

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

RETIRING AFTER 35 YEARS!

ALL FFS/PPO!

REFERS MOST PROCEDURES!

LARGE BASE OF PATIENTS!

LISTING # 24 - 540 **PRICE:** \$399,000 **A/R'S:** Negotiable
LOCATION: Fountain Valley **Est.** 1989 **POPULATION:** Mixed Upper
DESCRIPTION: **# of Ops:** 3+3 **# Not Plumbed:** **Sq. Ft.** 1,710 sq ft
Lease X **Own** **Option/Renew** **Yrs. Remain** 1 **\$/Month** \$6,800 total
Office Hours **M** **T** **W** **TH** **FR** **SAT** **SUN**
9 - 6 + H 9 - 6 2x 9 - 6 + H 9 - 6 2x Closed Closed Closed

STAFF **Front:** 1 **Salary:** \$30 / hr **Will Stay** Yes - 17 years
 Back: 1 **Salary:** \$27 / hr **Will Stay** Yes - 4 years
 Other: Hygienist **Salary:** \$55 / hr **Will Stay** Yes - 32 years

PATIENT PROFILE:

% Group **5-10 Yrs:** 1% **11-19 Yrs:** 3% **20-49 Yrs:** 35% **50-75+:** 61%
% Reimb **Cash** 48% **Idemn** **PPO** 52% **Plans**
 Medical 0% **Cap** 0% **Avg. Cap** \$0
% Revenue **Restorative** 60% **C & B** 34% **Endo** 0% **Perio** 1%
 Oral Surgery 1% **Prosthetics** 1% **Ortho** 3% (guards) **Implants** 0%

Procedures referred out: All endo, implants, ortho, most OS. All surgeries.

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

Active Charts 963 **# of Recalls per month***
of New Patients per month* 5 - 10 **Total # of New Patients YTD*** 86 in 2023
Any one referral source account for more than 10% of practice revenue? **Yes** **No**
Does practice employ a hygienist? **Yes** **Number of days** 2 **% of Gross** 24%

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

2021 \$476,442 **2022** \$457,045 **2023** \$452,361 **Current YTD** \$120,938 of 3/31

EQUIPMENT:

Chairs 3 + 3 **Hygiene** **Avg. Age** Mixed
X-Rays Digital **Pano** Space **Other** 2 XDR sensors

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

Is the practice computerized? **Yes** **Type of Software:** Dentrix

COMMENTS: Seller has had successful practice for many years with minimal to no advertising. Great online reviews and refers many procedures. Long-term staff will stay. Office is ground level in a mixed-use retail center on major street. Large parking lot. Shares space with another dentist who will also sell at same time. Practice is large and can easily be built to \$2M+ in this excellent demographic area of Orange County! Landlord is prepared to write new lease with TI for buyer!

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, 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 – 540 Location Fountain Valley

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.

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GREAT BASE OF PATIENTS!

LISTING # 24 – 540 LK **PRICE:** \$179,000 **A/R'S:** Negotiable

LOCATION: Fountain Valley **Est.** 1989 **POPULATION:** Mixed Upper

DESCRIPTION: **# of Ops:** 3+3 **# Not Plumbed:** **Sq. Ft.** 1,710 sq ft

Lease <u>X</u>	Own <u> </u>	Option/Renew <u> </u>	Yrs. Remain <u>1</u>	\$/Month <u>\$6,800 total</u>			
Office Hours	M	T	W	TH	FR	SAT	SUN
	Closed	8:30 - 5:30	8:30 - 5:30	9:30 - 6:30	8 - 1	Closed	Closed

STAFF

Front: 1 **Salary:** \$18 / hr **Will Stay** Yes

Other: Hygienist – 2x Wed, every Friday **Salary:** \$55 / hr **Will Stay** Yes

PATIENT PROFILE:

% Group **5-10 Yrs:** 1% **11-19 Yrs:** 5% **20-49 Yrs:** 27% **50-75+:** 67%

% Reimb **Cash** 40% **Idemn** **PPO** 60% **Plans**

Medical 0% **Cap** 0% **Avg. Cap** \$0

% Revenue **Restorative** 56% **C & B** 40% **Endo** 0% **Perio** 1%

Oral Surgery 1% **Prosthetics** 1% **Ortho** 1% (guards) **Implants** 0%

Procedures referred out: All endo, implants, ortho, OS. All surgeries.

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

Active Charts 483 **# of Recalls per month***

of New Patients per month* 3 - 5 **Total # of New Patients YTD*** 43 in 2023

Any one referral source account for more than 10% of practice revenue? **Yes** **No**

Does practice employ a hygienist? Yes **Number of days** 1 **% of Gross** 20%

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

2021 \$217,301 **2022** \$206,888 **2023** \$198,300 **Current YTD** \$41,739 as of 3/29

EQUIPMENT:

Chairs 3 + 3 **Hygiene** **Avg. Age** Mixed

X-Rays Digital **Pano** Space **Other** 1 Dexis sensor

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

Is the practice computerized? Yes **Type of Software:** Dentrix

COMMENTS: Seller has had successful practice for many years with minimal to no advertising. Refers most procedures. Office is ground level in a mixed-use retail center on major street. Large parking lot. Shares space with another dentist who will also sell at same time. Practice is large and can easily be built to \$2M+ in this excellent demographic area of Orange County! Landlord is prepared to write new lease with TI for Buyer.

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Agent

Print Name

Print Name

Date

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17821 17th Street, Suite 180
Tustin, CA 92780
(949) 548-4559

City Zip

Phone (Circle One: Mobile/Home/Business)

E-mail Address

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