

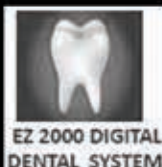
THE Dental Trader

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Upcoming Events

May 3, 2019

2019 Practice Transition Seminar | Jason P. Wood
American Association of Orthodontists, Los Angeles, CA

July 21, 2019

“California Dental Practice Act” | Patrick J. Wood
Punjabi Dental Society, Montebello, CA

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KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2018 Gross Collect of \$510K+ on a (3) day wk. (45) new pts/mos. Eqt'd w digital x-rays & pano. Paperless office, electronic billing, & Dentrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office is in the other. Seller relocating, but will assist w transition. **Back on the Market.**

BAKERSFIELD #28 – PRACTICE & BLDG. FOR SALE. Be your own Landlord! (4) op/3 eqt'd comput. G.P. & duplex bldg. On a main thoroughfare w exposure/visibility. (48+) years of Goodwill. 2017 Gross Collect \$400K+ on a (4) day week. Seller does no advertising and refers out Ortho, Perio Surgery, Implant Placement, Complicated O.S. and Endo. Pt. base Cash/Ins/PPO. No HMO & No Denti-Cal. Easy Dental s/w. Seller is taking a govt. position, but will assist with transition. **NEW**

SO. EAST KERN COUNTY - (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. Annual Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

LOS ANGELES COUNTY

ANTELOPE VALLEY #5 - (3) op comput. G.P. in a two story prof bldg with easy fwy access. (30+) years of Goodwill. Ave. Annual Gross Collect \$550K. (4½) days/wk of hygiene. Cash/Ins/PPO. Brand New Digital X-Ray System with (2) Suni sensors. Seller refers out all Endo, Ortho, Perio, Diff O.S. & Implant Place. & does no advertising. Primed for Growth. Seller retiring.

ARCADIA #3 - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

BEVERLY HILLS ADJACENT - (4) op comput. G.P. in a prof. bldg. on a main thoroughfare. 2017 Gross Collect \$412K+ on (3) DDS & (2) Hygiene days/wk. Patient base is Cash & Indemnity Ins. only! No PPO, No HMO & No Denti-Cal! Seller refers out Ortho, most Endo, diff Pedo & Implant Placement & does no advertising. Practice is poised for growth. (65+) years of Goodwill. Seller retiring, but will assist with transition. **SOLD**

EAST L.A. BLDG & G.P. PRACTICE - Free stand, single use prof. bldg. with existing dental pract. to be sold concurrently. Owner has operated the pract. @ this location 40+ years, Cash/PPO Pt. Base with no HMOs & No Denti-Cal. (4) ops eqt'd. Reported Gross Collect. approx. \$200K/yr. p.t. Refers out Diff Endo, Diff O.S., Perio Surgery, & Ortho. Seller does no implant place. nor any implant restorations. Seller has no website, & does no advertising. Primed for growth with a new owner who keeps the specialties in house, does some adv., has a website, & is open more. Located in a high traffic count area, close to major fwys, residential neighborhoods, & shop. ctrs. Seller retiring.

EAST SAN FERNANDO VALLEY ORTHO/PEDO - Located in a free stand, duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition.

ENCINO - (4) op comput. G.P. in a high end prof. bldg. on a major thoroughfare. Computer Age s/w, digital x-rays, electric hand pieces, & approx. (10) yr old eqt. (3) yr Ave Gross Collect \$500K on a (4) day wk. Fee for Service Only! No HMO, No Denti-Cal, No Nights & No Wkends. (50)+ years of Goodwill. Seller retiring, but is willing to help Transition.

GLENDAL/EAGLE ROCK AREA - (5) op G.P./ (4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare w excell. exposure, visibility, signage & parking. Gross Collect ~ \$500K/yr. on a (4) day wk. Cash/Ins/PPO pt. base w No HMO & No Denti-Cal. (6-8) new patients/mos. Seller refers out Implant Place., & all O.S., Endo, Perio Surgery, Ortho & Pedo. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition.

