

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## STAND-ALONE BUILDING ON MAJOR STREET!

**45%+ NET ON ONLY 2 DAYS!**

**MOSTLY CASH PRACTICE!**

LISTING # 24 - 245 PRICE: \$865,000 Practice  
\$1,585,000 Building A/R'S: Negotiable  
LOCATION: Montrose La Crescenta Est. (2003) 4/21 POPULATION: Mixed  
DESCRIPTION: # of Ops: 5 # Not Plumbed:          Sq. Ft. 1,586

Lease	Own	X	Option/Renew	NA	Yrs. Remain	NA	\$/Month	MORTGAGE!
Office Hours	M	T	W	TH	FR	SAT	SUN	
Staff		9-1 O	9-5 H	9-1 O+H	9-5 A	closed	closed	

STAFF Front: 1 Salary: \$30 Will Stay Yes  
Back: 1 - 4 days, 2 PT Salary: \$30 /\$33 / \$35 Will Stay Yes  
Other: Associates - 1 day/wk Salary: \$850 / day Will Stay TBD

PATIENT PROFILE: Hygienist - \$450 / day

% Group	5-10 Yrs:	<u>5%</u>	11-19 Yrs:	<u>21%</u>	20-49 Yrs:	<u>45%</u>	50-75+:	<u>29%</u>
% Reimb	Cash	<u>75%</u>	Idemn	<u>        </u>	PPO	<u>20%</u>	Plans	<u>        </u>
	Medical	<u>5%</u>	Cap	<u>4%</u>	Avg. Cap	<u>\$3,500 +/-</u>		
% Revenue	Restorative	<u>30%</u>	Crown & Bridge	<u>28%</u>	Endo	<u>3%</u>	Perio	<u>11%</u>
	Oral Surgery	<u>11%</u>	Prosthetics	<u>1%</u>	Ortho	<u>2%</u>	Implants	<u>14% (6-8/mo)</u>

Procedures referred out: Some Pedo, straight wire Ortho

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

# Active Charts 1,300 # of Recalls per month\*           
# of New Patients per month\* 30 - 40 Total # of New Patients YTD\* 484 in 2023, 371 as of 10/17  
Any one referral source account for more than 10% of practice revenue? Yes No  
Does practice employ a hygienist? Yes Number of days 1 / wk % of Gross 5%

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

2021 \$1,196,134 2022 \$1,265,383 2023 \$947,449 Current YTD \$609,354 as of 8/31

### EQUIPMENT: Waterlase excluded

# Chairs 5 Hygiene          Avg. Age mixed  
# X-Rays 3 digital Pano Carestream CT Other         

Special Equip owned: Laser BioLase Intraoral Camera Yes Other Easy Dental up to 3/15/24

Is the practice computerized? yes Type of Software: Eaglesoft after 3/15/24

COMMENTS: Street-side location, steady new patients! Growing hygiene department has lots of room to keep growing! Excellent income demographics and busy retail area. Building has its own parking in back. Some CAP/PPO. Mostly Credit Card/Care Credit/Cash. Mix of owner and associate.

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

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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**.

Listing No. 24 - 245

Location Montrose La Crescenta

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.