

FIRST CHOICE PRACTICE SALES, INC.
a California Corporation (01916111)

40+ NEW PATIENTS PER MONTH!
75% CASH! BIG PRACTICE WITH ROOM TO EXPAND!
MIX OF OWNER & ASSOCIATE!
STREETSIDE RETAIL WITH EXCELLENT TRAFFIC!

LISTING # 23 - 538 PRICE: \$370,000 A/R'S: Negotiable
LOCATION: Santa Ana EST: (1990) 9/2022 POPULATION: Hispanic
DESCRIPTION: # of Ops: 5 + 3 # Not Plumbed: Sq. Ft. 2,100 +/-

Lease X Own Option/Renew 1x5 Yrs. Remain 3+ \$/Month \$5,600 +/-
Office Hours M T W TH FR SAT SUN
9 - 6 O Staff 9 - 6 O 9 - 6 A 9 - 6 A 9 - 3 O 1-2x closed

STAFF
Front: 1 Salary: \$19 / hr + \$200 B Will Stay Yes - 1
Back: 1 Salary: \$21.50 / hr + \$400 B Will Stay Yes - 18
Other: Associate Salary: \$700 / 30% Will Stay Yes
Other: Biller Salary: \$40 / hr Will Stay Yes 4-5hrs/wk

PATIENT PROFILE:

% Group 5-10 Yrs: 3% 11-19 Yrs: 5% 20-49 Yrs: 47% 50-75+: 45%
% Reimb Cash 75% Idemn PPO 5% Plans
Medical 20% Cap 0% Avg. Cap \$0
% Revenue Restorative Crown & Bridge 20% Endo 7% Perio 10%
Oral Surgery 9% Prosthetics 4% Ortho 0% Implant 2%

Procedures referred out: Ortho, some OS, some molar endo

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

Active Charts 650 # of Recalls per month*
of New Patients per month* 45+ Total # of New Patients YTD* 572 last 12 months
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 13%

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

2020 NA 2021 NA 2022 \$88,458 Current YTD \$470,815 as of 12/12

EQUIPMENT:

Chairs 5 Hygiene Avg. Age Mixed
X-Rays Digital Pano CBCT Other Endo motor / implant motor

Special Equip owned: Laser No Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller has second practice in LA. Mix of owner and associate. Endless walk-in patients. Newly remodeled, new CBCT, mostly cash patients! Practice has space to add 2 more GP or 3 open bay ops! Seller did all the

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hard work and new Buyer get all the benefits!

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, INC.** 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 – 538 Location Santa Ana

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)

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.

FIRST CHOICE PRACTICE SALES, INC.

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E-mail Address

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