

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

PRACTICE 1 OF 2! Combined collections \$650,661 in 2023! Asking \$578,000 OBO combined!

RETIRING AFTER 35 YEARS! ALL FFS/PPO! REFERS MOST PROCEDURES! LARGE BASE OF PATIENTS!

LISTING # 24 - 540 PJ PRICE: \$399,000 A/R'S: Negotiable
LOCATION: Fountain Valley Est. 1989 POPULATION: Mixed Upper
DESCRIPTION: # of Ops: 3+3 # Not Plumbed: Sq. Ft. 1,710 sq ft
Lease X Own Option/Renew Yrs. Remain 1 \$/Month \$6,800 total
Office Hours M T W TH FR SAT SUN
9 - 6 + H 9 - 6 2x 9 - 6 + H 9 - 6 2x Closed Closed Closed

STAFF Front: 1 Salary: \$30 / hr Will Stay Yes - 17 years
Back: 1 Salary: \$27 / hr Will Stay Yes - 4 years
Other: Hygienist Salary: \$55 / hr Will Stay Yes - 32 years

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 3% 20-49 Yrs: 35% 50-75+: 61%
% Reimb Cash 48% Idemn PPO 52% Plans
Medical 0% Cap 0% Avg. Cap \$0
% Revenue Restorative 60% C & B 34% Endo 0% Perio 1%
Oral Surgery 1% Prosthetics 1% Ortho 3% (guards) Implants 0%

Procedures referred out: All endo, implants, ortho, most OS. All surgeries.

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

Active Charts 963 # of Recalls per month*
of New Patients per month* 5 - 10 Total # of New Patients YTD* 86 in 2023
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 2 % of Gross 24%

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

2021 \$476,442 2022 \$457,045 2023 \$452,361 Current YTD \$120,938 of 3/31

EQUIPMENT: *Scanner not included, provided by lab.*

Chairs 3 + 3 Hygiene Avg. Age Mixed
X-Rays Digital Pano Space Other 2 XDR sensors

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrix

COMMENTS: Seller has had successful practice for many years with minimal to no advertising. Great online reviews and refers many procedures. Long-term staff will stay. Office is ground level in a mixed-use retail center on major street. Large parking lot. Shares space with another dentist who will also sell at same time. Practice is large and can easily be built to \$2M+ in this excellent demographic area of Orange County! Landlord is prepared to write new lease with TI for buyer!

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.

a California Corporation (01916111)

PRACTICE 2 OF 2! Combined collections \$650,661 in 2023! Asking \$578,000 OBO combined!

RETIRING AFTER 35 YEARS! ALL FFS/PPO! REFERS MOST PROCEDURES! GREAT BASE OF PATIENTS!

LISTING # 24 - 540 **LK** PRICE: \$179,000 A/R'S: Negotiable
LOCATION: Fountain Valley Est. 1989 POPULATION: Mixed Upper
DESCRIPTION: # of Ops: 3+3 # Not Plumbed: Sq. Ft. 1,710 sq ft

Lease X Own Option/Renew Yrs. Remain 1 \$/Month \$6,800 total
Office Hours M T W TH FR SAT SUN
Closed 8:30 - 5:30 8:30 - 5:30 9:30 - 6:30 8 - 1 Closed Closed

STAFF Front: 1 Salary: \$18 / hr Will Stay Yes
Other: Hygienist - 2x Wed, every Friday Salary: \$55 / hr Will Stay Yes

PATIENT PROFILE:

% Group 5-10 Yrs: 1% 11-19 Yrs: 5% 20-49 Yrs: 27% 50-75+: 67%
% Reimb Cash 40% Idemn PPO 60% Plans
Medical 0% Cap 0% Avg. Cap \$0
% Revenue Restorative 56% C & B 40% Endo 0% Perio 1%
Oral Surgery 1% Prosthetics 1% Ortho 1% (guards) Implants 0%

Procedures referred out: All endo, implants, ortho, OS. All surgeries.

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

Active Charts 483 # of Recalls per month*
of New Patients per month* 3 - 5 Total # of New Patients YTD* 43 in 2023
Any one referral source account for more than 10% of practice revenue? Yes No
Does practice employ a hygienist? Yes Number of days 1 % of Gross 20%

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

2021 \$217,301 2022 \$206,888 2023 \$198,300 Current YTD \$41,739 as of 3/29

EQUIPMENT:

Chairs 3 + 3 Hygiene Avg. Age Mixed
X-Rays Digital Pano Space Other 1 Dexis sensor

Special Equip owned: Laser Intraoral Camera Yes Other

Is the practice computerized? Yes Type of Software: Dentrax

COMMENTS: Seller has had successful practice for many years with minimal to no advertising. Refers most procedures. Office is ground level in a mixed-use retail center on major street. Large parking lot. Shares space with another dentist who will also sell at same time. Practice is large and can easily be built to \$2M+ in this excellent demographic area of Orange County! Landlord is prepared to write new lease with TI for Buyer.

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