

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

SELLER RETIRING AFTER 36+ YEARS!

PRACTICE & BUILDING!

ONLY PPO/FFS - OUT OF NETWORK EXCEPT DELTA!
BEAUTIFUL PRACTICE WITH EXCELLENT EQUIPMENT!

LISTING # 24-458 PRICE: \$450,000 PRACTICE \$1,499,000 BUILDING A/R'S: Not included

LOCATION: Carlsbad/Vista /Oceanside Est. 1988 POPULATION: Mixed Upper

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,880 sq ft +/-

Table with columns: Lease, Own, Option/Renew, Yrs. Remain, \$/Month, Office Hours (M, T, W, TH, FR, SAT, SUN), and MORTGAGE.

STAFF Front: 1 Salary: Will Stay Transition Back: 2 (1 per day) Salary: \$30 / hr Will Stay Yes Other: Hygienist Salary: \$60 / hr Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 2% 11-19 Yrs: 6% 20-49 Yrs: 46% 50-75+: 46%
% Reimb Cash 55% Idemn 0% PPO 45% Plans
Medical 0% Cap 0% Avg. Cap \$0
% Revenue Restorative 63% Crown & Bridge 30% Endo 0% Perio 3%
Oral Surgery 1% Prosthetics 2% Ortho 1% Implant 0%

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

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

Active Charts 357 # of Recalls per month*
of New Patients per month* 3 - 5 Total # of New Patients YTD* 53 in 2023, 24 as of 9/10

Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 1-2/wk % of Gross 10%

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

2021 \$615,161 2022 \$539,818 2023 \$573,223 Current YTD \$301,864 as of 8/30

EQUIPMENT: Cold laser and TENS unit not included

Chairs 4 Hygiene Avg. Age Newer
X-Rays 2 Pano iCat FLX Other 1 sensor, 1 ScanX,

Special Equip owned: Laser Intraoral Camera Other

Is the practice computerized? Yes Type of Software: EagleSoft

COMMENTS: Seller retiring after long career! Relocated to new building in 2011. Nice base of recall patients, no advertising. Seller refers most procedures. Busy area of Vista on border of Carlsbad and Oceanside, surrounded by newer homes with upper income demographics and lots of retail! Practice is large, spacious and built for the long-term. Midmark cabinets, excellent equipment and spacious operatories!

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 \$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 – 458

Location Carlsbad/Vista/Oceanside

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