

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## BEAUTIFUL PRACTICE! 10 OPS!

## 85%+ CASH! 50+ NP PER MONTH!

## ASSOCIATE RUN WITH SPECIALTY!

### PRACTICE SALE

|                   |           |                     |             |                    |            |
|-------------------|-----------|---------------------|-------------|--------------------|------------|
| <b>LISTING #:</b> | 26 - 540  | <b>PRICE:</b>       | \$1,599,000 | <b>A/R'S:</b>      | Negotiable |
| <b>LOCATION:</b>  | Santa Ana | <b>ESTABLISHED:</b> | 2015        | <b>POPULATION:</b> | Hispanic   |

| OFFICE HOURS | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--------------|--------|---------|-----------|----------|--------|----------|--------|
| Staff        | 10 - 7 | 10 - 7  | 10 - 7    | 10 - 7   | 10 - 7 | 9 - 2    | Closed |
| GP           |        |         |           |          |        |          |        |
| Specialists  |        |         |           |          |        |          |        |

| STAFF | POSITION                                        | PAY                                  | WILL STAY |
|-------|-------------------------------------------------|--------------------------------------|-----------|
| Front | 1 MGR, 1 DA/TC                                  | \$25 / \$30                          | Y         |
| Back  | 1 DA                                            | \$20                                 | Y         |
| Other | GP                                              | \$1,000 / Day                        | Y         |
| Other | Endo-1-2x, Perio 3-8x, Ortho 1-2x, Implant 1-2x | 50% / 30%,20% / \$1,700, \$100 / 50% | Y         |

| PATIENTS     |             | PATIENT AGE |        | 5-10 |         | 11-19 |       | 20-49 |        | 50-75+ |    |
|--------------|-------------|-------------|--------|------|---------|-------|-------|-------|--------|--------|----|
| Payment Type | Cash        | 87%         | PPO    | 11%  | HMO     | 0%    | CAP   | 0     | Dental | 2%     |    |
|              | Clinical    | Hygiene     |        | 8%   |         | C&B   |       | 23%   |        | Endo   | 5% |
|              | Restorative | 31%         | Prosth | 8%   | Implant | 5%    | Perio | 5%    |        |        |    |
| 45 in 2025   |             |             |        |      |         |       |       |       |        |        |    |
| Referred     |             |             |        |      |         |       |       |       |        |        |    |

| STATISTICS | Active Patients | 1 yr: | 920 | 2 yr: | 1673 | New | 2025 | 636 | YTD: 193-5/28 | Total: |
|------------|-----------------|-------|-----|-------|------|-----|------|-----|---------------|--------|
|------------|-----------------|-------|-----|-------|------|-----|------|-----|---------------|--------|

| FINANCIALS | 2023 | \$1,315,332 | 2024 | \$1,875,772 | 2025 | \$1,836,205 | YTD | \$571,847 as of 5/31 |
|------------|------|-------------|------|-------------|------|-------------|-----|----------------------|
|------------|------|-------------|------|-------------|------|-------------|-----|----------------------|

| FACILITIES | Ops    | 4 Open 5 GP<br>1 Surgical | X-rays  | Portable | CBCT    | Vatech 2015             | Laser | No |
|------------|--------|---------------------------|---------|----------|---------|-------------------------|-------|----|
|            | Chairs | 10                        | Sensors | 1        | Scanner | Itero and<br>Shining 3D | Mill  | No |
|            | Other  |                           |         |          |         |                         |       |    |

|           | Size  | 2,237 | Rent | \$8,111 total | Term  | 4+ | Options |  |
|-----------|-------|-------|------|---------------|-------|----|---------|--|
| COMPUTERS | Front |       | OPS  |               | Other |    | OS      |  |

| SOFTWARE | Practice | Dentrix | Imaging |  | Patient |  | Billing |  |
|----------|----------|---------|---------|--|---------|--|---------|--|
|----------|----------|---------|---------|--|---------|--|---------|--|

| MARKETING |  |  |  |  |  |  |  |  |
|-----------|--|--|--|--|--|--|--|--|
|-----------|--|--|--|--|--|--|--|--|

| COMMENTS | Seller built fantastic practice in high-traffic area that generates daily walk-ins. Large practice format with 5 GP ops, 4 open bay and a large surgical operator. Minimal insurance reimbursement. Rent is excellent for the quality of this retail location. Practice looks new and has beautiful store front presentation. |  |  |  |  |  |  |  |
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