

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## LARGE CAP! \$10,000+ & GROWING! 100% ASSOCIATE RUN!

### STREETSIDE LOCATION & ROOM TO KEEP GROWING!

#### PRACTICE SALE

<b>LISTING #:</b>	26 - 600	<b>PRICE:</b>	\$679,000	<b>A/R'S:</b>	Negotiable
<b>LOCATION:</b>	San Leandro	<b>ESTABLISHED:</b>	1980 - 6/2022	<b>POPULATION:</b>	Mixed

OFFICE HOURS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Staff	9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	Closed	Closed
Associates	A1 (imp)	A2	A3	A3	A1	Closed	Closed
Hygiene					9 - 5		
Owner		9 - 5 1x/mo					

STAFF	POSITION	PAY	WILL STAY
Front	1	\$25	Y
Back	2	\$29 / \$28	Y
GP Associates	3	1-\$700, 2-\$825, 3-\$850 or all 30% over \$3,500	Y
Hygienist	1	\$640 / day	Y

PATIENTS	PATIENT AGE	5-10	11-19	20-49	50-75+					
Payment Type	Cash	38%	PPO	30%	HMO	32%	CAP	\$10,000- \$10,500	Dental	0%
							Ave. Mo. Sup. - \$13K			
Clinical	Hygiene	17%	C&B	39%	Endo	2%	Ortho	1%	OS	7%
	Restorative	17%	Denture / Partial	3%	Implant	2%	Perio	12%		
						43 in 2025				
Referred	Most ortho, most root canals (14/mo average referred)									

STATISTICS	Active Patients	1 yr:	2 yr:	963	New	2025	438	YTD:	83-3/21	Total:
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FINANCIALS	2023	2024	\$739,378	2025	\$797,398	YTD	\$153,578 - 3/15
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FACILITIES	Ops	5	X-rays	1 fixed, 1 portable	CBCT	xMind	Laser	No
	Chairs	5	Sensors	1 Dexis	Scanner	i700	Mill	No
	Other							

Size	1,850 +/-	Rent	\$3,800 total	Term	2+	Options	1 x 5
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COMPUTERS	Front	OPS	Other	OS
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SOFTWARE	Practice	Ascend	Imaging	Dexis	Patient	Phone recall	Billing	DentalXchange
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MARKETING
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**COMMENTS** Sellers started scratch practice in September of 2022 and it has boomed! Large CAP check is growing as they add more HMO plans. Current CAP is all Delta. Practice is 100% associate run. Seller works 1 day per month. Associates 5 days per week. This is a nice community next to Oakland filled with both retirees and young families. Streetside location with great windows and signage. Space to add one or two more operatories in the future. All equipment is new in 2022. Practice had been vacant due to Covid. Practice is growing month by month!