

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

STREETSIDE LOCATION! ALL PPO & FFS!
HUGE UPSIDE FOR DENTICAL! \$5K+ CAP!
MIX OF OWNER/ASSOCIATES! 4 HYGIENE DAYS!
SPACE TO ADD 3 TO 4 OPEN BAY CHAIRS!

LISTING # 21 - 314 PRICE: \$859,000 A/R'S: Negotiable
LOCATION: Fontana Est. (1990) 4/2018 POPULATION: Hispanic
DESCRIPTION: # of Ops: 7 # Not Plumbed: Sq. Ft. 3,000 +/-

Lease X Own Option/Renew Y Yrs. Remain 4 \$/Month \$4,733 total
Office Hours M T W TH FR SAT SUN
9 - 6 O or A2 9-6 O or A1 9 - 6 O 9 - 6 O or A1 Closed Closed Closed

STAFF Front: 2 Salary: \$26 / \$16 Will Stay Yes
Back: 3 Salary: \$18 / \$18 / \$18 Will Stay Yes
Other: Associates Salary: A1-\$800, A2-\$600 Will Stay Yes
Other: Hygienist 4 days/wk Salary: \$45 / hr. Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 50% Idemn 14% (OE) PPO 29% Plans
Medical 0% Cap 7% Avg. Cap \$4,500-\$5,000
%Revenue Restorative 46% Crown & Bridge 29% Endo 2% Perio 13%
Oral Surgery 6% Prosthetics 2% Ortho 0% Implant 2%

Procedures referred out: Ortho / Perio Surgeries / Pedo / Some endo and OS

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

# Active Charts 2,500+ # of Recalls per month\*
# of New Patients per month\* 30 - 35 Total # of New Patients YTD\* 321 in 2020, 197 YTD 6/18/21
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 4 % of Gross 16%

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

2018 \$536,025 (8 mos) 2019 \$840,634 (10 mos) 2020 \$771,863 Current YTD \$421,810 as of 5/31/21

EQUIPMENT:

# Chairs 6 Hygiene Avg. Age Mixed
# X-Rays 2 digital Pano Digital Other

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Open Dental

COMMENTS: Running 12 month collections \$970K+!! Practice came out of Covid STRONG! Seller adding associates to keep up. Relocating to San Diego. Has great patient base and lots of room to expand! 45%+ NET! DentiCal huge upside here! Great street signage and parking. Large space in back can be plumbed for 4+ open bay!

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 – 314 Location Fontana

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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