

**50+ YEAR OLD PRACTICE!**  
**ONE PARTNER IS SICK AND CANNOT WORK ANYMORE!**  
 SPACIOUS LAYOUT IN HIGH DEMAND DEMOGRAPHIC!  
**SELLER FINANCING AVAILABLE!**  
**FIRST CHOICE PRACTICE SALES, INC.**

Phone: (949) 548-4559 • Fax: (949) 548-0525 • www.firstchoicedds.com

**\$399,000 OBO**

**LISTING #** 19 – 240      **PRICE \$:** **Reduced to \$299,000**      **A/R'S:** Not included  
**LOCATION:** Whittier      **Est.** (2006) 2014      **POPULATION:** Middle Income Mixed  
**DESCRIPTION:** # of Ops: 10      # Not Plumbed: 0      **Sq. Ft.** 5,000  
**Lease** X      **Own**      **Option/Renew** 1 x 10      **Yrs. Remain** 4+      **\$/Month** \$11,200 total  
**Office Hours**      **M**      **T**      **W**      **TH**      **FR**      **SAT**      **SUN**  
                          closed      9-6      9-6      9-6 (2/3x)      9-6      closed      closed  
**STAFF**      **Front:** 3      **Salary:** \$22 (4)/\$19(2)/\$13(5)      **Will Stay** Y  
                          **Back:** 4      **Salary:** \$19(4)/\$17(1)/\$14(2)/\$14(1)      **Will Stay** Y  
                          **Other:** OS      **Salary:** 1x per month      **Will Stay** Y

**PATIENT PROFILE:**

**% Group**      **5-10 Yrs:** 15%      **11-19 Yrs:** 20%      **20-49 Yrs:** 45%      **50-75+:** 20%  
**% Reimb**      **Cash** 44%      **Idemn** Yes      **PPO** 44%      **Plans**  
                          **Medical** 1%      **Cap** 11%      **Avg. Cap** \$5,500 +/-  
**%Revenue**      **Restorative** 45%      **Crown & Bridge** 18%      **Endo** 4%      **Perio** 8%  
                          **Oral Surgery** 8%      **Prosthetic Fixed** 3%      **Ortho** 4%      **Implants** 10%

**Procedures referred out:** \_\_\_\_\_

**PRACTICE STATS:** \*(Need to verify with Buyer Audit) (approx)

**# Active Charts** 3,000+      **# of Recalls per month\***  
**# of New Patients per month\*** 25+      **Total # of New Patients YTD\*** Pending  
**Any one referral source account for more than 10% of practice revenue?** Yes      No  
**Does practice employ a hygienist?** NO      **Number of days**      **% of Gross** 14%

**FINANCIAL:** (Need to verify with Tax Returns and Financial Information by Seller)

**2017** \$614,277      **2018** \$598,760      **2019** \$481,460      **Current YTD** Pending 2020

**EQUIPMENT:**

**# Chairs** 10      **Hygiene**      **Room**      **Avg. Age** Mixed/Newer  
**# X-Rays** 1 digital (ScanX)      **Pano** Yes      **Other** All ops plumbed for O2 & NO2!  
**Special Equip owned:**      **Laser** No      **Intraoral Camera** No      **Other**  
**Is the practice computerized?** 2      **Type of Software:** Open Dental

**COMMENTS:** Sellers have to sell practice due to health issue. Strong practice that has been around for 50+ years!  
 Great layout with plenty of room for \$2M+ practice! Demographic is middle to upper income in very nice area of Whittier. Mix of insurances and steady new patients! New dental units! Lease is up in August 2021 and can be renegotiated now!

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## REGISTRATION AGREEMENT – CONFIDENTIALITY

**IMPORTANT: Please fax back this form to obtain the office location and financial data @ 949-548-0525**

In consideration of **FIRST CHOICE PRACTICE SALES**, hereinafter called **FIRST CHOICE**, supplying me with confidential information concerning the following businesses, or any other businesses to which you may otherwise introduce me, I agree to use such confidential information obtained only for purposes of evaluation to purchase. I further agree not to divulge such information to others, except to secure professional advice. **I further agree not to directly contact the owner, employees, suppliers or disturb any business relationship which includes requesting a position as an associate or asking for permission to visit the practice during practice hours of the seller without first obtaining seller's permission through FIRST CHOICE PRACTICE SALES.**

Should I, or anyone to whom I have introduced those confidential business listings that you previously presented to me, purchase or acquire an interest in any of those businesses, I agree to conduct all negotiations through your office. I further understand that the seller will be responsible for the payment of the commission to **FIRST CHOICE PRACTICE SALES**. I further understand and agree that if I should purchase all or any portion, lease, become an associate of or come into possession of the business through direct negotiations with the seller and without **FIRST CHOICE's** involvement, within one year from date hereof, then a commission is due **FIRST CHOICE** and I will assume responsibility for the payment of that commission.

The commission referred to above is ten percent (10%) of the total purchase price or \$12,500, whichever is greater. Should any controversy arise as a result of this agreement, **FIRST CHOICE** and I hereby agree to have the matter settled by and under the rules of the American Arbitration Association without the necessity of a court order. All rights of discovery allowed by law may be used and the prevailing party shall be entitled to actual attorney fees and costs. Any decision shall be final and binding upon myself and **FIRST CHOICE**.

Listing No. 19 - 240

Location Whittier

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

\_\_\_\_\_  
City Zip

\_\_\_\_\_  
Phone (Circle One: Mobile/Home/Business)

\_\_\_\_\_  
E-mail Address

Any additions or deletions to this page other than information we have requested will void your request and we will not provide any additional information. Thank you.

**PLEASE FAX BACK TO: 949 548-0525**