

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

GREAT DEMOGRAPHICS!

SELLER RETIRING!

FANTASTIC NUMBERS FOR 12 HOURS PER WEEK!

INSTANT FULL-TIME \$1M+ PRACTICE!

LISTING # 22-580 PRICE: \$480,000 OBO A/R'S: Negotiable
LOCATION: San Juan Capistrano Est. (1980) 2000 POPULATION: Mixed
DESCRIPTION: # of Ops: 6 # Not Plumbed: Sq. Ft. 1,500
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2 \$/Month \$3,700 total
Office Hours M T W TH FR SAT SUN
staff 9-1 9-1 9-1 Staff Closed Closed
STAFF Front: 1 RDA Salary: \$30 / hr Will Stay Yes - 20+ years
Back: 1 RDA Salary: \$23 / hr Will Stay Yes - 20+ years
Other: Perio 1x Salary: 50% Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 55% Idemn PPO 25% Plans
Medical 5% Cap 15% Avg. Cap \$4,500/\$5,000
%Revenue Restorative 33% Crown & Bridge 40% Endo 1% Perio 8%
Oral Surgery 2% Prosthetics 1% Ortho 0% Implants 15%

Procedures referred out: Most endo, OS, ortho

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

Active Charts 500-750 # of Recalls per month*
of New Patients per month* 15-20 Total # of New Patients YTD* 67 as of 4/30
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

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

2019 \$428,523 2020 \$437,294 2021 \$460,000 Current YTD Pending 2022

EQUIPMENT:

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

Special Equip owned: Laser Intraoral Camera Other
Is the practice computerized? Yes Type of Software: DentiSoft

COMMENTS: Seller retiring after 22+ years! Lots of referrals and walk-ins. Seller refers most endo and OS. Lots of work for a full-time dentist! Amazing net for 12 hours per week! Nice CAP check and fantastic patient demographics. Seller has excellent fees. \$1,200-\$1,400 crown fees and \$2,450 implant crown fees!

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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 - 280 Location San Juan Capistrano

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

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

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