

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY STRIP CENTER! GREAT STREET EXPOSURE!

30+ NEW PATIENTS PER MONTH! MOSTLY FFS!

RECENTLY REMODELED! GREAT NET! ROOM TO EXPAND!

LISTING # 23 - 290 PRICE: \$1,100,000 A/R'S: Negotiable
LOCATION: Santa Clarita Est. 2021 POPULATION: Mixed Upper
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,800 +/- (1,400 / 400)
Lease X Own Option/Renew 1 x 5 Yrs. Remain 2+ \$/Month \$3,700 total
Office Hours M T W TH FR SAT SUN
9 - 6 Staff 9 - 6 9 - 6 Staff Closed Closed

STAFF Front: 2 Salary: \$21 / \$35 Will Stay Yes
Back: 2 Salary: \$28 / \$28 Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 80% Idemn PPO 20% Plans
Medical 0% Cap 0% Avg. Cap \$0
% Revenue Restorative 38% Crown & Bridge 40% Endo 2% Perio 3%
Oral Surgery 2% Prosthetics 6% Ortho 2% Implants 7%

Procedures referred out: Seller places 5 to 10 implants per month

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

# Active Charts 1,228 # of Recalls per month\*
# of New Patients per month\* 30+ Total # of New Patients YTD\* 370 as of 12/19/23
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 \$389,489 2022 \$1,197,626 2023 \$1,361,482 Current YTD \$614,992 as of 6/30/2024

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age Mixed, newer
# X-Rays 1 fixed, 1 portable (1 sensor) Pano No Other Endo Motor

Special Equip owned: Laser Soft Tissue Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Open Dental

COMMENTS: Mix of owner and associate. Excellent on-line marketing will transfer to Buyer. 30+ new patients per month. Strip center is busy and has great parking. Only PPO/FFS. Great opportunity for 5 day per week dentist! Recently remodeled. Seller would stay to place implants if buyer wanted. Seller subleases small space for \$1,500 per month. Buyer could take over space and expand by 2 ops if desired.

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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 – 290 Location Santa Clarita

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**

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**