

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## 90+ NP PER MONTH!

## 100% ASSOCIATE RUN! MULTI-SPECIALTY!

## MOSTLY FFS!

ISTING # 24-000 PRICE: \$2,290,000 A/R'S: Negotiable

LOCATION: South Bay Est. 2017 POPULATION: Upper

DESCRIPTION: # of Ops: 7 # Not Plumbed:        Sq. Ft. 2,500 +/-

Lease X Own        Option/Renew 2x5 Yrs. Remain 5+ \$/Month \$10,500 total

Office Hours	M	T	W	TH	FR	SAT	SUN
	9-6	9-6	9-6	9-6	9-6	8-4	closed

STAFF Front: 5 Salary:        Will Stay       

Back: 4 Salary:        Will Stay       

Hygienist - 1 @ 5 days • GP - 1 @ 5 days • Ortho - 3 to 4 days / mo • Endo - 1-2x mo • Perio - 1-2x mo

### PATIENT PROFILE:

% Group 5-10 Yrs:        11-19 Yrs:        20-49 Yrs:        50-75+:       

% Reimb Cash 73% Idemn        PPO 26% Plans       

Medical 0% Cap 1% Avg. Cap \$500 +/-

% Revenue Restorative 36% Crown & Bridge 17% Endo 3% Perio 9%

Oral Surgery 11% Prosthetics 1% Ortho 18% Implant 5% (94)

Procedures referred out:       

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

# Active Charts TP 16,641 • AP 1,891 1 year # of Recalls per month\*       

# of New Patients per month\* 90+ Total # of New Patients YTD\* 987 in 2023, 867 as of 9/25

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

Does practice employ a hygienist? Y Number of days 5 % of Gross 10%

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

2021 \$1,819,207 2022 \$2,094,779 2023 \$2,571,774 Current YTD \$1,821,216 as of 8/30

### EQUIPMENT:

# Chairs 7 Hygiene        Avg. Age        Newer       

# X-Rays 3 (2 sensors) CBCT CareStream Other Itero

Special Equip owned: Laser Soft Tissue Intraoral Camera Yes Other       

Is the practice computerized? Yes Type of Software: Denticon

COMMENTS: Huge base of patients and incredible amounts of new monthly patients. Upper income demographics pulling from the best areas of the South Bay. Great fees, well-trained staff with room to grow revenue still. Sellers have excellent lease in place and location has good parking.

# 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 – 282 Location South Bay

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**

# **FIRST CHOICE PRACTICE SALES, INC.**

*a California Corporation (01916111)*