

# FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

## SELLER RETIRING! STREETSIDE LOCATION! STEADY, MOSTLY FFS/PPO PRACTICE! 50%+ NET! BREAD & BUTTER DENTISTRY

### PRACTICE SALE

|                   |                       |                     |             |                    |            |
|-------------------|-----------------------|---------------------|-------------|--------------------|------------|
| <b>LISTING #:</b> | 26 - 237              | <b>PRICE:</b>       | \$679,000   | <b>A/R'S:</b>      | Negotiable |
| <b>LOCATION:</b>  | Inglewood / Sofi area | <b>ESTABLISHED:</b> | (1970) 2011 | <b>POPULATION:</b> | Hispanic   |

| OFFICE HOURS | MONDAY | TUESDAY | WEDNESDAY | THURSDAY | FRIDAY | SATURDAY | SUNDAY |
|--------------|--------|---------|-----------|----------|--------|----------|--------|
| Staff        | 9 - 6  | 9 - 6   | 9 - 6     | 9 - 6    | 9 - 1  | Closed   | Closed |
| Owner        | 9 - 6  | 9 - 6   | 9 - 6     | 9 - 6    |        |          |        |
|              |        |         |           |          |        |          |        |
|              |        |         |           |          |        |          |        |

| STAFF | POSITION | PAY         | WILL STAY               |
|-------|----------|-------------|-------------------------|
| Front | 2        | \$25 / \$24 | Transition 3 months / Y |
| Back  | 2        | \$25 / \$25 | Y                       |
| Other |          |             |                         |
| Other |          |             |                         |

| PATIENTS     |             | PATIENT AGE |        | 5-10 | 1%      | 11-19 | 8%    | 20-49 | 45%    | 50-75+ | 46% |
|--------------|-------------|-------------|--------|------|---------|-------|-------|-------|--------|--------|-----|
| Payment Type | Cash        | 40%         | PPO    | 53%  | HMO     | 0%    | CAP   | 0     | Dental | 7%     |     |
|              | Clinical    | Hygiene     | 22%    | C&B  | 35%     | Endo  | 1%    | Ortho | 1%     | OS     | 7%  |
|              | Restorative | 23%         | Prosth | 9%   | Implant | 0%    | Perio | 2%    |        |        |     |

Referred Endo, implants, ortho, 3rds, gum surgeries

| STATISTICS | Active Patients | 1 yr: | 2 yr: | New | 2025 | YTD:     | Total: |
|------------|-----------------|-------|-------|-----|------|----------|--------|
|            |                 |       | 1230  |     | 247  | 117-6/30 |        |

| FINANCIALS | 2023      | 2024      | 2025      | YTD                  |
|------------|-----------|-----------|-----------|----------------------|
|            | \$524,587 | \$735,956 | \$741,445 | \$387,677 as of 6/30 |

| FACILITIES | Ops | X-rays  | Digital | CBCT    | No | Laser | No |
|------------|-----|---------|---------|---------|----|-------|----|
| Chairs     | 4   | Sensors | 1       | Scanner | No | Mill  | No |
| Other      |     |         |         |         |    |       |    |

| Size        | Rent          | Term | Options |
|-------------|---------------|------|---------|
| 1,100 + 500 | \$4,500 total | 5    | 1 x 5   |

| COMPUTERS | Front | OPS | Other | OS |
|-----------|-------|-----|-------|----|
|           |       |     |       |    |

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

| MARKETING | None |
|-----------|------|
|-----------|------|

| COMMENTS | Seller produces easy dentistry on 4 days per week! No advertising and refers most surgeries. Has stopped accepting new DentiCal patients for past several years. No advertising and all referral business! Large base of patients. Practice has a second entrance separated from main practice already plumbed for 2 to 3 more ops! Great expansion opportunities and easy path to \$1M+ for new dentist! |
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