

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

RETIRING! STREETSIDE LOCATION!

ALL INSURANCES! \$5,000 CAP!

SELLER REFERS MOST PROCEDURES! INSTANT UPSIDE!

PRACTICE SALE

| | | | | | |
|-------------------|-------------|---------------------|-----------|--------------------|---------------|
| LISTING #: | 25 - 227 | PRICE: | \$139,000 | A/R'S: | Negotiable |
| LOCATION: | San Gabriel | ESTABLISHED: | 1996 | POPULATION: | 60%+ Hispanic |

| OFFICE HOURS | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--------------|--------|---------|-----------|----------|--------|----------|--------|
| Staff | 8 - 5 | | 8 - 12 | 8 - 5 | 8 - 12 | Closed | Closed |
| Owner | 8 - 5 | | | 8 - 5 | 8 - 12 | | |
| | | | | | | | |
| | | | | | | | |

| STAFF | POSITION | PAY | WILL STAY |
|-------|-------------|-------------------|------------------------|
| Front | 1 Front | \$24 | Y - 5 days |
| Back | 1 Floater | \$21 | Y - 2 days |
| Other | 1 RDA, 1 DA | RDA \$23, DA \$20 | Y - 1-2 days, 2.5 days |
| Other | | | |

| PATIENTS | | PATIENT AGE | | 5-10 | 1% | 11-19 | 10% | 20-49 | 37% | 50-75+ | 52% |
|--------------|-------------|-------------|--|--------|-----|---------|-----|-------|---------|--------|-----|
| Payment Type | Cash | 13% | | PPO | 20% | HMO | 50% | CAP | \$5,000 | Dental | 17% |
| Clinical | Hygiene | 28% | | C&B | 5% | Endo | 0% | Ortho | 0% | OS | 1% |
| | Restorative | 65% | | Prosth | 1% | Implant | 0% | Perio | 0% | | |

Referred Most procedures

| STATISTICS | Active Patients | 1 yr: | 2 yr: | 958 | New | 2024: | 205 | YTD: | 155-9/30 | Total: | 3444 |
|------------|-----------------|-------|-------|-----|-----|-------|-----|------|----------|--------|------|
|------------|-----------------|-------|-------|-----|-----|-------|-----|------|----------|--------|------|

| FINANCIALS | 2022 | \$211,683 | 2023 | \$228,521 | 2024 | \$217,725 | YTD | \$152,201 as of 9/30 |
|------------|------|-----------|------|-----------|------|-----------|-----|----------------------|
|------------|------|-----------|------|-----------|------|-----------|-----|----------------------|

| FACILITIES | Ops | 3 + 2 | X-rays | 2 | CBCT | Space | Laser | No |
|------------|--------|------------------|---------|---------|---------|-------|-------|----|
| | Chairs | 3 | Sensors | 2 (2,1) | Scanner | No | Mill | No |
| | Other | Intraoral camera | | | | | | |

| | Size | 1,600 sq ft | Rent | \$3,520 MG | Term | 5 | Options | 1 x 5 |
|-----------|-------|-------------|------|------------|-------|---|---------|------------|
| COMPUTERS | Front | 1 | OPS | 2 | Other | 1 | OS | Windows 11 |

| SOFTWARE | Practice | Dentrix | Imaging | DentiMax | Patient | none | Billing | paper |
|----------|----------|---------|---------|----------|---------|------|---------|-------|
|----------|----------|---------|---------|----------|---------|------|---------|-------|

| MARKETING | None |
|-----------|------|
|-----------|------|

| COMMENTS | Seller retiring after 30 years! Nice base of patients. Has been referring most procedures for many years. Space to add 1 to 2 more operatories. Well trained staff will stay. Vacuum and compressor and less than 2 years old. Landlord will write new lease for Buyer. Large patient base for recall! Large parking lot. Practice is primed for exansion to \$1M+ right away! |
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