

LONG ESTABLISHED PRACTICE! 45%+ NET!
20+ NEW PATIENTS PER MONTH NO ADVERTISING!
2 DAYS HYGIENE PER WEEK!

FIRST CHOICE PRACTICE SALES, INC.

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

LISTING # 20 - 289 PRICE: \$439,000 OBO A/R'S: negotiable
 LOCATION: Tarzana/Reseda Est. (1980) 2012 POPULATION: Mixed
 DESCRIPTION: # of Ops: 6 # Not Plumbed: Sq. Ft. 2,000
 Lease X Own Option/Renew 1 x 5 Yrs. Remain 6+ \$/Month \$4,455 total
 Office Hours M T W TH FR SAT SUN
 staff 9 - 6 H 9 - 6 staff 9 - 6 H closed closed

STAFF
 Front: 1 Salary: \$25 Will Stay Yes
 Back: 1 Salary: \$23 Will Stay Yes (rda)
 Other: 2 Hygiene Salary: \$375(5) / \$350 Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 3% 11-19 Yrs: 8% 20-49 Yrs: 47% 50-75+: 42%
 % Reimb Cash 74% Idemn PPO 21% Plans
 Medical 0% Cap 5% Avg. Cap \$2,600 +/-
 %Revenue Restorative 38% Crown & Bridge 27% Endo 2% Perio 22%
 Oral Surgery 4% Prosthetics 6% Ortho 0% Implant 4%

Procedures referred out: Molar Endo / Thirds

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

Active Charts 1,700+ # of Recalls per month* 60+
 # of New Patients per month* 20+ Total # of New Patients YTD* 248 last 12 months
 Any one referral source account for more than 10% of practice revenue? Yes No
 Does practice employ a hygienist? YES Number of days 2 % of Gross 20%

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

2017 \$534,901 2018 \$531,565 2019 \$579,657 Current YTD Pending 2020

EQUIPMENT:

Chairs 6 Hygiene Avg. Age mixed
 # X-Rays 6 Pano room Other Paperless / small laser

Special Equip owned: Laser yes - small Intraoral Camera yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller relocating out of state. Practice has been steady with great base of patients and hygiene. Nice, well-kept space with updated technology. Mostly cash/ppo. Building has great parking and rent is great! Build your \$1M+ practice here! Great name and website! No marketing! All new patients off of Yelp and website!

FIRST CHOICE PRACTICE SALES, INC

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

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 INC.**, 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, landlord, 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, INC.**

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. 20 – 289

Location Tarzana / Reseda

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