

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

CORNER LOCATION! GREAT PARKING!
NEXT TO OB/GYN & MD CLINICS!
RENT \$1,000! THAT'S RIGHT!

LISTING # 23 - 276 PRICE: \$270,000 OBO A/R'S: Negotiable
LOCATION: Los Angeles 110/105 area Est. (1953) 1993 POPULATION: 80% Hispanic
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,000 +/-
Lease X Own Option/Renew NEW Yrs. Remain NEW \$/Month \$1,000 total
Office Hours M T W TH FR SAT SUN
9-6 9-6 11-7 Staff 9-6 9-2 Closed

STAFF Front: 1 Salary: \$28+\$650/mo Will Stay Yes - 30 years
Back: 2 Salary: \$24 / \$16 Will Stay Yes - 8 years / 1 yr

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 8% 20-49 Yrs: 50% 50-75+: 41%
% Reimb Cash 25% Idemn PPO 39% Plans
Medical 35% Cap 1% Avg. Cap \$200
% Revenue Restorative 35% Crown & Bridge 20% Endo 20% Perio 10%
Oral Surgery 10% Prosthetics 5% Ortho 0%

Procedures referred out: Ortho, implants, some thirds and retreats, pedo

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

# Active Charts 1,000 # of Recalls per month\*
# of New Patients per month\* 15 - 25 Total # of New Patients YTD\*
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)

2020 \$422,157 2021 \$397,681 2022 \$392,659 Current YTD Pending 2023

EQUIPMENT:

# Chairs 3 Hygiene Avg. Age Older
# X-Rays 1 film Pano No Other

Special Equip owned: Laser No Intraoral Camera No Other

Is the practice computerized? Front only Type of Software: DentiSoft

COMMENTS: Seller retiring after 30 years! Steady new patients, lots of cash. Buyer needs to like root canals! Has a cash only referral source. Great staff will stay! Rent is incredible. Office needs work, but makes \$\$ and has strong, referring patient base. 3rd owner since 1953. Building has great signage and businesses next door create lots of foot traffic and walk-in business.

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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. 23 – 276 Location Los Angeles

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**