

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

MOSTLY CROWN & BRIDGE! TRACKING \$2.5M 2025! ALL PPO / FFS! OUT OF NETWORK WITH DELTA!

8 HYGIENE DAYS PER WEEK!

PRACTICE SALE

LISTING #:	25 - 648	PRICE:	\$1,895,000 PRACTICE & \$800,000 BUILDING	A/R'S:	Negotiable
LOCATION:	Bakersfield	ESTABLISHED:	1980 / 2021	POPULATION:	Mixed Upper

OFFICE HOURS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Staff	8 - 5	8 - 5	7 - 4	7 - 4	8 - 1	Closed	Closed
Owner	8 - 5	8 - 5	7 - 4	7 - 4	By appt.		
Hygienists	8 - 5	8 - 5	7 - 4	7 - 4			
Specialty				Endo 1-2x	Perio 1-2x		

STAFF	POSITION	PAY	WILL STAY
Front	4	\$51/\$30/\$26/\$22	Y
Back	3	\$21/\$21/\$20	Y
Other	2 Hygienists	\$50 / \$50	Y
Other	Endo / Perio	50% / 50% + implant cost	Y

Operations Manager \$50.86, Front/doctor schedule/collections \$26, Hygiene coordinator/front \$30, Front/Part time \$22

RDA - \$20.50, RDA - \$20, RDA/OA - \$21

PATIENTS		PATIENT AGE		5-10	2%	11-19	6%	20-49	41%	50-75+	51%
Payment Type	Cash	40%	PPO	60%	HMO	0%	CAP	NA	Dental	0%	
	PPO through Connection & Carrington Umbrellas. No Delta.										
	Clinical	Hygiene	12%	C&B	45%	Endo	5%	Ortho	2%	OS	5%
	Restorative	21%	Prosth	1%	Implant	4%	Perio	5%			
Astra											
Referred	Ortho / Peds										

STATISTICS	Active Patients	1 yr:	1180	2 yr:	1615	New	2024:	366	YTD:	172-9/28	Total:	9590
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FINANCIALS	2022	\$1,512,967	2023	\$1,604,979	2024	\$1,974,623	YTD	\$1,683,148 as of 8/31
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FACILITIES	Ops	8	X-rays	2 fixed/3 portable	CBCT	Sirona w/ceph (2021)	Laser	No	Katana LiSi
Chairs		8	Sensors	3	Scanner	PrimeScan	Mill	Cerec MC XL, Primemill, Craft 5x	
Other		Sprintray 3D Printer system (for temps, nightguards, implant guides) / ExoCad software. Kavo Electric Handpieces.							

COMPUTERS	Size	2,697 sq ft building 12,196 sq ft land	Rent	MORTGAGE!	Term	NA	Options	NA
	Front	3	OPS	8	Other	Server + 2	OS	Windows 11

SOFTWARE	Practice	EagleSoft	Imaging	CareStream	Patient	Vyne	Billing	Vyne
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MARKETING	SEO / PPC for website, social media managed by staff							
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COMMENTS	Seller relocating to East Coast to be closer to family after having second child. Has built incredible, cosmetic practice with excellent hygiene program! Mills most crowns and 4 to 5 unit bridges in-house. Technology is all new and seller will train buyer. Very limited implants and that is a huge growth opportunity! Excellent, well-trained staff will stay. Current net 50%+! On 4 days! Immediate upside to \$3M+ for 5 days and \$4M+ with 2 full time dentists! No end to quality patients in Bakersfield and this Seller is proving it daily! Building available.							
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