

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## CORNER LOCATION! LOW RENT!

## EXCELLENT AREA NEXT TO ORANGE & TUSTIN!

### LOTS OF CASH PATIENTS!

### SELLER WILL FINANCE!

LISTING #	25 - 578	PRICE:	\$150,000 OBO	A/R'S:	Negotiable		
LOCATION:	Santa Ana	Est.	1993	POPULATION:	Hispanic/Caucasian		
DESCRIPTION:	# of Ops: 3	# Not Plumbed:		Sq. Ft.	900		
Lease <input checked="" type="checkbox"/>	Own <input type="checkbox"/>	Option/Renew <input type="checkbox"/>	Yrs. Remain <input type="checkbox"/>	4+	\$/Month <input type="checkbox"/>	\$3,000 total	
Office Hours	M <input type="checkbox"/>	T <input type="checkbox"/>	W <input type="checkbox"/>	TH <input type="checkbox"/>	FR <input type="checkbox"/>	SAT <input type="checkbox"/>	SUN <input type="checkbox"/>
	9 - 5 <input type="checkbox"/>	Staff <input type="checkbox"/>	9 - 5 <input type="checkbox"/>	Staff <input type="checkbox"/>	9 - 1 <input type="checkbox"/>	Closed <input type="checkbox"/>	Closed <input type="checkbox"/>
<u>STAFF</u>	Front: <input type="checkbox"/> 1	Salary: <input type="checkbox"/> \$20	Will Stay <input type="checkbox"/>	Yes - 3 years			
	Back: <input type="checkbox"/>	Salary: <input type="checkbox"/>	Will Stay <input type="checkbox"/>				

#### PATIENT PROFILE:

% Group	5-10 Yrs: <input type="checkbox"/>	11-19 Yrs: <input type="checkbox"/>	20-49 Yrs: <input type="checkbox"/>	50-75+: <input type="checkbox"/>
% Reimb	Cash <input type="checkbox"/> 10%	Idemn <input type="checkbox"/>	PPO <input type="checkbox"/> 45%	Plans <input type="checkbox"/>
	Medical <input type="checkbox"/> 40%	Cap <input type="checkbox"/> 5%	Avg. Cap <input type="checkbox"/> \$500 - \$700	
% Revenue	Restorative <input type="checkbox"/> 55%	Crown & Bridge <input type="checkbox"/> 25%	Endo <input type="checkbox"/> 5%	Perio <input type="checkbox"/> 8%
e	Oral Surgery <input type="checkbox"/> 5%	Prosthetics <input type="checkbox"/> 2%	Ortho <input type="checkbox"/> 0%	Implant <input type="checkbox"/> 0%

Procedures referred out: Some endo, OS, ortho, pedo, perio surgeries

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

# Active Charts <input type="checkbox"/> 150 - 200	# of Recalls per month* <input type="checkbox"/>
# of New Patients per month* <input type="checkbox"/> 5 - 8	Total # of New Patients YTD* <input type="checkbox"/> 93 in 2023

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  \$108,246 2023  \$131,948 2024  \$94,122 Current YTD  Pending 2025

#### EQUIPMENT:

# Chairs <input type="checkbox"/> 3	Hygiene <input type="checkbox"/>	Avg. Age <input type="checkbox"/> Mixed
# X-Rays <input type="checkbox"/> Digital	Pano <input type="checkbox"/> No	Other <input type="checkbox"/> New computers and sensor

Special Equip owned: Laser  Intraoral Camera  Other

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

COMMENTS: Seller operating 2 offices working 5 to 6 days per week. Needs to downsize and prepare to retire. Long established office with many local patients coming in for past 20+ years! Location has great signage, parking and near excellent demographic areas. Office is clean operating on very low overhead. QUICK MONEYMAKER!

# **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, 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. 25-578

Location    Santa Ana Orange

**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

17821 17<sup>th</sup> Street, Suite 180  
Tustin, CA 92780  
(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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