



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-672 Las Vegas, Nevada

Hard to Find Northwest practice for sale!

Location, location, location! Anchoring the “end cap” position is positively the most desirable location for any business or profession! This office has all that it takes to succeed – street-level visibility from all sides and easy accessibility with ample parking in a busy, popular, single-story, mixed tenant, attractive, well-maintained Retail Center on major thoroughfare in the desirable Northeast neighborhood.

The Doctor averages 8-10 patients per day and generates approximately 18-20 new patients per month.

The office consists of 4 fully equipped ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Dark Room and Restroom.*

Full Price: \$215,000

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-672

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$215,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 - 5	10 - 5	10 - 5	10 - 5	10 - 5	
Doctor's Hours		10 - 5	10 - 5		10 - 4		
Type of Practice:	General		Reason for Selling: Relocation				
Years established:	Since 2000		Days worked past 12 months: Mon/Tues/Thurs per week				

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?	Yes	Is building available for purchase?	Yes				
Is the space leased?	Yes	Is lease renewable?	Yes	Is lease assignable?	No		
Term of Lease:	5 yrs			Expiration date:	January 2017		
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	\$3,764/month			Common area, maintenance fees /taxes included?	Yes		
If not included, current amount?	Are utilities included?		No				
Is the rent considered above, below or at fair market value?	Below Market Value						
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:	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:	No
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, single-story, mixed tenant, busy, popular Retail Center w/ ample parking in Northeast neighborhood in the most desirable "End Cap" location						

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Preventative/Hygiene	30	Diagnostic	5	Adjunctive	0	Dentures	10
General Operative	20	Endo	10	Ortho/TMJ	0	Perio	5
Oral Surgery	5	Cosmetic	0.50	Crown/Bridge	10		

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

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

Type of patients as a percentage of Collections:

Private Pay 5 Insurance/PPO 24 Medicaid 70 Capitation (HMO) 1 NPD (Culinary) 10

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

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

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: **~ 18 - 20**

Average number of patients per day? Per-Doctor: **8 - 10** Per-Hygienist: **N/A**

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

Average age of patients: **Family range**

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

Type of recall system used? **Phone Call Reminders, Postcards**

Number of recalls per month? **~ 30 - 45**

What types of Practice Promotions? **Not any currently**

Phone Book Advertising? * **N/A** * *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 2000, in good condition**

Average age of Equipment: **~ 15 yrs**

Any equipment leases? **N/A** Equipment is right/left-handed/convertible? **Convertible**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
Dental Assistant	M-F/10 – 6	Feb 2013	\$16.50/hr	No
Dental Assistant	M,T,Th/10-4	March 2014	\$9.00/hr	No
Dental Assistant	M,T,Th/10-3	Jan 2017	\$9.00/hr	No
Dental Assistant	M,T,Th/10-6	Nov 2012	\$20.00/hr	No

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

Has staff left the practice recently? **No**

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

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2016 _____ 2015 **\$ 326,496** 2014 **\$616,703**

***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? **Dell Desktop** What software? **Dentrix**

Is software transferable? **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.

***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.**