L.A. (HANCOCK PARK) - (4) op comput G.P. (3) ops eqt'd. In a well-known Prof. Bldg. on a major thoroughfare. Reported Gross Collect approx. \$200K/yr. p.t. Cash/Ins/PPO. Seller retiring but will assist with transition. **SOLD**

PASADENA - (3) op comput G.P. located in a prof. bldg on a main thoroughfare. (38)+ years of Goodwill. Pt base is FFS only, w no PPO's, no HMO's & no Denti-cal. 2017 Gross Collect \$332K+ on a (3) day wk. Seller averages 8-9 new pts per mos. Digital x-rays (w XDR) & Dentrix s/w. Seller refers out all Endo, Perio, O.S. Ortho, Pedo & implant placement. Seller is retiring, but will assist w the transition. **PENDING**

SUNLAND - (3) op comput. G.P. located in a free stand bldg. On a major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. Great starter or Satellite. Seller retiring. **PENDING**

ORANGE COUNTY

ANAHEIM - PRACTICE & BLDG. FOR SALE. (6) op comput G.P./ (4) ops eqt'd, (2) add. pmdb, plus an add. rm that could accomod a (4) bay Ortho area or (2) large surgery rms. Perfect for a Specialty Pract or a large Clinic. Recently remodeled bldg. is free stand, & at an intersection on a main thoroughfare. 2,232 sq. ft., w excellent exposure/visibility/signage & pking. (28+) yrs of Goodwill. Pt base is Cash/Ins/PPO/Denti-Cal. 2017 Gross Collect \$282K+ on a relaxed schedule. Eqt'd w digital x-rays. S/w is Practice Works. Seller retiring, but is willing to transition. **SOLD**

RIVERSIDE COUNTY

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SAN BERNARDINO COUNTY

SAN BERNARDINO - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 2017 Gross Collect. \$383K w 2018 Projected at \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo, Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **NEW**

SAN DIEGO COUNTY

SABRE SPRINGS/POWAY - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. Fantastic opp. in one of S.D.'s premiere communities. Won't last! **SOLD**

SAN LUIS OBISPO COUNTY

CENTRAL CA COAST - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2017 Collections of approx. \$1.6M. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Refers out Implant placement, diff O.S., all Ortho, all Perio Surgery and most molar Endo. The two Sellers wish to work back for 8-24 mos. to facilitate a successful transition, & to wind down their careers with less administrative demands prior to retiring. This practice is ready to go to the next level & Sellers are anxious to help. **SOLD**

VENTURA COUNTY

VENTURA - (6) op comput. G.P. with Pano, Ceph, Laser & softdent s/w. Cash/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2018 Gross Collect. \$534K p.t. Does no adv. Refers most specialty work. Growth potential. **NEW**

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Avvo® Review #136
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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$629K

- Mix GP & Endodontic Practice.
- Mostly Cash/PPO. Some Cap.
- 3 Ops + 1 Plumbed, ~1,000 sf

Beverly Hills - Just Renovated

- Grossed ~ \$365K
- Good Location. 3 Eq. Ops.

Covina - New Listing!

- Front St. Location. Low overhead
- Mostly PPO/Dentical
- 4 Ep.Ops. + 3 plumbed.
- Starter Office, 2,000 sq. ft.

Glendale - Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Great Location: Commercial

Hawaiian Gardens - Gross ~\$355K

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill.
- 4 Eq. Ops + 1 plumbed

Lakewood - New Listing!

- Main intersection/Shopping Ctr.
- Gross ~ \$425K. 5 eq. ops. + 1
- Opens Mon-Thurs.
- Lots of outside referrals.
- ~70% Dental & 30% PPO/Cash

Lawndale - Equip. & Leasehold

- 5 Belmont Chairs, ~2,240 sqft
- Strip Mall, facing Main St.

