

**FIRST CHOICE PRACTICE SALES, INC.**

a California Corporation (01916111)

**STREETSIDE BUILDING!****MOSTLY ASSOCIATE RUN! MOSTLY FFS!****50%+ NET WORKING OWNER!****40+ NEW PATIENTS PER MONTH!**

**LISTING #** 23 - 450 **PRICE:** \$440,000 PRACTICE  
\$1,600,000 BUILDING **A/R'S:** Negotiable

**LOCATION:** Pacific Beach **Est.** (1993) 2016 **POPULATION:** Mixed

**DESCRIPTION:** **# of Ops:** 5 **# Not Plumbed:**          **Sq. Ft.** 1,700 practice - 2,354 building

Lease <u>X</u>	Own <u>        </u>	Option/Renew <u>        </u>		Yrs. Remain	OWN	\$/Month	MORTGAGE
Office Hours	M	T	W	TH	FR	SAT	SUN
8 - 5 A		Closed	9 - 1 O	8 - 5 A	8 - 5 A	Closed	Closed

**STAFF**

Front:	Salary:	Will Stay
<u>1</u>	<u>\$25</u>	<u>Yes</u>
Back:	Salary:	Will Stay
<u>RDA / DA</u>	<u>\$22 / \$20</u>	<u>Yes</u>
Other:	Salary:	Will Stay
<u>3 Associates</u>	<u>\$600 / \$650 / \$700 per day</u>	<u>Yes</u>

**PATIENT PROFILE:**

% Group	5-10 Yrs:	11-19 Yrs:	20-49 Yrs:	50-75+:
	<u>7%</u>	<u>3%</u>	<u>83%</u>	<u>7%</u>
% Reimb	Cash	Idemn	PPO	Plans
	<u>74%</u>	<u>0%</u>	<u>16%</u>	<u>        </u>
	Medical	Cap	Avg. Cap	
	<u>0%</u>	<u>10%</u>	<u>        </u>	
% Revenue	Restorative	Crown & Bridge	Endo	Perio
	<u>52%</u>	<u>20%</u>	<u>1%</u>	<u>13%</u>
	Oral Surgery	Prosthetics	Ortho	Implant
	<u>6%</u>	<u>2%</u>	<u>4%</u>	<u>2%</u>

Procedures referred out: Endo, OS, Ortho**PRACTICE STATS:** \*(Need to verify with Buyer Audit) (approx)

# Active Charts	# of Recalls per month*
<u>1,500</u>	<u>        </u>
# of New Patients per month*	Total # of New Patients YTD*
<u>40+</u>	<u>518 last 12 months</u>

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 15%

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

2020	2021	2022	Current YTD
<u>\$307,453</u>	<u>\$479,286</u>	<u>\$555,526</u>	<u>\$138,940 as of 3/31</u>

**EQUIPMENT:**

# Chairs	Hygiene	Avg. Age
<u>5</u>	<u>        </u>	<u>7 years</u>
<u>2 digital (1 portable)</u>	<u>        </u>	<u>        </u>
# X-Rays	Pano	Other
<u>        </u>	<u>Digital</u>	<u>Itero Scanner</u>

Special Equip owned: **Laser**          **Intraoral Camera** Yes **Other**         

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

**COMMENTS:** Seller retiring to East Coast. Mostly associate run practice in busy area of San Diego. Mostly PPO/Cash patients. Building is available also, streetside with great signage. 2 units. Practice has steady new patients, too many and days need to be added ASAP! 50% net and room to expand!

Phone: (949) 548-4559 • Fax: (949) 548-0525 • [www.firstchoicedds.com](http://www.firstchoicedds.com)

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

# FIRST CHOICE PRACTICE SALES, INC.

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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 - 450

Location Pacific 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**

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