retail Center** **X**

Office Square footage: ***See note above** Carpet? **Yes** Air conditioning? **Yes**

Number of fully equipped ops: **5** Plumbed for additional ops? **Yes, 3**

Reception area: **Yes** Dark room: **No** Doctor's office: **Yes** Lab: **Yes**

Business office: **No** 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): **Popular Retail Shopping Center**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	**11**	Diagnostic	**24**	Adjunctive	**1.7**	Dentures	**5.6**
General Operative	**27**	Endo	**5**	Ortho/TMJ	**0.5**	Perio	**7.6**
Oral Surgery	**12**	Cosmetic	**0**	Crown/Bridge	**5.6**		

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

Complex Oral Surgery, Difficult Endo and Pedo Behavioral Management, All Perio Surgery

Type of patients as a percentage of Collections:

Private Pay **_20__** Insurance/PPO **_17_** Medicaid **_38__** Capitation (HMO) **_2__** NPD (Culinary) **__23__**

Does your practice participate in "Care Credit"? **Yes**

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

Delta, Aetna, Cigna, Anthem, Diversified, Guardian, Culinary, Medicaid, Liberty

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: **~ 100-115**

Average number of patients per day? **20-30** Per-Doctor: **20-30** Per-Hygienist: **N/A**

Hygiene days per week: **5, performed by DDS** Percentage of Production by Hygiene: **11%**

Average age of patients: **5-65**

Does the office have Nitrous Oxide? **No**

Type of recall system used? **Postcard**

Number of recalls per month? **150-200**

What types of Practice Promotions? **Internal Cash Discount**

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: **2004 Good Condition**

Average age of Equipment: **~ 12 years**

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

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Upon Request	**4-5 days wk**	**2009**	**$16.25/hr**	**Monthly Bonus**
Upon Request	**4 days wk**	**2006**	**$12.25/hr**	**Monthly Bonus**
Upon Request	**4 days wk**	**2008**	**$12.25/hr**	**Monthly Bonus**
Upon Request	**4 days wk**	**2015**	**$10.50/hr**	**Monthly Bonus**
Upon Request	**4 days wk**	**2015**	**$10.50/hr**	**Monthly Bonus**
Upon Request	**4 days wk**	**2015**	**$13.00/hr**	

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 Tax Returns:

2015 __**$607,888**_____ 2014 ___**$558,101**_____ 2013 ___**$519,823**_____

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

Number of statements sent each month? **~10** Is pegboard or computer? **Computer**

What type of computer? **Dell, Lenovo** What software? **Open Dental**

Is software transferable? **Yes. Any transfer fee to be the responsibility of the 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.

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