WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-598
Las Vegas, Nevada

Taking great satisfaction in helping patients maintain optimal oral health, this practice is devoted to comprehensive and preventive patient care using an evidence-based philosophy. They strive to develop long-lasting, trusting relationships with each patient and are passing this goodwill and stellar reputation on to you, the Buyer!

The Doctor averages 12 patients w/ 8 Hygiene patients per day, offering 5½ days of hygiene/per week and generates approximately 20-30+ new patients per month.

The office is conveniently located in an attractive, well-maintained, 2-story Professional building with easy accessibility to 2 freeways, surrounded by new growth, generated by new homes in a highly desirable residential neighborhood. The office occupies approximately 2,200 square feet and consists of 5 fully equipped Ops w/ plumbing for an additional Op, Reception area, Doctor's office, Sterilization, Lab, Storage and Restroom.*

Full Price: $420,000

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-598	WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES	$420,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		**8 – 5**	**8 – 5**	**8 – 5**	**8 – 5**	**8 – 2**	**8 – 2**
Associate Hours*		**8 – 5**	**8 – 5**	**8 – 5**	**8 – 5**	**8 – 2**	**8 – 2**
Hygienist Hours		**8 – 5**	**8 – 5**	**8 – 5**	**8 – 5**	**8 – 2**	**8 – 2**

Type of Practice: **General** Reason for Selling: **Personal, Doctor works 6-8 hrs/month**

Years established: **Since 2004** Days worked past 12 months: **~ 14 days**

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: **Three (3) 5-yr terms** Expiration date: **4 more yrs**

Do you share space with another dentist? ***Associate-driven Practice**

Will Associate stay on with practice? **Yes**

Rent per month **$4,106.00/month** Common area, maintenance fees /taxes included? **Yes**

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

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

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

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

Number of fully equipped ops: **5** Plumbed for additional ops? **Yes, 1**

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): **Attractive, well-maintained, 2-story Professional building w/ other professionals, conveniently located w/ easy freeway accessibility, surrounded by growth and new homes in residential neighborhood**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	**16**	Diagnostic	**19**	Adjunctive	**3**	Dentures	**5**
General Operative	**36**	Endo	**3**	Ortho/TMJ	**0.05**	Perio	**7**
Oral Surgery	**3**	Cosmetic		Crown/Bridge	**7.5**		

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

Complex Oral Surgery: 3rd molar impactions, Endo- 2nd molar

Type of patients as a percentage of Collections:

Private Pay **7** Insurance/PPO **93** Medicaid **0** Capitation (HMO) **0** NPD (Culinary) **0**

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

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

Delta Dental, MetLife, Aetna PPO and DMO, Diversified Dental Service Plans, Tricare, LHI

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:	**~ 25 – 30+**				
Average number of patients per day?	**~20**	Per-Doctor:	**~12**	Per-Hygienist:	**~8**
Hygiene days per week:	**5½ days**	Percentage of Production by Hygiene:			**~ 20 – 24%**
Average age of patients:	**38 years**				
Does the office have Nitrous Oxide?	**Yes**				
Type of recall system used?	**Auto Texting, Emails, Phone Call Reminders**				
Number of recalls per month?	**~140**				
What types of Practice Promotions?	**None**				
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: **Built in 2005, Good condition**

Average age of Equipment: **~ 7 – 10 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**		**$17.25/hr**	**Yes**
Reception*	**5 days/40 hrs**		**$16.50/hr**	**Yes**
Dental Assistant (Lead)	**4 days/32 hrs**		**$17.00/hr**	**Yes**
Dental Assistant	**2 days/18 hrs**		**$17.00/hr**	**No**
Dental Hygiene	**4 days/32 hrs**		**$41.00/hr**	**No**
Dental Hygiene	**1 day / 8 hrs**		**$40.00/hr**	**No**
Dental Hygiene	**2 days / 16 hrs**		**$40.00/hr**	**No**

Do family members work in the office? **No** If yes, how much are they paid?

Has staff left the practice recently? **Yes, *** *Note: One of the Reception positions can be eliminated*

Is there a practice management consultant? **No**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Tax Returns:

2016 **$ 675,848** 2015 **$ 671,434** 2014 **$ 632,432**

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

Number of statements sent each month? **~60** Is pegboard or computer? **Computer**

What type of computer? **PC windows based** What software? **Dentrix**

Is software transferable? **Yes. Any applicable fees 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.

***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.**