

FIRST CHOICE PRACTICE SALES, INC.*a California Corporation (01916111)***EXCELLENT HYGIENE – 5 DAYS & BOOKED OUT 6 MONTHS+!****ALL PPO! NEAR MAJOR RETAIL AREA!****PRICED AT ALMOST 60% OF COLLECTIONS!****ONCE IN A LIFETIME OPPORTUNITY!**

LISTING # 23 – 620 PRICE: \$399,000 A/R'S: Negotiable

LOCATION: Santa Maria Est. (1980) 4/2023 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,300 +/-

| Lease | Own | Option/Renew | 2 x 5 | Yrs. Remain | 4+ | \$/Month | \$2,900 total |
|--------------|--------|--------------|------------|-------------|-----------|----------|---------------|
| Office Hours | M | T | W | TH | FR | SAT | SUN |
| | Closed | 8 – 5 H1 | 8 – 5 O+2H | 8 – 5 O+H1 | 8 – 5 O+H | Closed | Closed |

STAFF

| | | | | | |
|--------|------------------|---------|-------------------|-----------|------------|
| Front: | <u>1</u> | Salary: | <u>\$30</u> | Will Stay | <u>Yes</u> |
| Back: | <u>1</u> | Salary: | <u>\$28 – RDA</u> | Will Stay | <u>Yes</u> |
| Other: | <u>3 Hygiene</u> | Salary: | <u>\$60 / hr</u> | Will Stay | <u>Yes</u> |

PATIENT PROFILE:

| | | | | | | | | |
|-----------|--------------|------------|----------------|---------------|------------|------------|---------|---------------|
| % Group | 5-10 Yrs: | <u>1%</u> | 11-19 Yrs: | <u>8%</u> | 20-49 Yrs: | <u>45%</u> | 50-75+: | <u>46%</u> |
| % Reimb | Cash | <u>60%</u> | Idemn | <u> </u> | PPO | <u>40%</u> | Plans | <u> </u> |
| | Medical | <u>0%</u> | Cap | <u>0%</u> | Avg. Cap | <u>\$0</u> | | |
| % Revenue | Restorative | <u>57%</u> | Crown & Bridge | <u>31%</u> | Endo | <u>2%</u> | Perio | <u>3%</u> |
| | Oral Surgery | <u>2%</u> | Prosthetics | <u>2%</u> | Ortho | <u>1%</u> | Implant | <u>2%</u> |

Procedures referred out: Some OS / Endo / Perio surgeries**PRACTICE STATS:** *(Need to verify with Buyer Audit) (approx)

| | | | |
|--|---------------|------------------------------|----------------------|
| # Active Charts | <u>1,210</u> | # of Recalls per month* | <u> </u> |
| # of New Patients per month* | <u>5 - 10</u> | Total # of New Patients YTD* | <u>47 as of 5/31</u> |
| Any one referral source account for more than 10% of practice revenue? | <u>Yes</u> | No | <u> </u> |
| Does practice employ a hygienist? | <u>Yes</u> | Number of days | <u> </u> |
| | | % of Gross | <u>23%</u> |

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

| | | | | | | | |
|------|------------------|------|------------------|------|------------------|-------------|---------------------|
| 2020 | <u>\$658,780</u> | 2021 | <u>\$695,292</u> | 2022 | <u>\$665,722</u> | Current YTD | <u>Pending 2023</u> |
|------|------------------|------|------------------|------|------------------|-------------|---------------------|

EQUIPMENT:

| | | | | | |
|----------|---------------------|---------|---------------|----------|---------------------------|
| # Chairs | <u>4</u> | Hygiene | <u> </u> | Avg. Age | <u>Mixed</u> |
| # X-Rays | <u>3 (1 sensor)</u> | Pano | <u>Vatech</u> | Other | <u>Cerec / Microscope</u> |

Special Equip owned: Laser No Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Amazing hygiene is booked out more than 3 months and demand is high! This area is growing and housing is affordable. Nice family area and short on dentists! Excellent growth opportunity past \$1M+! No shortage of patients in this area!

Phone: (949) 548-4559 • Fax: (949) 548-0525 • www.firstchoicedds.com**ALL INFORMATION PROVIDED SUBJECT TO BUYER VERIFICATION – BROKER MAKES NO WARRANTIES**

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

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 \$20,000, 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 – 620

Location Santa Maria

Accepted and Agreed to:

Signature

Agent

Print Name

Print Name

Date

Date

Address

17821 17th Street, Suite 180
Tustin, CA 92780
(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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