

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

EXCELLENT STREETSIDE LOCATION & SIGNAGE!

MOSTLY CASH & PPO!

PRACTICE IS NEWER AND BEAUTIFUL!

SELLER RETIRING!

LISTING # 24 - 289 PRICE: \$939,000 A/R'S: Negotiable
LOCATION: Hawaiian Gardens Est. 2018 POPULATION: Mixed
DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,840 sq ft
Lease X Own Option/Renew 1 x 5 Yrs. Remain 4 \$/Month \$6,000
Office Hours M T W TH FR SAT SUN
9 - 6 9 - 6 2x 9 - 6 Staff 9 - 6 9 - 6 2x Closed

STAFF Front: 2 Salary: \$39 / \$26 Will Stay Y
Back: 2 Salary: \$23 / \$23 Will Stay Y
Other: Associate Salary: \$700 / 25% Will Stay Y

PATIENT PROFILE:

% Group 5-10 Yrs: 11-19 Yrs: 20-49 Yrs: 50-75+:
% Reimb Cash 50% Idemn PPO 30% Plans
Medical 20% Cap 0% Avg. Cap \$0
% Revenue Restorative 35% Crown & Bridge 24% Endo 3% Perio 2%
Oral Surgery 16% Prosthetics 1% Ortho 1% Implant 18% (270)

Procedures referred out: Ortho, pedo, gum surgeries

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

# Active Charts 1,301 # of Recalls per month\*
# of New Patients per month\* 25 - 30 Total # of New Patients YTD\* 300 in 23, 276 YTD 11/18
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 5%

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

2021 2022 \$1,231,208 2023 \$1,089,583 Current YTD \$794,750 as of 10/31

EQUIPMENT:

# Chairs 4 Hygiene Avg. Age Newer
X-Rays Digital Pano CBCT Other Scanner
Special Equip owned: Laser Intraoral Camera Yes Other

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

COMMENTS: Seller built from scratch in 2018. Location is prime, streetside with great signage. Minimal advertising and steady flow of new patients. Practice has all the up-to-date technology. Staff is well-trained. Seller alternates work weeks with associate as he lives out of state. The practice is surrounded by middle to higher end income demographics. Easy practice to take to \$2M+! Seller places Straumann implants.

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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 - 289

Location Hawaiian Garden

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**