

**FIRST CHOICE PRACTICE SALES, INC.**

a California Corporation (01916111)

**RETAIL LOCATION IN GREAT AREA!  
LARGE SPACE & HUGE PATIENT BASE!  
SELLER REFERS MANY PROCEDURES!**

**MIX OF OWNER, ASSOCIATE & HYGIENE!**

LISTING # 24 - 237 PRICE: \$700,000 A/R'S: Negotiable  
LOCATION: Azusa Est. 1992 POPULATION: Mixed  
DESCRIPTION: # of Ops: 7 # Not Plumbed:        Sq. Ft. 1,918 sq ft  
Lease X Own        Option/Renew        Yrs. Remain 4 \$/Month \$7,700 total  
Office Hours M T W TH FR SAT SUN  
10 - 7 A 10 - 7 O+H 10 - 7 O Closed 10 - 7 A 9 - 2 3x closed

**STAFF**  
Front: 2 Salary: \$19 / \$26 Will Stay Yes  
Back: 3 Salary: \$18 / \$19 / \$19 Will Stay Yes  
Other: Associate Salary: \$92 / hr Will Stay Yes  
Other: Hygienist Salary: \$62 / hr Will Stay Yes  
Other: OS 2x/mo Salary: 50% Will Stay Yes

**PATIENT PROFILE:**

% Reimb Cash 35% Idemn        PPO 41% Plans         
Medical 24% Cap 0% Avg. Cap \$0  
% Revenue Restorative 59% Crown&Bridge 14% Endo 1% Perio 18%  
Oral Surgery 4% Prosthetics 4% Ortho 0% Implants 0%

Procedures referred out: Molar endo, pedo, ortho, implant, most surgeries

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

# Active Charts 1,824 # of Recalls per month\*         
# of New Patients per month\* 20 - 25 Total # of New Patients YTD\* 298 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 25%

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

2021 \$808,617 2022 \$728,927 2023 \$750,283 Current YTD \$537,145 as of 7/31

**EQUIPMENT:**

# Chairs 5 Hygiene        Avg. Age Mixed  
# X-Rays 2 digital Pano Digital Other       

Special Equip owned: Laser        Intraoral Camera Yes Other       

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

**COMMENTS:** Seller retiring after great career in this location! Busy retail location in newer part of Azusa near college. Refers most procedures. Steady new patients, no advertising. Large practice has large patient base and space for \$2M+ for motivated buyer!

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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 \$15,000, 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. 24 – 237

Location Azusa

Accepted and Agreed to:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Agent

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Date

\_\_\_\_\_  
Date

\_\_\_\_\_  
Address

17821 17<sup>th</sup> 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](http://www.firstchoicedds.com)

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