

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

HUGE ESTABLISHED BASE OF PATIENTS! ALL PPO / FFS! MULTI-SPECIALTY!

4+ HYGIENE DAYS PER WEEK!

PRACTICE SALE

LISTING #:	25 - 222	PRICE:	\$1,850,000	A/R'S:	Negotiable
LOCATION:	West Covina	ESTABLISHED:	1980 / 2023	POPULATION:	Mixed Upper

OFFICE HOURS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Staff	9 - 6	8:30 - 5	8:30 - 5	8:30 - 5	Closed	Closed	Closed
Owner	9 - 6	8:30 - 5	8:30 - 5	8:30 - 5		Closed	Closed
Hygienists	9 - 6	8:30 - 5	8:30 - 5	8:30 - 5			
Specialty	Perio 1x	Endo 2x		OS 1x		Ortho 1x	

ALL HOURLY EMPLOYEES RECEIVE UNION BENEFITS @ \$7.50/HR APPROXIMATELY IN ADDITION

STAFF	POSITION	PAY	WILL STAY
Front	3	\$32 / \$22 / \$23	Y - 2 / 14 / 5 years
Back	3	\$23 DA / \$26 RDA / \$41.50 RDAEF2	Y - 2 / 12 / 5 years
Other	1 Hygienist	?	Y - 1 year
Other	Endo / Perio / OS / Ortho	50% / 50% / 50% / \$1,200/day	Y

Ortho has 5 assistants @ \$200 each per day

PATIENTS		PATIENT AGE		5-10		11-19		20-49		50-75+	
Payment Type	Cash	40%	PPO	60%	HMO	0%	CAP	NA	Dental	0%	
	About 1/3 of this is a Union Plan										
Clinical	Hygiene	17%	C&B	31%	Endo	7%	Ortho	1%	OS	3%	
	Restorative	36%	Prosth	1%	Implant	1%	Perio	3%			

Referred

STATISTICS	Active Patients	1 yr:	1274	2 yr:	1849	New	2024:	270	YTD:	124-9/26	Total:
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FINANCIALS	2022	\$1,722,418	2023	\$1,800,000*	2024	\$2,023,401	YTD	\$1,344,543 as of 9/26
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FACILITIES	Ops	9	X-rays	3 fixed/3 portable	CBCT	CS8200	Laser	Soft Tissue
	Chairs	9	Sensors	3	Scanner	No	Mill	No
	Other							

	Size	3,080 sq ft	Rent	\$10,000 FG	Term	1+	Options	2 x 5
COMPUTERS	Front	3	OPS	8	Other	Server + 2	OS	Windows 11

SOFTWARE	Practice	Open Dental	Imaging	CareStream	Patient		Billing	
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MARKETING	Limited to ZocDoc, Google PPC, Website, referrals and recall.							
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COMMENTS	Incredible base of recall patients. Easy practice to double hygiene from 4 to 8 days per week. Practice has all specialties. Seller has been phasing out wire ortho to convert to aligners currently. Many long-term staff members. Newer CBCT. Paperless. Great demographics. Seller was 5 days 2024 and cut a day in 2025 due to family issues. Practice is primed to go to \$3M+ with the right owners! Plenty of chairs, parking and staff!
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