



## WESTERN PRACTICE SALES

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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:	<b>General</b>		Reason for Selling: <b>Relocation</b>				
Years established:	<b>Since 2000</b>		Days worked past 12 months: <b>Mon/Tues/Thurs per week</b>				

## OFFICE SPACE &amp; 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?	<b>No</b>	Is building available for purchase?	<b>No</b>				
Is the space leased?	<b>Yes</b>	Is lease renewable?	<b>Yes</b>	Is lease assignable?	<b>No</b>		
Term of Lease:	<b>5 yrs</b>			Expiration date:	<b>January 2017</b>		
Do you share space with another dentist?	<b>No</b>						
If yes, percentage of Associate's Production:	<b>N/A</b>						
Will Associate stay on with practice?	<b>N/A</b>						
Rent per month	<b>\$3,764/month</b>			Common area, maintenance fees /taxes included?	<b>Yes</b>		
If not included, current amount?	Are utilities included?		<b>No</b>				
Is the rent considered above, below or at fair market value?	<b>Below Market Value</b>						
Type of Building:	Condo	Free-standing	Professional	<b>Retail Center</b>	<b>X</b>		
Office Square footage:	<b>*See note above</b>		Carpet?	<b>Yes</b>	Air conditioning?	<b>Yes</b>	
Number of fully equipped ops:	<b>4</b>		Plumbed for additional ops?	<b>No</b>			
Reception area:	<b>Yes</b>	Dark room:	<b>Yes</b>	Doctor's office:	<b>Yes</b>	Lab:	<b>Yes</b>
Business office:	<b>Yes</b>	Restrooms:	<b>Yes, 1</b>	Sterilization:	<b>Yes</b>	Storage:	<b>No</b>
Laser:	<b>No</b>	Digital X-ray:	<b>Yes</b>	Intra-oral Camera:	<b>Yes</b>	Cerec:	<b>NO</b>
Description of office building, Location and attributes of practice (a brief description):	<b>Attractive, well-maintained, single-story, mixed tenant, busy, popular Retail Center w/ ample parking in Northeast neighborhood in the most desirable "End Cap" location</b>						

## PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

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

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
<b>Dental Assistant</b>	<b>M-F/10 – 6</b>	<b>Feb 2013</b>	<b>\$16.50/hr</b>	<b>No</b>
<b>Dental Assistant</b>	<b>M,T,Th/10-4</b>	<b>March 2014</b>	<b>\$9.00/hr</b>	<b>No</b>
<b>Dental Assistant</b>	<b>M,T,Th/10-3</b>	<b>Jan 2017</b>	<b>\$9.00/hr</b>	<b>No</b>
<b>Dental Assistant</b>	<b>M,T,Th/10-6</b>	<b>Nov 2012</b>	<b>\$20.00/hr</b>	<b>No</b>

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 \$363,025                      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.**

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