



WESTERN PRACTICE SALES

John M. Cahill Associates

#LV-910 Boulder City, Nevada

This affluent, clean, safe and non-gaming community forms the backdrop for this quality practice with its emphasis on personalized treatment and emphasis on a pain-free dental experience in a warm, caring environment and relaxing atmosphere.

Doctor averages 10 patients w/ 8 Hygiene patients per day, offers 3 days of hygiene per week and generates approximately 10-12 new patients per month.

In beautiful downtown, with walking distance to fine dining and local businesses, this recently remodeled, spectacular office with its sophisticated “boutique” décor and antique furnishings is located in an attractive, well-maintained, 2-story building w/ ample parking and excellent curb appeal. The suite occupies approximately 1,600 square feet and consists of 3 fully equipped ops, Reception area, Doctor’s office, Business office, Sterilization, Lab, Storage and Restroom.*

Full Price: \$440,000

Price Reduced! Now only \$390,000

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

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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-910

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$390,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		10 – 2	9 – 5	9 – 5	9 – 5	9 – 2	
Doctor's Hours			9 – 5	9 – 5	9 – 5	9 – 2	
Hygienist Hours			9 – 5	9 – 5	9 – 5	9 – 2	
Type of Practice:	General		Reason for Selling:		Retirement		
Years established:	~ 7 yrs.		Days worked past 12 months:		~ 120 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:	3 yrs w/ 5 yr option + renewal			Expiration date:	April 2013		
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:	\$2,856.00/month		Are utilities included? If yes, which?	No			
Any common area fees?	No		Who pays Taxes & Insurance?	Tenant			
Office Square footage:	~ 1,600 sq. ft.		Carpet?	Stone	Air conditioning?	Yes	
Number of fully equipped ops:	3		Plumbed for additional ops?	Yes, Room for 2 add'l ops			
Reception area:	Yes	Dark room:	No	Doctor's office:	Yes	Lab:	Yes
Business office:	Yes	Restrooms:	Yes	Sterilization:	Yes	Storage:	Yes
Description of office building, Location and attributes of practice (a brief description):	Highly visible, easily accessible, 2-story professional building of mixed tenants, conveniently located in downtown w/ walking distance to restaurants and local businesses in this upper-class, non-gaming community						

PATIENT DEMOGRAPHICS							
Breakdown of Service/Procedures as a percentage of Collections:							
Preventative	7.91	Diagnostic	9.24	Hygiene		Dentures	4.34
General Operative	20.4	Endo	4.91	Ortho/TMJ	0.08	Perio	10.41
Oral Surgery	1.88	Cosmetic	10.52	Crown/Bridge	29.56	Adjunctive	0.68
What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)							
Complex Oral Surgery, 2nd Molar Endo & Retreatment, Advanced Perio, Difficult Pedo, Ortho							
Type of patients as a percentage of collections:							
Insurance	0.45	Private Pay	56.2	PPO			43
List Preferred Provider, Health Care Provider and Capitation Plans now in place:							
Diversified, Delta, Aetna, United Concordia, Blue Cross, MetLife, Blue shield, Cigna, DPN, No HMO							
Estimated Number of Active Patient Files (“at least one visit in the past 2 years”):							
~ 1500-1,700+							
*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:							
~ 11/month							
Average number of patients per day?				Per-Doctor:	10	Per-Hygienist:	8
Hygiene days per week:		3	Percentage of Production by Hygiene:		~ 15+%		
Average age of patients:			~ 40 yrs.				
Does the office have Nitrous Oxide?			No				
Type of recall system used?		Pre-scheduling, Postcards		Efficiency:	80%		
Number of recalls per month?			~ 100				
What types of Practice Promotions are in effect?				Internal Marketing, PPO Plans, Local Flyers			
EQUIPMENT & LEASEHOLDS							
Describe age and characteristics of leasehold improvements:							
High-end remodel w/ sophisticated antique furnishings							
Average age of Equipment:			~ 7 yrs.				
Any equipment leases?		No	Equipment is right/left-handed/convertible?			Right	

PERSONNEL				
Position	Days/Hrs	Date hired	Rate of Pay	Eligible for benefits
DDS	3 ½ days/wk	2003		Yes
Business/Clerical	3 days/wk	2003		Yes
Front Office/Coordinator	4 days/wk	Feb 2008	\$12.50/hr	
Dental Assistant	28 hrs/wk	March 2007	\$14.00/hr	
Dental Hygiene	28 hrs/wk	Oct 2009	\$40.00/hr	No
Do family members work in the office?	Yes	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 Tax Returns:				
2009	<u>\$ 574,077</u>	2008	<u>\$ 602,552</u>	2007 <u>\$ 603,346</u>
*Collection amounts are approximate and should be verified by Buyer				
Number of statements sent each month?	~ 70+	Is pegboard or computer?	Computer	
What type of computer?	Dell	What software?	Easy Dental	
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> <p>*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.</p>				