

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## MOSTLY CROWN & BRIDGE! ALL PPO / FFS! OUT OF NETWORK WITH DELTA! 8 HYGIENE DAYS PER WEEK!

### PRACTICE SALE

<b>LISTING #:</b>	25 - 648	<b>PRICE:</b>	\$1,895,000 PRACTICE & \$800,000 BUILDING	<b>A/R'S:</b>	Negotiable
<b>LOCATION:</b>	Bakersfield	<b>ESTABLISHED:</b>	1980 / 2021	<b>POPULATION:</b>	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%
Clinical	Hygiene	12%		C&B	45%	Endo	5%	Ortho	2%
									OS
									5%
Restorative	21%			Prosth	1%	Implant	4%	Perio	5%
						Astra			

Referred Ortho / Pedo

<b>STATISTICS</b>	Active Patients	1 yr: 1127	2 yr: 1702	New	2025: 169	YTD: Pending	Total: 9590
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<b>FINANCIALS</b>	2023	\$1,604,979	2024	\$1,974,623	2025	\$2,246,186	YTD	Pending
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<b>FACILITIES</b>	Ops	8	X-rays	2 fixed/3 portable	CBCT	Sirona w/ceph (2021)	Laser	No	Katana LiSi
	Chairs	8	Sensors	3		PrimeScan		Mill	
	Other							Cerec MC XL, Primemill, Craft 5x	

Sprintray 3D Printer system (for temps, nightguards, implant guides) / ExoCad software. Kavo Electric Handpieces.

	Size	2,697 sq ft building 12,196 sq ft land	Rent	MORTGAGE!	Term	NA	Options	NA
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<b>COMPUTERS</b>	Front	3	OPS	8	Other	Server + 2	OS	Windows 11
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<b>SOFTWARE</b>	Practice	EagleSoft	Imaging	CareStream	Patient	Vyne	Billing	Vyne
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<b>MARKETING</b>	SEO / PPC for website, social media managed by staff
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<b>COMMENTS</b>	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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