

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:	1436	New	2025	422	YTD:	192-5/31	Total:
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FINANCIALS	2023	\$1,111,374	2024	\$1,347,790	2025	\$1,792,249	YTD	\$781,540 as of 5/31
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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	
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MARKETING	Website, local commercials, flyers
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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+!
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