

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

RETIRING SELLER! 21+ YEARS GOODWILL!

2+ HYGIENE DAYS PER WEEK!

PRIME AREA NEAR HOAG HOSPITAL!

LISTING # 21 - 548 PRICE: \$339,000 OBO A/R'S: Negotiable
LOCATION: Newport Beach Est. (1959) 1999 POPULATION: Mixed upper
DESCRIPTION: # of Ops: 3 # Not Plumbed: Sq. Ft. 1,152 sq ft
Lease X Own Option/Renew NEW Yrs. Remain NEW \$/Month \$3,999 total
Office Hours M T W TH FR SAT SUN
9 - 4 H 2x 9 - 3 7 - 4 H 8 - 5 H Closed Closed Closed

STAFF Front: 1 Salary: \$25 Will Stay Yes (15)
Back: 1 Salary: \$20 Will Stay Yes (3)
Other: 3 Hygienists Salary: \$400 /day Will Stay Yes (23,15,3)

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 4% 20-49 Yrs: 39% 50-75+: 56%
% Reimb Cash 51% Idemn PPO 49% Plans Delta/Cigna
Medical 0% Cap \$0 Avg. Cap \$0
%Revenue Restorative 61% Crown & Bridge 36% Endo 0% Perio 1%
Oral Surgery 1% Prosthetics 1% Ortho 0%

Procedures referred out: Endo, OS, Implants, Ortho, Perio Surgeries

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

# Active Charts 600 # of Recalls per month\* 60 - 80
# of New Patients per month\* 3 - 4 Total # of New Patients YTD\* 44 in 2020
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 2 1/2 % of Gross 23%

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

2018 \$374,639 2019 \$385,819 2020 \$322,258 Current YTD \$99,277 Q1 2021

EQUIPMENT: Some paintings are excluded.

# Chairs 3 Pelton & Crane Hygiene Avg. Age Mixed, newer
# X-Rays 3 (3 sensors) Pano No Other Air Abrasion / Crystal Mark Unit

Special Equip owned: Laser No Intraoral Camera Yes(3) Other Portable N2O/Fiberoptic Handpieces

Is the practice computerized? Yes - 5 Type of Software: Dentrax

COMMENTS: Lots of Hoag hospital employees! Seller refers many procedures, endo, most OS, implants, ortho. Strong hygiene! Seller will transition. Only in network with 2 PPO plans. Buyer can have first right of refusal to buy condo! Seller bought and renovated in 2011 with all sorts of upgrades! Reverse Osmosis water to chairs and lobby cooler. Stereo speakers all through practice! 2 ops have connections for compressed air for abrasion unit. Operatories are large and well-lit with natural light! Central vacuum for easy, dust free cleaning!

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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. 21 - 548 Location Newport Beach

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](http://www.firstchoicedds.com)

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