Long Beach - Shopping Center

- Affordable Rent! Seller Retire
- Most Dentical, some CASH
- Currently Opens 3.5 days/wk

Los Angeles - New Listing!

- Starter Practice & Real Estate
- Freestanding Bldg at intersection
- ~ 1,245 sq.ft. + 3 Ops

Los Angeles - Gross ~ \$375K

- Opens 4days/wk. No Weekend
- Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Ops.

Los Angeles - Coming Soon!

- Grossed ~ \$750K
- Seller Retiring. Shopping Plaza
- 7 Eq. Ops+ 2 Plumbed.
- General & Ortho Office
- 40-60 new pts/month
- Associate Run Office

Monterey Park - Gross \$570K

- Large Shopping Center
- Mostly Cash/PPO
- Seller retires. 20 yrs. goodwill

Palmdale - Equip & Leasehold

- Reasonable rent. ~2,200 sq.ft.
- 5 Eq. Ops + 1 add'l plumbed
- Front street location

Pico Rivera - Busy Street!

- Nearby shopping plaza, 4 ops
- Reasonable rent. ~1,300 sf

Dental Practice for Sale Orange County, California

Anaheim - New Listing!

- Equipment & Leasehold
- Shopping Plaza facing main st.
- 4 Eq. Ops., ~1,200 sq.ft.
- West Anaheim close to Fwy 5

Cypress - Equipment & Leasehold

- Commercial plaza. ~1,900 sqft
- 6 Eq. Ops + 2 add'l plumbed.
- Easy access to freeways

Garden Grove - Corner Lot!

- Freestanding Building
- Contains Parking Lot.
- 3 Ops + 1 plumbed. ~1,600 sf
- Easy Access to Freeway 22

Garden Grove - Busv Street!

- Street Front Location! ~1,700 sf
- 3 Eq. Ops + 3 Add'l Plumbed

Laguna Hills - Shopping Center!

- Starter Office on busy street.
- 4 Equipped Ops. ~1,500 sq.ft.
- Opportunity for growth & expansion

Santa Ana - Starter Practice

- Front St. Location. Ample Parking
- New equipment & just renovated
- 2,000 sq.ft, + 5 Ops.

Dental Practice for Sale Riverside County, CA

La Quinta - Gross ~ \$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office
- 27-33 New Pts/month
- 10-12 hygiene days/month

Palm Springs -

Practice & Real Estate

- Gross ~\$1.1M. ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Monthly Cap Check ~ \$6-7K
- Freestanding Bldg w/parking
- Staffs to help with transition

Riverside - Shopping Center

- Reasonable Rent. ~1,200 sq.ft.
- 3 Eq.Ops + 1 plumbed
- Newly Renovated.

Dental Practice for Sale San Bernardino County, CA

Rancho Cucamonga -

- GP/Endo practice.
- Gross ~\$300K. Shopping Ct.
- PPO/HMO Practice. ~1275 sf

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street!

- Shopping center. 5 Eq. Ops.
- GP & Ortho & Implant Office

Dental Practice for Sale Northern & Central CA

Berkeley - Only Cash/PPO

- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

Fairfield - Seller Retiring

- Gross ~ \$205K. No marketing
- Opens 4 days/wk. No Weekend

Fremont - Pediatric Practice

PRACTICE & REAL ESTATE

- Grossed ~ \$431K, 4 days/wk
- ~ 95% PPO, 5% CASH
- ~2,400 sq.ft. 4 equipped ops.

Fremont - New Listing!

- Grossed ~ \$660K
- ~ 95% PPO, 5% CASH
- Commercial Bldg, good visibility
- Opens 4 days/wk.
- 15+ years of goodwill
- 5 Eq. Ops., ~ 1,625 sq.ft.

Fremont - Excellent Location

- Grossed ~ \$431 K
- Downtown Fremont/shopping Ct.
- Refers out complex procedures
- Reasonable Rent

Pleasant Hills - New Listing!

