

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

2 BUSY STORE FRONTS! LOTS OF FOOT TRAFFIC!

SELLER NET 45%+

RETIRING AFTER 28+ YEARS!

LISTING # 24 - 210 PRICE: \$959,000 OBO A/R'S: Negotiable
LOCATION: Norwalk & La Mirada Est. 1996 POPULATION: Hispanic

DESCRIPTION: # of Ops: 4 & 4 # Not Plumbed: Sq. Ft. 1,200 & 1,600
Lease X Own Option/Renew Yrs. Remain \$/Month \$4,000 / \$3081
Office Hours M T W TH FR SAT SUN
9 - 6 N 9 - 6 LM 9 - 6 N 9 - 6 LM 9 - 6 2x 9 - 1 2x Closed

STAFF Front: 1 Salary: \$27 Will Stay Yes - 28 years
Back: 3 Salary: \$18 / \$20 / \$21 Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 10% Idemn PPO 50% Plans
Medical 30% Cap 10% Avg. Cap \$3,000-\$4,000
% Revenue Restorative 35% Crown & Bridge 30% Endo 10% Perio 10%
Oral Surgery 10% Prosthetics 5% Ortho 0% Implants 0%

Procedures referred out: Ortho, Pedo, Implants, some 3rds

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

Active Charts 976 / 598 # of Recalls per month*
of New Patients per month* 30 - 40 Total # of New Patients YTD* 355 in 2023
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)

2021 \$1,047,292 2022 \$1,019,597 2023 \$1,093,399 Current YTD Pending 2024

EQUIPMENT:

Chairs 4 & 4 Hygiene Avg. Age Mixed
X-Rays Film Pano No Other Endo Motor / Apex Locator
Special Equip owned: Laser No Intraoral Camera Yes Other

Is the practice computerized? Front Type of Software: Diamond Dental

COMMENTS: Seller retiring after 28+ years! 2 great store fronts and lots of walk-in business. Great mix of insurances and 2 dentists can double this business quick! Seller is always booked and pre-Covid did \$1.7M+ with associates! Huge upside for implants and increased coverage!

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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, 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. 24 – 210

Location Norwalk & La Mirada

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

Phone: (949) 548-4559 ● Fax: (949) 548-0525 ● www.firstchoicedds.com

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