

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY STRIP CENTER! MULTI-SPECIALTY!

LOW RENT! LOTS OF PATIENT FINANCING!

SOLID BASE OF PATIENTS! 35+ YEARS GOODWILL!

8 ORTHO STARTS IN Q1!

LISTING # 21 - 205 PRICE: \$350,000 A/R'S: Negotiable
LOCATION: South Gate Downey Est. 1985 POPULATION: Hispanic
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,250 +/-
Lease X Own Option/Renew 2 x 5 Yrs. Remain 1+ \$/Month \$3,000 total
Office Hours M T W TH FR SAT SUN
9-6 9-6 9-6 9-6 9-6 Closed Closed

STAFF
Front: 1 Salary: \$18 + Bonus Will Stay Yes
Back: 2 Salary: \$15 / \$15 Will Stay Yes
Other: Implant Salary: \$500 + \$125/implant Will Stay Yes
Other: Ortho Salary: 60% collections Will Stay Yes
Other: Perio Salary: 50% Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 85% Idemn PPO 9% Plans
Medical 2% Cap 4% Avg. Cap \$1,600 +/-
%Revenue Restorative 27% Crown & Bridge 30% Endo 3% Perio 5%
Oral Surgery 6% Prosthetics 6% Ortho 10% Implants 13% (22)

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

Active Charts 750+ # of Recalls per month*
of New Patients per month* 10 - 15 Total # of New Patients YTD* 154 in 19 and 122 in 20!
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

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

2018 \$413,215 2019 \$357,078 2020 \$422,309 Current YTD \$132,352 as of 4/30

EQUIPMENT:

Chairs 3 Hygiene Avg. Age mixed
X-Rays 1 digital Pano Room Other

Special Equip owned: Laser No Intraoral Camera No Other

Is the practice computerized? Front Type of Software: Practice Web

COMMENTS: Seller has had steady, easy practice for many years! High quality cosmetic dentistry! Zirconia crowns, some veneers and implants. Patients are solid, middle class that pay out of pocket for most procedures! Very little DentiCal. Healthy net and good upside for younger dentist! Right on the border of Downey! Great fees! \$3,800 complete implant plus grafting/sinus lifts, \$850 to \$1,200 crowns!

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

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

FIRST CHOICE PRACTICE SALES, INC.

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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 – 205 Location South Gate

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

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