- Gross ~\$556K
- Doctor Retires. Long term Staff
- 1,200 sq.ft., 4 Eq.Ops. + 1 plumbed
- Refers out RCT, Implants, Peds

Milpitas - Gross ~\$510K

- Shopping center. Mostly PPO.
- 10 yrs of good will, ~1,900 sf
- 4 Eq. Ops + 2 add'l plumbed

Sacramento - Shopping Plaza

- Collects ~ \$337K
- Mostly PPO, some Cash & HMO
- 3 Eq. Ops + 1 plumbed Op.
- Reasonable rent.

San Jose - Equip. & Leasehold

- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- 3D Cone Beam CT Included

Dental Practice for Sale San Diego County, CA

Chula Vista - Gross ~\$555K

- Highly visible location.
- Lots of goodwill. ~1,600 sf.
- Mostly Cash/PPO, 4 Ops.

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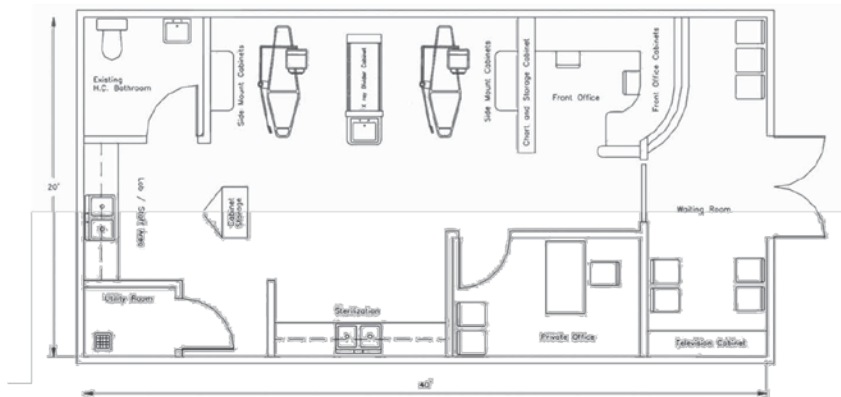
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General practice dental office for sale with 39+ years of goodwill in the San Fernando Valley, CA. Approx. 1,700 square foot office with 5 plumbed operatories, reception area, private bathroom, sterilization area and a private office. The practice operates Dentrix as their practice management software. The seller could stay on to help with transition if the buyer so desires. The practice in 2018 collected approx. \$970K. Send CV to: sanfernandovalleydds@gmail.com

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GREATER VACAVILLE — 2 Ops, approximate 1,200 SF. Dexis, Dextrix. 2017 GR \$449K, 32 avg. Dr. hours/week. HSPPT-Jay Harter 916-812-0500-#CA556

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SF Marin County, General practice for sale. Beautiful, modern, long established office in Marin with loyal, affluent patient base. Revenues of 900k+. Excellent practice for experienced dentist. Asking price \$875k. Approved financing available. Please send resume to ddsbayareasales@gmail.com.

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- **Chula Vista | \$455,000 | 5 ops** | Well-established general practice in a lovely neighborhood. Beautiful bay windows in every operatory, an open floor plan, and a fantastic reputation! Call Linda at (619) 933-6225.
- **Pacific Beach | \$397,000 | 3 ops** | State of the art practice with well trained staff. Call Linda at (619) 933-6225.
- **Escondido | \$180,000 + \$420,000 real estate | 2 ops** | Charming, free-standing building. Great general practice has room to expand to 4 ops! Call Linda at (619) 933-6225.
- **San Diego | \$1,250,000 | 5 ops** | This is a super-premium, high-tech practice in prime location! Call Linda at (619) 933-6225.
- **Chula Vista | \$125,000 | 4 ops** | Large, unique general practice features 4 equipped ops, a full kitchen, and living room. Features a reasonably priced and ultra-convenient month-to-month lease! Call Maricelle at (858) 722-7461.

