

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

HIGH NET PRACTICE! 43% TO 52%! OWNER/SPECIALTY/HYGIENE!

MOSTLY FFS & PPO!

PRACTICE SALE

LISTING #:	26 - 560	PRICE:	\$1,800,000	A/R'S:	Negotiable
LOCATION:	Aliso Viejo/Laguna Woods	ESTABLISHED:	2022	POPULATION:	Mixed Upper

OFFICE HOURS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Staff	9-6	9-6	7-2	9-6	7-2	Closed	Closed
Owner	9-6	9-6 3x	7-2	9-6	7-2		
Specialty		Perio 1-2x	Endo 1-2x	Perio 1-2x			
Hygiene	Y	Y - 2 hygienists	Y	Y	Y		

STAFF	POSITION	PAY	WILL STAY
Front	2		Y
Back	2 (1 5 days, 1 3 days)		Y
Other	Hygiene (3 days, 2 days)		Y
Other	Perio, Endo	50%, 55% (endo provides files, etc)	

PATIENTS	PATIENT AGE	5-10	11-19	20-49	50-75+					
Payment Type	Cash	55%	PPO	42%	HMO	3%	CAP	\$4,200	Dental	0%
Clinical	Hygiene	25%	C&B	28%	Endo	2%	Ortho	1%	OS	9%
	Restorative	15%	Prosth	5%	Implant	2%	Perio	13%		
						43 in 2025				
Referred	Pedo / Ortho / Some implants and XB's									

STATISTICS	Active Patients	1 yr:	2 yr:	1354	New	2025	422	YTD:	Pending	Total:

FINANCIALS	2023	\$1,111,374	2024	\$1,347,790	2025	\$1,792,249	YTD	\$640,831 as of 4/30

FACILITIES	Ops	8	X-rays	4	CBCT	Yes	Laser	No
	Chairs	7	Sensors	3	Scanner	No	Mill	No
	Other	Paperless						

Size	4,000 sq ft	Rent	\$10,293 total	Term	4+	Options	2 x 5

COMPUTERS	Front	OPS	Other	OS

SOFTWARE	Practice	Ascend	Imaging	Patient	Billing

MARKETING	Website, local commercials, flyers

COMMENTS Seller started scratch practice and has had amazing results! Constant year over year growth mostly PPO & FFS! Large, newer space with up to date equipment. Seller has been growing hygiene and specialty. Practice is very large and has plenty of room to expand with 2 lobbies and large parking lot. Adjacent tenant has massive traffic all day long and generates many walk-in patients for the Seller. This practice has the space and demographics to go to \$3M+!