

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

42 YEARS GOODWILL! 90%+ PPO PATIENTS!
GREAT VISIBILITY ON MAJOR INTERSECTION!
EXCELLENT LONG-TERM STAFF & MANAGER!
TRUE "BREAD & BUTTER" DENTAL PRACTICE!

LISTING # 22 - 248 PRICE: \$899,000 A/R'S: Negotiable

LOCATION: Downey Est. 1980 POPULATION: Mixed

DESCRIPTION: # of Ops: 5 # Not Plumbed: Sq. Ft. 1,850 +/-

Table with columns: Lease (X), Own, Option/Renew (3 x 5), Yrs. Remain (2.5+), \$/Month (\$6,200 total +/-), Office Hours (M, T, W, TH, FR, SAT, SUN) with corresponding hours.

STAFF Front: Mgr 26 yrs / Reception 5 yrs Salary: \$49 / \$20 Will Stay Yes
Back: RDA 17 yrs / DA 1 yr Salary: \$26 / \$21 Will Stay Yes

PATIENT PROFILE:

Table with patient profile data: % Group (5-10 Yrs: 1%, 11-19 Yrs: 5%, 20-49 Yrs: 50%, 50-75+: 44%), % Reimb (Cash: 50%, Idemn, PPO: 48%, Plans), %Revenue (Restorative: 49%, Crown & Bridge: 31%, Endo: 3%, Perio: 15%, Oral Surgery: 1%, Prosthetics: 1%, Ortho: 0%, Implant: 0%)

Procedures referred out: Ortho, implants, most OS and endo, pedo.

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

Active Charts 1,100 # of Recalls per month*
of New Patients per month* 8 - 10 Total # of New Patients YTD* 112 in 2021, 29 as of 2/28

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 20%

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

2019 \$906,543 2020 \$849,238 2021 \$941,892 Current YTD \$161,631 as of 2/28

EQUIPMENT:

Chairs 5 Hygiene Avg. Age Mixed
X-Rays 4 (3 sensors) Pano Space Other

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: EaglesSoft

COMMENTS: Seller retiring and leaving behind a fantastic practice and excellent staff! Refers out most procedures. Mostly restorative dentistry. Long term manager is excellent. Seller net \$420K in 2021. Seller moved into this space 26 years ago and it looks brand new! Sits on major intersection with excellent visibility. 90% of all patients have PPO insurance! A RARE PRACTICE!

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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. 22 – 248

Location Downey

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.

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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