



WESTERN PRACTICE SALES

John M. Cahill Associates

#Az-1004

Tempe, Arizona

If you are looking for a great location with excellent visibility near one of Tempe's most traveled intersections and busiest thoroughfares?, this practice has your name all over it! Located w/in walking distance of retail, dining and too many other amenities to mention, this practice is waiting your talents. The modern exterior of this single-story Retail/Professional building complex along w/ ample parking, makes it comfortable and convenient for its large and loyal patient base. So what are you waiting for?

The Doctor averages 15 patients w/ 5 Hygiene patients per day offering 3 days of hygiene/per week and generates approximately 25-30+ new patients per month.

The office occupies approximately 3,000 square feet and consists of 6 fully equipped ops, Reception area, Doctor's office, Business office, Sterilization, Dark room, Lab, Storage and 3 Restrooms.

Full Price: \$499,000

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

Jeff J. Tonner, JD

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800.641.4179

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

We look forward to serving you

#Az-1004

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$499,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours			9 - 6	10 - 7	11 - 7		9-2 x2/mo
Doctor's Hours			9 - 6	10 - 7	11 - 7		9-2 x2/mo

Type of Practice: **General** Reason for Selling: **Relocation**Years established: **Since 2005** Days worked past 12 months: **~ 192**

OFFICE SPACE & LEASE INFORMATION

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: **3 years / term ends Dec 2011** Expiration date: **December 2011**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 **\$ 2,950.00/month** Common area, maintenance fees /taxes included? **Yes**If not included, current amount? Are utilities included? If yes, which? **No**Is the rent considered above, below or at fair market value? **Fair Market Rent**Type of Building: **Condo** Free-standing **Professional** **Yes** Retail CenterOffice Square footage: **~ 3,000 sq. ft.** Carpet? **No** Air conditioning? **Yes**Number of fully equipped ops: **6** Plumbed for additional ops? **No**Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 3** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **No** Intra-oral Camera: **Yes** Cerec: **No**Description of office building, Location and attributes of practice (a brief description): **Single story retail/professional complex, great visibility, ample parking, easy access in a desirable location.**

PATIENT DEMOGRAPHICS						
Breakdown of Service/Procedures as a percentage of Collections:						
Preventative	8.92	Diagnostic	17.23	Hygiene	Prosth, Rem	12.54
Restorative	29.96	Endo	5.38	Prosth, Fixed	1.99	Perio 9.37
Oral Surgery	10.73	Ortho	0	Crown/Bridge	Adjunctive	0.90
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)						
Some Pedo, Complex Oral Surgery, Difficult Endo: 2nd molars						
Type of patients as a percentage of collections:						
Insurance	Private Pay	5	PPO	65	Capitation	5 ACCHS 25
Does your practice participate in "Care Credit"?				Yes		
List Preferred Provider, Health Care Provider and Capitation Plans now in place:						
Most Insurance except Cigna HMO						
Estimated Number of Active Patient Files ("at least one visit in the past 2 years"):						~ 2,000 – 2,500
This number was compiled using: Practice Software _____ Hand Count _____ Estimate <u>Yes</u>						
*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.						
Average number of New Patients per month for past 12 months:						~ 25+
Average number of patients per day?		20	Per-Doctor:	15	Per-Hygienist:	5
Hygiene days per week:		3 days	Percentage of Production by Hygiene:		~ 30%	
Average age of patients:						~ 40 – 45
Does the office have Nitrous Oxide?		No				
Type of recall system used?		Pre-scheduling, Computerized Postcards				
Number of recalls per month?		~ 40				
What types of Practice Promotions are in effect?		Free Whitening				
EQUIPMENT & LEASEHOLDS						
Describe age and characteristics of leasehold improvements:						
Average age of Equipment:		~ 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
Front Office	35 hrs/wk	April 2011	\$18.00/hr	No
Dental Assistant	35 hrs/wk	2005	\$12.00/hr	No
Dental Assistant	14 hrs/wk	2006	\$14.00/hr	No
Do family members work in the office?	No	If yes, how much are they paid?		
Has staff left the practice recently?	Yes			
Is there a practice management consultant?	No			
PRACTICE FINANCIAL PROFILE				
Last 3 years' Gross Collections from Tax Returns, P&L and Office Software:				
2010 <u>\$737,043 (Collection from Dentrrix)</u> 2009 <u>\$792,661</u> 2008 <u>\$ 750,536 (from P&L)</u>				
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~10 -12	Is pegboard or computer?	Computer	
What type of computer?	Dell	What software?	Dentrrix	
Is software transferable?	Yes, Transfer Fee to be paid by Buyer			
Fees Schedule:	Available upon request			
<p>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.</p> <p>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.</p>				