

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## BUSY RETAIL ON SUNSET BLVD! CONSTANT NEW PATIENTS!

### MOSTLY PPO/FFS!

#### PRACTICE SALE

|                   |             |                     |             |                    |                    |
|-------------------|-------------|---------------------|-------------|--------------------|--------------------|
| <b>LISTING #:</b> | 26 - 220    | <b>PRICE:</b>       | \$599,000   | <b>A/R'S:</b>      | Negotiable         |
| <b>LOCATION:</b>  | Los Angeles | <b>ESTABLISHED:</b> | 2003 / 2018 | <b>POPULATION:</b> | Caucasian/Hispanic |

| OFFICE HOURS | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--------------|--------|---------|-----------|----------|--------|----------|--------|
| Staff        | 9 - 6  | 9 - 6   | Closed    | 9 - 6    | 9 - 6  | Closed   | Closed |
|              | 9 - 6  | 9 - 6   |           | 9 - 6    | 9 - 6  |          |        |
|              |        |         |           |          |        |          |        |
|              |        |         |           |          |        |          |        |

| STAFF | POSITION | PAY         | WILL STAY      |
|-------|----------|-------------|----------------|
| Front | 1+1      | \$30 / wife | Y / Transition |
| Back  | 1        | \$25 / hr   | Y              |
|       |          |             |                |
|       |          |             |                |

| PATIENTS     | PATIENT AGE | 5-10 | 11-19  | 20-49 | 50-75+  |          |
|--------------|-------------|------|--------|-------|---------|----------|
| Payment Type | Cash        | 58%  | PPO    | 27%   | HMO     | 0%       |
|              |             |      |        |       | CAP     |          |
|              |             |      |        |       | Dental  | 15%      |
| Clinical     | Hygiene     | 9%   | C&B    | 46%   | Endo    | 6%       |
|              |             |      |        |       | Ortho   | 0%       |
|              |             |      |        |       | OS      | 3%       |
| Restorative  | 31%         |      | Prosth | 1%    | Implant | 3%       |
|              |             |      |        |       | Neudent | 17 units |
|              |             |      |        |       | Perio   | 1%       |

Referred Ortho, gum surgeries, retreats, 3rds, pedo

|                   |                 |           |           |     |      |     |      |             |
|-------------------|-----------------|-----------|-----------|-----|------|-----|------|-------------|
| <b>STATISTICS</b> | Active Patients | 1 yr: 477 | 2 yr: 832 | New | 2025 | 248 | YTD: | Total: 6493 |
|-------------------|-----------------|-----------|-----------|-----|------|-----|------|-------------|

|                   |      |           |      |           |      |           |     |              |
|-------------------|------|-----------|------|-----------|------|-----------|-----|--------------|
| <b>FINANCIALS</b> | 2023 | \$638,505 | 2024 | \$684,770 | 2025 | \$657,920 | YTD | Pending 2026 |
|-------------------|------|-----------|------|-----------|------|-----------|-----|--------------|

|                   |        |             |         |         |         |           |       |    |
|-------------------|--------|-------------|---------|---------|---------|-----------|-------|----|
| <b>FACILITIES</b> | Ops    | 4           | X-rays  | Digital | CBCT    | No        | Laser | No |
|                   | Chairs | 4           | Sensors | 1       | Scanner | PrimeScan | Mill  | No |
|                   | Other  | Endo motor, |         |         |         |           |       |    |

|           |             |      |                |      |       |         |           |
|-----------|-------------|------|----------------|------|-------|---------|-----------|
| Size      | 1,400 sq ft | Rent | \$10,485 total | Term | 4     | Options | none      |
| COMPUTERS | Front       | 1    | OPS            | 4    | Other | 1       | OS Win 11 |

|                  |          |         |         |       |         |         |  |
|------------------|----------|---------|---------|-------|---------|---------|--|
| <b>COMPUTERS</b> | Practice | Dentrix | Imaging | Dexis | Patient | Billing |  |
|------------------|----------|---------|---------|-------|---------|---------|--|

|                  |                  |
|------------------|------------------|
| <b>MARKETING</b> | ZocDoc, walk-ins |
|------------------|------------------|

|                 |  |
|-----------------|--|
| <b>COMMENTS</b> | Constant walk-in and new patients in this streetside retail location. Mostly crowns and some veneers. (\$1200 to \$1500). Seller places limited implants. Practice can be \$1M+ on 5 days. Seller does not want to produce dentistry on a daily basis and going to shift to management and limited implant placement. Would stay if buyer needed him for implants. Computers, dental units and PrimeScan are newer. AC replaced in 2024. Practice looks great and ready for full-time dentist! There is room to add one more operatory if buyer wanted. Great on-line reviews! |
|-----------------|--|