

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

BUSY STRIP CENTER!

LOW RENT & 50%+ NET!

NO ADVERTISING & CONSTANT NEW PATIENTS!

LISTING # 25 - 460 PRICE: \$459,000 A/R'S: Negotiable

LOCATION: Escondido Est. 2003 POPULATION: Hispanic

DESCRIPTION: # of Ops: 4 # Not Plumbed: Sq. Ft. 1,200 sq ft +/-

Table with columns: Lease (X), Own, Option/Renew (0), Yrs. Remain (3+), \$/Month (\$2,459 total), Office Hours (M, T, W, TH, FR, SAT, SUN) with corresponding times.

STAFF table with columns: Front (1), Back (2), Other (Wife), Salary (\$25, \$22/\$21, \$24,000), Will Stay (3-4 years, 3 years, Transition).

PATIENT PROFILE:

Table with patient profile data: % Group (5-10 Yrs: 4%, 11-19 Yrs: 19%, 20-49 Yrs: 53%, 50-75+: 24%), % Reimb (Cash 40%, Idemn, PPO 20%, Plans), % Revenue (Restorative 54%, Crown & Bridge 23%, Endo 2%, Perio 15%, Oral Surgery 4%, Prosthetics 2%, Ortho 0%, Implant 0%).

Procedures referred out: 3rds / partials / Retreats / Some molar endo / Pedo / Ortho

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

Table with practice stats: # Active Charts (1,522), # of Recalls per month\*, # of New Patients per month\* (15 - 25), Total # of New Patients YTD\* (260 in 2024).

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 10%

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

Table with financial data: 2022 \$453,167, 2023 \$520,533, 2024 \$511,462, Current YTD Pending 2025

EQUIPMENT:

Table with equipment data: # Chairs (4), Hygiene, Avg. Age (Mixed newer), # X-Rays (1 fixed, 1 portable), Pano (No), Other (2 Dexis sensors. Paperless)

Special Equip owned: Laser Intraoral Camera yes Other

Is the practice computerized? Yes Type of Software: Dentrax / Dexis

COMMENTS: Seller relocating out of state to be closer to children. Has enjoyed a fantastic career in this practice! Practice looks new! Busy retail center with exceptional rent. Refers most surgeries. No marketing for many years and the restaurants and other businesses keep the foot traffic constant. Staff is cross-trained and live close to practice.

Excellent opportunity for every type of dentist!

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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 \$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 – 460 Location Escondido

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**