

**FIRST CHOICE PRACTICE SALES, INC.***a California Corporation (01916111)***100% ASSOCIATE RUN!****\$8,500+ CAP!****10 OPS! PAPERLESS! GREAT AREA OF SAN DIEGO!**

LISTING # 24 - 447 PRICE: \$1,150,000 A/R'S: Negotiable  
 LOCATION: Carlsbad Est. 2007 POPULATION: Mixed Upper  
 DESCRIPTION: # of Ops: 10 # Not Plumbed:        Sq. Ft. 3,500 sq ft +/-  
 Lease X Own        Option/Renew Yes Yrs. Remain 4+ \$/Month \$13,000  
 Office Hours M T W TH FR SAT SUN  
8-5 A1+H 8-5 A2 8-5 A3 8-5 A2+H 7-2 A2+H Closed Closed

**STAFF**  
 Front: 3 Salary: \$40/\$30/\$23 Will Stay Y  
 Back: 2 Salary: \$27/\$23 Will Stay Y  
 Other: 3 GP Salary: \$750 / day Will Stay Y  
 Other: 2 Hygiene Salary: \$55/\$56 Will Stay Y  
 Other: Biller Salary: \$34 Will Stay Y

**PATIENT PROFILE:**

% Group 5-10 Yrs: 1% 11-19 Yrs: 5% 20-49 Yrs: 39% 50-75+: 55%  
 % Reimb Cash 65% Idemn        PPO 25% Plans         
 Medical 0% Cap 10% Avg. Cap \$8,000-\$8,300  
 % Revenue Restorative 27% Crown & Bridge 36% Endo 8% Perio 20%  
 Oral Surgery 5% Prosthetics 3% Ortho 1% Implant 0%

Procedures referred out: Implants, Ortho, some endo and OS, perio surgeries**PRACTICE STATS:** \*(Need to verify with Buyer Audit) (approx)

# Active Charts 1,938 # of Recalls per month\* 508 in 2024  
 # of New Patients per month\* 35 - 45 Total # of New Patients YTD\* 105 as of 3/19  
 Does practice employ a hygienist? Y Number of days 3 % of Gross 25%

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

2021 \$1,219,990 2022 \$1,149,981 2024 \$1,106,525 Current YTD \$320,127 as of 3/19

**EQUIPMENT:**

# Chairs 10 Hygiene        Avg. Age Newer  
 # X-Rays 3 (2 sensors) Pano Space Other Endo Motor

Special Equip owned: Laser        Intraoral Camera Yes Other       Is the practice computerized? Yes Type of Software: Eagle Soft

**COMMENTS:** Seller owns several practices all over Southern California and starting to retire. Selcrl only comes to this office 1 day per week. Associate run, solid hygiene and new patients. Area is upper income and still growing! Practice looks great and can easily get to \$3M+ with the right dentist!

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**

# 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**. 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**.

### **NO AGENCY RELATIONSHIP IS CREATED BY SIGNING THIS AGREEMENT.**

Listing No. 24 – 447

Location Carlsbad

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.

**PLEASE FAX BACK TO: 949 548-0525**

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