

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY RETAIL LOCATION WITH LOW, LOW RENT!
BRIGHT, WELL-KEPT ALL PPO PRACTICE + HYGIENE!
RETIRING SELLING AFTER FANTASTIC 30 YEAR CAREER!

LISTING # 20 - 402 PRICE: \$465,000 OBO A/R'S: not included
LOCATION: San Marcos Est. 1990 POPULATION: Mixed
DESCRIPTION: # of Ops: 5 # Not Plumbed: Sq. Ft. 1,600 +/-
Lease X Own Option/Renew 1 x 5 Yrs. Remain 4+ \$/Month \$2,351 total
Office Hours M T W TH FR SAT SUN
staff 9 - 5 + H 9 - 5 + H 9 - 5 + H closed closed closed

STAFF Front: 1 Salary: \$35/hr Will Stay yes
Back: 1 Salary: \$21/hr Will Stay yes
Other: Hygienist Salary: \$52/hr Will Stay yes

PATIENT PROFILE:

% Group 5-10 Yrs: 3% 11-19 Yrs: 8% 20-49 Yrs: 42% 50-75+: 47%
% Reimb Cash 43% Idemn PPO 57% Plans
Medical 0% Cap 0% Avg. Cap \$0
%Revenue Restorative 38% Crown & Bridge 37% Endo 11% Perio 7%
Oral Surgery 4% Prosthetics 3% Ortho 0%

Procedures referred out: Implants, Ortho, some thirds

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

Active Charts 700+ # of Recalls per month*
of New Patients per month* 7 - 10 Total # of New Patients YTD* 65 as of 9-15
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? YES Number of days 3 % of Gross 18%

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

207 \$585,441 2018 \$629,296 2019 \$512,804 Current YTD \$263,742 as of 8/31

EQUIPMENT:

June - \$37,140 July - \$46,026 August - \$38,975

Chairs 5 Hygiene Avg. Age mixed, newer
X-Rays 3 (2 sensors) Pano Other Wave 1 + 2 additional motors

Special Equip owned: Laser no Intraoral Camera no Other O2/NO2
Is the practice computerized? Yes Type of Software: EagleSoft

COMMENTS: Selling retiring after one hip replacement with second one on horizon. Has kept practice modern and up to date. Digital, computer charts, with 50% plus net! No advertising for years. Practice is large and built for \$1M+ for a new full-time dentist! Long-time staff will stay. Had to cut down to 3 days in 2019 from 4 in 2018 due to hip issues.
PLENTY OF EASY WAYS TO MAKE BIG \$\$ HERE!!

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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 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**.

NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.

Listing No. 20 – 402 Location San Marcos

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

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

ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES