

FIRST CHOICE PRACTICE SALES, INC.

a California Corporation (01916111)

FFS & PPO!

GREAT FEES! RETIRING AFTER 25+ YEARS!

BEAUTIFUL STAND ALONE BUILDING IN PRIME AREA!

PRACTICE SALE + BUILDING

LISTING #:	25 - 505	PRICE:	\$600,000 PRACTICE and \$3,650,000 BUILDING	A/R'S:	Negotiable
LOCATION:	Tustin	ESTABLISHED:	Jun-05	POPULATION:	Mixed Upper

OFFICE HOURS	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
Staff Owner Hygienist	9 - 5	9 - 5	9 - 5	9 - 5	9 - 5	9 - 4	Closed
	9 - 5		9 - 5		9 - 5	9 - 4	Closed
						9 - 4*	Closed

*Hygiene is assisted - 15 - 20 patients per Saturday

STAFF	POSITION	PAY	WILL STAY
Front	1	\$25	Y
Back	4 PT - 1 mon, 2 wed, 1-2 fri, 3 sat	\$17 - \$21	Y
Hygienist	1	\$40/hr + \$15 per patient (\$30 if srps)	Y
Other	Remote-schedule, claims, phones	\$9.50 / hr Phillipines	Y

1 marketer also \$8 / hr social media located in Phillipines

PATIENTS	PATIENT AGE	5-10	2%	11-19	9%	20-49	44%	50-75+	45%
Payment Type	Cash	40%		PPO	60%	HMO	0%	CAP	\$0
									Dental
Clinical	Hygiene	30%		C&B	24%	Endo	0%	Ortho	10%
									OS
	Restorative	33%		Prosth	1%	Implant	0%	Perio	2%
									Aligners

Referred Endo, implants, wire ortho, perio surgeries, all extractions

STATISTICS	Active Patients	1 yr:	2 yr:	821	New	2024:	54	YTD:	61-11/9	Total:
3										

FINANCIALS	2022	\$626,777	2023	\$626,948	2024	\$604,972	YTD	\$613,885 as of 11/10
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FACILITIES	Ops	6	X-rays	Digital	Pano	Provecta S-Pan (2014)	Laser	Solea / Epic
	Chairs	4	Sensors	2 Schick	Scanner	Trios & Medit	Mill	No
	Other	STA wand						

	Size	2,500 +/-	Rent	OWN	Term	OWN	Options	OWN
COMPUTERS	Front	1	OPS	4	Other	6	OS	

SOFTWARE	Practice	Ascend	Imaging		Patient	Ascend (text)	Billing	Ascend
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MARKETING	Social media, website, referral patients
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COMMENTS	Seller has enjoyed a long career and the benefits of owning his building. Located in a prime area of Tustin, with a large base of recall patients, up to date technology and 6 plumbed rooms, this opportunity has incredible upside for a buyer who wants to be in one of the best areas of central Orange County. Seller can transition and train buyer. Building is 3,560 sq ft on a 11,761 sq ft property. There is a second unit that is currently rented.
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