

**FIRST CHOICE PRACTICE SALES, INC.**

a California Corporation (01916111)

**NEWPORT BEACH FASHION ISLAND!**

**SELLER RETIRING TO EAST COAST!**

**GREAT NET & GREAT RENT!**

LISTING # 22 - 530 PRICE: \$239,000 OBO A/R'S: none  
LOCATION: Newport Beach Est. (1998) 2012 POPULATION: Mixed / Upper  
DESCRIPTION: # of Ops: 3 # Not Plumbed:        Sq. Ft. 900

Lease X Own        Option/Renew 0 Yrs. Remain 5 \$/Month \$3,372 FG  
Office Hours M T W TH FR SAT SUN  
closed 9 - 6 closed closed closed 9 - 3 closed

STAFF Front: 1 Salary: \$13 Will Stay Y  
Back: 1 Salary: \$120 Will Stay maybe  
Other: Hygienist 1x / wk Salary: \$50 / patient and 33% SRP's Will Stay Yes

**PATIENT PROFILE:**

% Group 5-10 Yrs: 0% 11-19 Yrs: 3% 20-49 Yrs: 38% 50-75+: 59%  
% Reimb Cash 80% Idemn        PPO 18% Plans         
Medical 2% Cap 0% Avg. Cap         
% Revenue Restorative 22% Crown & Bridge 40% Endo 11% Perio 8%  
Oral Surgery 6% Prosthetics 1% Ortho 0% Implant 12%

Procedures referred out:       

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

# Active Charts 250 - 300 # of Recalls per month\*         
# of New Patients per month\* 4-5 Total # of New Patients YTD\*       

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       

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

2020 \$161,445 2021 \$267,975 2022 \$293,627 Current YTD Pending 2023

**EQUIPMENT:** Implant and Endo motor and supplies excluded.

# Chairs 3 Hygiene        Avg. Age Mixed/Newer  
# X-Rays 2 digital Pano no Other       

Special Equip owned: Laser yes Intraoral Camera Yes Other       

Is the practice computerized? Yes Type of Software: EagleSoft

COMMENTS: Seller retiring to East Coast. Has created nice, part-time, mostly FFS practice with great rent! No advertising and nice base of patients to keep growing! Seller willing to stay 1 or 2x per month for surgeries until he moves later in 2023.

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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 - 530

Location Newport Beach

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**