

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BEAUTIFUL, CORNER LOCATION ON MAJOR STREET!

THE BEST PARTS OF LA WITHIN 3 MILES!

RETIRING DENTIST! GREAT MIX OF ALL INSURANCES!!

OPTION TO PURCHASE BUILDING!

LISTING # 21 - 200 PRICE: \$829,000 A/R'S: Negotiable
LOCATION: Culver City Est. 20+ Years! POPULATION: Mixed Upper
DESCRIPTION: # of Ops: 5 # Not Plumbed: Sq. Ft. 1,512 sq ft +/-
Lease X Own Option/Renew New Yrs. Remain New \$/Month \$6,500 total
Office Hours M T W TH FR SAT SUN
9 - 6 9 - 6 9 - 6 9 - 6 9 - 6 Closed Closed

STAFF Front: 2 Salary: \$22 / \$20 Will Stay Yes
Back: 2 Salary: \$26 / \$18 Will Stay Yes
Other: Salary: Will Stay

PATIENT PROFILE:

% Group 5-10 Yrs: 3% 11-19 Yrs: 10% 20-49 Yrs: 61% 50-75+: 26%
% Reimb Cash 15% Idemn PPO 67% Plans
Medical 8% Cap 10% Avg. Cap \$3,700 - \$4,000
%Revenue Restorative 57% Crown & Bridge 17% Endo 2% Perio 10%
Oral Surgery 3% Prosthetics 1% Ortho 9% Implants 1%

Procedures referred out: Some Endo, OS, Perio Surgeries, Pedo.

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

# Active Charts 2,500+ # of Recalls per month\*
# of New Patients per month\* 40+ Total # of New Patients YTD\* 265 as of 6/30
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 18%

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

2018 \$827,297 2019 \$844,428 2020 \$645,865 Current YTD \$404,180 as of 6/30

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age Mixed
# X-Rays 2 digital Pano Yes - Digital Other

Special Equip owned: Laser No Intraoral Camera Yes Other

Is the practice computerized? Yes - NEW! Type of Software: Easy Dental

COMMENTS: Long established practice in great part of LA! Seller retiring after 30+ years! Great base of patients, fantastic signage and visibility. Seller takes 8 to 10 weeks of vacation per year and has had an excellent career in this practice. No advertising for many years with many referrals and walk-in patients! Parking on the property and street! Close to 405/10 and West Side/Santa Monica/Century City! Lots of Union Local 1442 patients!!

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 – 200 Location Culver City

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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