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Orange County, Los Angeles, & Ventura

- **Glendale | \$662,000 | 4 ops** | Well-established practice in highly desirable neighborhood. Open parking lot in shopping center location. Collected over \$839K in 2017. Call for Arek for details at (213) 340-4375.
- **Camarillo | \$400,000 | 4 ops** | Located in a medical complex and near a large hospital, this beautiful practice features 4 well-equipped ops and a highly visible and easily accessible corner location! Call Ken at (805) 338-5850.
- **Long Beach (Bixby Knolls) Dental Office | 2865 sq ft office + 2800 sq ft residential** | Is it time to be your own landlord? Great opportunity in Bixby Knolls. Call Darren Sharp at (805) 338-5850.
- **Huntington Beach | \$120,000 | 4 ops (3 equipped)** | Well established practice located in a busy corner shopping center with a Starbucks! Just off the 405. Call Maricelle at (858) 722-7461.
- **Marina Del Rey | \$460,000 | 5 ops (4 equipped) | 2,400 sq ft** | Over 30 years of goodwill! Great practice located in a beautiful, modern, recently remodeled professional building. Tons of opportunity here! Call Ken at (805) 338-5850.
- **Long Beach (Bixby Knolls) | \$225,000 | 5 ops (3 equipped) | 2000 sq ft** | Long established practice located in a free standing building in the heart of Bixby Knolls! Seller is retiring. Call Ken at (805) 338-5850.
- **Newbury Park | \$375,000 REDUCED | 4 ops | 1,739 sq ft** | State of the art paperless practice in a beautiful medical building near a busy shopping center. Beautiful interior with incredible design. Call Darren at (805) 878-0633.
- **Newhall | \$300,000 | 5 ops** | Modern paperless practice in a high traffic shopping center with 5 beautiful and modern ops. Call for Arek for details at (213) 340-4375.
- **Camarillo | \$275,000 | 5 ops** | Large office in professional building. Seller is practicing just 2 days per week. Great opportunity to grow and profit from your own practice! Call Ken at (805) 338-5850.
- **Camarillo | \$240,000 | 3 ops** | Great practice on a busy corner near residential shopping! Call Ken at (805) 338-5850.
- **Oxnard | \$160,000 + real estate available | 4 ops** | Clean, professional office sits in a unique medical building with lush landscaping and water features in an enclosed courtyard. Call Ken at (805) 338-5850.

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Santa Barbara & San Luis Obispo Counties

