

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

PPO/FFS!

LONG TERM STAFF STAYING! GREAT FEES!

8 HYGIENE DAYS PER WEEK!

LISTING # 25 – 265 PRICE: \$1,439,000 A/R'S: Negotiable
LOCATION: West Valley Est. (1990) 2014 POPULATION: Mixed upper
DESCRIPTION: # of Ops: 6 # Not Plumbed: Sq. Ft. 1,800 sq ft +/-
Lease X Own Option/Renew Yrs. Remain 2+ \$/Month \$6,500 FG
Office Hours M T W TH FR SAT SUN
8 – 5 A/2H 8-5 O/A/2H Staff 8-5 O/A/2H 8-3 A/2H OS 1x Closed

STAFF
Front: 2 Salary: \$40* / \$28 Will Stay Y
Back: 2 Salary: \$40* / \$26 Will Stay Y
Other: 2 Hygienists Salary: \$600 / day Will Stay Y
Other: 1 GP & 1 OS Salary: \$1,000 or 25% / 50% Will Stay Y

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 16% 20-49 Yrs: 50% 50-75+: 33%
% Reimb Cash 60% Idemn PPO 40% (in with most) Plans No Premier
Medical 0% Cap 0% Avg. Cap \$0
% Revenue Restorative 32% Crown & Bridge 38% Endo 1% Perio 13%
Oral Surgery 5% Prosthetics 2% Ortho 6% Implant 3%(29)

Procedures referred out: Molar endo, straight wire, pedo, some perio surgeries

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

Active Charts 1,742 # of Recalls per month*
of New Patients per month* 15 – 20 Total # of New Patients YTD* 218 in 24, 233 in 23
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Y Number of days 8 / wk % of Gross 27%

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

2022 \$1,334,889 2023 \$1,619,758 2024 \$1,590,305 Current YTD \$330,779 as of 3/22

EQUIPMENT:

Chairs 6 Adec Hygiene Avg. Age Mixed newer
X-Rays 3 (Dexis sensors 2) Pano Digital Other Itero

Special Equip owned: Laser Soft Tissue Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller purchased office 10 years ago to be closer to home. Starting to have neck pain and needs to limit work. Excellent hygiene and recall. Minimal advertising and solid internal referrals. Office looks new! Long-term staff will stay. Seller would staff on limited basis if Buyer wanted. Solid net for working owner and can go to 5 days per week or more! Excellent parking and demographics are the best in the valley!

Phone: (949) 548-4559 • Fax: (949) 548-0525 • www.firstchoicedds.com

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

FIRST CHOICE PRACTICE SALES, INC.

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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 the expiration of the listing agreement, 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. 25 - 265

Location West Valley

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

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