

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## BUY CONDO!

**SELLER FLEXIBLE ON PRICE! MAKE OFFER!**

**EASY TO GO TO \$1M+ ON 5 DAYS!**

**SELLER FINANCING AVAILABLE FOR PRACTICE!**

|              |           |              |   |             |           |                     |           |
|--------------|-----------|--------------|---|-------------|-----------|---------------------|-----------|
| LISTING #    | 25 - 354  | PRICE:       | \$ 535,000 PRACTICE<br>\$ 465,000 REAL ESTATE |             | A/R'S:    | Negotiable          |           |
| LOCATION:    | Corona    | Est.         | 12/2019                                       | POPULATION: | Hispanic  |                     |           |
| DESCRIPTION: | # of Ops: | 4            | # Not Plumbed:                                |             | Sq. Ft.   | 1,153 sq. ft. total |           |
| Lease        | Own       | Option/Renew | NA  | Yrs. Remain | NA        | \$/Month            | MORTGAGE! |
| Office Hours | M         | T            | W   | TH          | FR        | SAT                 | SUN       |
|              | 9 - 6 A   | Closed       | 9 - 6 A                                       | 9 - 6 A     | Closed    | Closed              | closed    |
| <u>STAFF</u> | Front:    | 1            | Salary:                                       | \$32        | Will Stay | Y                   |           |
|              | Back:     | 2            | Salary:                                       | \$23 / \$24 | Will Stay | Y                   |           |

### PATIENT PROFILE:

|           |              |     |                |     |            |     |         |     |
|-----------|--------------|-----|----------------|-----|------------|-----|---------|-----|
| % Group   | 5-10 Yrs:    | 2%  | 11-19 Yrs:     | 5%  | 20-49 Yrs: | 46% | 50-75+: | 47% |
| % Reimb   | Cash         | 29% | Idemn          |     | PPO        | 36% | Plans   |     |
|           | Medical      | 45% | Cap            | 0%  | Avg. Cap   | \$0 |         |     |
| % Revenue | Restorative  | 36% | Crown & Bridge | 28% | Endo       | 15% | Perio   | 9%  |
|           | Oral Surgery | 3%  | Prosthetics    | 7%  | Ortho      | 0%  | Implant | 2%  |

Procedures referred out: \_\_\_\_\_

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

|                              |         |                              |                    |
|------------------------------|---------|------------------------------|--------------------|
| # Active Charts              | 1,349   | # of Recalls per month*      |                    |
| # of New Patients per month* | 45 - 50 | Total # of New Patients YTD* | 548 last 12 months |

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 \_\_\_\_\_

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

2022 \$619,416 2023 \$822,961 2024 \$826,030 Current YTD \$416,553 as of 9/30

### EQUIPMENT:

|          |            |         |    |          |            |
|----------|------------|---------|----|----------|------------|
| # Chairs | 4          | Hygiene |    | Avg. Age | Newer      |
| # X-Rays | 1 portable | Pano    | No | Other    | Endo Motor |

Special Equip owned: Laser No Intraoral Camera Yes Other \_\_\_\_\_

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

**COMMENTS:** Associate run! This practice has steady new patients in a great demographic area. Practice is practically new and condo available to purchase. Mix of PPO/DentiCal/Cash patients. Simple and consistent advertising keeps this practice growing!

# 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. 25 - 354

Location    Corona

Accepted and Agreed to:

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**Signature**

Print Name

Date

## Address

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## City

Phone (Circle One: Mobile/Home/Business)

E-mail Address

## Agent

Print Name

Date

P. O. Box 8445  
Newport Beach, CA 92660  
(949) 548-4559

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)  
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