

**FIRST CHOICE PRACTICE SALES, INC.***a California Corporation (01916111)***MOSTLY ASSOCIATE RUN! 13+ HYGIENE DAYS!****\$13,000 - \$14,000 CAP!****SELLER RETIRING AFTER 40 YEARS!****STREETSIDE BUILDING ON PREMIER STREET IN VALLEY!****TROPHY PRACTICE & BUILDING!**

**LISTING #** 21 – 241 **PRICE:** \$3,000,000 PRACTICE  
\$6,500,000 BUILDING **A/R'S:** negotiable  
**LOCATION:** West Valley **Est.** (1978) 1999 **POPULATION:** Mixed Upper  
**DESCRIPTION:** **# of Ops:** 14 **# Not Plumbed:**            **Sq. Ft.** 4,000 practice - 8,357 total  
**Lease** X **Own**            **Option/Renew** NA **Yrs. Remain** NA **\$/Month**            **MORTGAGE!**             
**Office Hours** **M** **T** **W** **TH** **FR** **SAT** **SUN**  
8 – 5 8 – 5 8 – 5 8 – 5 8 – 5 Closed Closed

**STAFF**

Front – Mgr/TC @ \$9350/m, + 7 more @ \$20, \$20, \$15.50, \$15, \$20.30, \$18, \$16 per hour - varies 4-5 days per week  
 Back - \$16, \$28, \$35, \$23 per hour – 4 to 5 days per week  
 Hygiene – 4-5 days @ \$450, 3 days @ \$425, 4-5 days @ \$450, 1-2 days @ \$400  
 Associates – GP 4.5 days @ \$600+ bonus, Perio @ 50% 1-2x, OS @ 50% 1x, Ortho @ 50% 3x

**PATIENT PROFILE:**

**% Group** **5-10 Yrs:**            **11-19 Yrs:**            **20-49 Yrs:**            **50-75+:**             
**% Reimb** **Cash** 63% **Idemn**            **PPO** 20% **Plans**             
**Medical** 0% **Cap** 7% **Avg. Cap** \$13,500 +/-  
**%Revenue** **Restorative** 33% **Crown & Bridge** 27% **Endo** 0% **Perio** 26%  
**Oral Surgery** 6% **Prosthetics** 1% **Ortho** 2% **Implants** 5%

Procedures referred out: All endo**PRACTICE STATS:** \*(Need to verify with Buyer Audit) (approx)

**# Active Charts** 15,000 to 20,000 **# of Recalls per month\***             
**# of New Patients per month\*** 35 - 65 **Total # of New Patients YTD\*** 450 in 2020 and 933 in 2019  
**Does practice employ a hygienist?** Yes **Number of days**            **% of Gross** 13%

**FINANCIAL:** (Need to verify with Tax Returns and Financial Information by Seller) **SELLER ON 4/1 FISCAL!!**

**2018** \$3,504,555 **2019** \$3,332,380 **2020** \$2,365,924 **Current YTD** \$1,609,712 as of 9/30  
(6 months) \$3.2M+ projection!

**EQUIPMENT:**

**# Chairs** 14 **Hygiene**            **Avg. Age** Mixed  
**# X-Rays** 4 digital **Pano** CT **Other**           

**Special Equip owned:** **Laser** Small **Intraoral Camera** Yes **Other**           

**Is the practice computerized?** Yes **Type of Software:** Soft Dent

**COMMENTS:** Long established practice in best area of the Valley! Seller built large, stand alone building with signage that commands the street. Nice, well-kept interior, long-term staff, associates, hygienists. Seller diagnoses 2 to 3 days per week. Will stay up to one year for transition. Seller was out from March 2020 to this past February. **EBITDA on CRE \$321,614 in 2020 including dentist.**

**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**

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## 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 – 241

Location West Valley

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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