

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

PACKED RETAIL LOCATION!

60% NET! \$20K EXPENSES & \$60K REVENUE AVERAGE!

4 HYGIENE DAYS PER WEEK!

LISTING # 21 - 438 PRICE: \$699,000 A/R'S: Negotiable
LOCATION: San Diego Est. 1998 POPULATION: Mixed
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,200 (exclusive in center)
Lease X Own Option/Renew 1 x 5 Yrs. Remain 3+ \$/Month \$4,451 total
Office Hours M T W TH FR SAT SUN
10 - 6 10 - 6 10 - 6 10 - 6 Staff Closed Closed

STAFF Front: 1 Salary: \$26 Will Stay Yes
Back: 1 Salary: \$18 Will Stay Yes
Other: Hygienist Salary: \$450 / day Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 5% 11-19 Yrs: 3% 20-49 Yrs: 56% 50-75+: 36%
% Reimb Cash 54% Idemn PPO 40% Plans
Medical 0% Cap 6% Avg. Cap \$4,000-\$4,500
%Revenue Restorative 50% Crown & Bridge 38% Endo 0% Perio 4%
Oral Surgery 1% Prosthetics 4% Ortho 3% Implant 0%

Procedures referred out: All endo, OS, Surgeries, Pedo, Implants - \$200,000 per year referred and documented.

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

Active Charts 1,290 # of Recalls per month*
of New Patients per month* 15+ Total # of New Patients YTD* 186 as of 12/6
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? YES Number of days % of Gross 19%

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

2018 2019 \$679,440 2020 \$656,636 Current YTD \$684,944 as of 11/30

EQUIPMENT:

Chairs 4 Hygiene Avg. Age mixed
X-Rays 2 digital Pano no Other

Special Equip owned: Laser Intraoral Camera Other

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

COMMENTS: Seller retiring from dentistry. Will transition. Has built beautiful, high-net practice that has immediate upside to surgical oriented dentist! Refers all endo, os, implants! Retail location is busy all day long and rent is great for the quality of the center! Rare, 60%+ net practice. Main PPO plans, Delta, Metlife, United Concordia, out of network for most.

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

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

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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 – 438 Location San Diego

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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