- **Northern Santa Barbara County | Collected \$1.8MM in 2018 | large, multi-specialty practice** | Well established, high tech, paperless practice. Great referral base and CAD-CAM. Very profitable practice in an attractive location. Contact Darren for more information at (805) 878-0633.
- **Central Coast Beach Town | Collected \$1.7MM in 2018** | Fantastic opportunity. Call Darren at (805) 878-0633.
- **Santa Maria | \$360,000 + real estate available | 4 ops** | Very nice office near medical buildings in the heart of Santa Maria. Plumbed for nitrous. Real estate also available for sale. Call Darren at (805) 878-0633.
- **Santa Barbara | \$165,000 | 2 ops** | Located in a busy shopping center near the freeway. Room for another operatory. This is a great opportunity to grow a practice. Call Darren at (805) 878-0633.
- **San Luis Obispo Perio | \$640,000 | 4 ops** | Fantastic perio practice in an incredible location! (805) 878-0633
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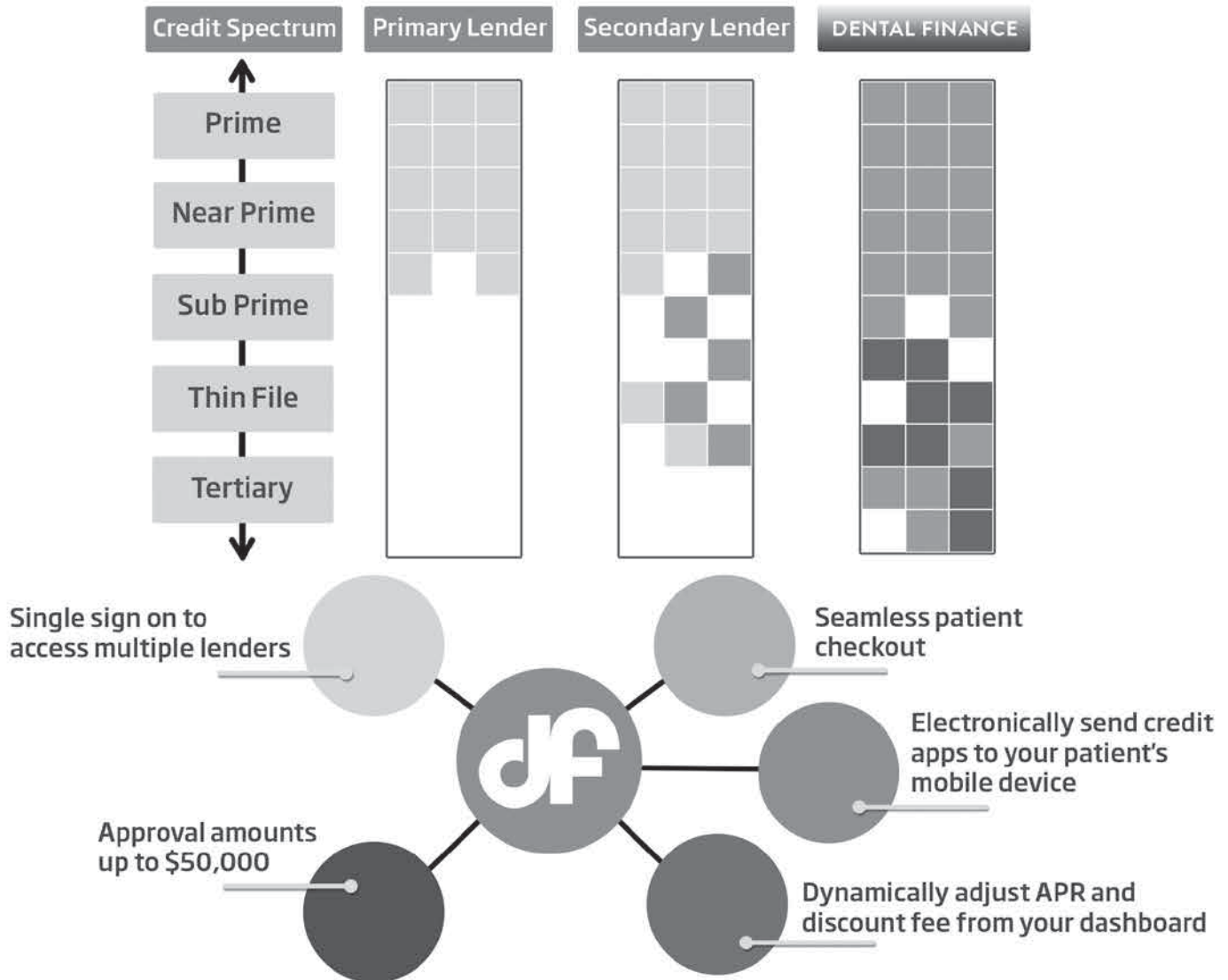
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- **Santa Clara | \$220,000 REDUCED | 3 ops** | Get a jump on your start-up! Call Brian at (707) 898-0842.
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DDS/Broker

ASK THE BROKER

If you have been thinking of retiring, this year might be a good time to do it!

Years ago, the JADA published an article with the prediction that an extremely large number of practices would hit the market when "baby boomers" start to retire. That "excess" of practices for sale was predicted to start happening around 2012. That prediction was delayed by the 2009 "crash" as the "boomers" had to hold onto their practices to make up for losses in their retirement portfolios. Well, we are now starting to see a significant interest in those boomers starting to retire and the supply of practices on the market is rising. Basic economics of supply and demand dictate that the greater the supply, or the lowering of demand, will result in a negative influence in market pricing. Unfortunately the Millennial mindset of not wanting to own a practice combined with the enormous debt of the recent dental school graduate is also lowering the demand for practices in the marketplace. Therefore we have a unique situation where market pricing is now being negatively influenced by both sides of the equation.

I have always advised my clients that are thinking of retiring to usually do so when they simply do not want to pick up the drill anymore, as compared to retiring early before their practice numbers begin to wane. Of course, that decision needs to factor into other financial and personal needs, but if you are leaning towards the retirement side of that equation, sooner than later might be good advice in our current situation. We are always happy to give you a free consultation on your local dental practice sale market and look at your specific needs.

I have written a book *"Top 10 Issues for Dentists Contemplating Retirement in 10 Years or Less"* that we will send you at no charge if you simply call or email us for a copy. It details many issues such as the lease, capital expenditures for equipment, and when to remodel the office. Please contact our office via email at wps@succeed.net or call 800-641-4179 to receive your free copy.

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions. Contact Dr. Giroux at wps@succeed.net or 800.641.4179

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NORTHERN CALIFORNIA

CAMPBELL - A great opportunity in this beautiful practice established in 1993 on one of the city's busiest thoroughfares. 3 Fully Equipped treatment rooms and room to expand in 1550 Sq. Ft. with every amenity including Dentrax Software with 10 Computer Workstations, Dexis Digital X-Ray, Cone Beam Imaging, Laser and fiber optics. 2017 Revenue of \$864,000 with 3 year average adjusted net of \$345,000. This West Valley office also has a great lease and owner willing to work back for the right buyer. #CA528- Jim Engel - 925-330-2207

CASTRO VALLEY - Great history in this neighborhood practice on one of the city's busiest thoroughfares. This 1800 sq. ft. stand-alone office has housed a Dental Practice for over 50 years and well established with the past 3 owners. Five completely furnished treatment rooms, Digital Pan & Dexis Digital Sensor, Dentrax PMS with 11 workstations. 2017 Revenue of \$354,000 on 2 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA534- Jim Engel - 925-330-2207

CHICO - General Dentistry Practice with 7 Operatories, Dentrax, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with current and previous owner. 6 days of hygiene per week. 2016 Gross Receipts of \$715K and Adjusted Net Income of \$212K. Building also available for sale. #CA402- Steve Caudill - 951-314-5542

CONTRA COSTA COUNTY - Successful Multi-Specialty Dental Practice is selling the Goodwill/Records for only the Pediatric portion of the Practice. Practice is 11+ years old with a loyal following. Buyer must be located within 15 miles of Contra Costa County such that the parents of the Pediatric patients will still be within driving range for other (non-Pediatric) dental services available at the Selling Practice. Existing base of patients is accustomed to digital sensors, intra-oral camera usage, panoramic x-rays, pre-booked and regular hygiene appointments, on 3 days per week of office hours (Tuesday, Wednesday, and Thursdays), and with the acceptance of PPO (70% estimate), Cash (20% estimate), and HMO (10% estimate) insurance reimbursements and payment options. Asking Price is below the recent appraised price, and 2018 Gross Receipts (for the Peds-only portion of the practice) were \$604,000. The Orthodontic-only portion of the practice is currently being valued, and will also be available for purchase. #CA576- Jay Harter - 916-812-0500

EL DORADO COUNTY - New office manager 9 months ago and practice is booming! 1,200 sq. ft. office with 3 Operatories, equipped with Pano, and EZ 2000 software. Dexis digital x-rays in all ops. 2 intra-oral cameras. Q1 2018 collections of \$152,037 per week compared to 2017 Collections of \$414,405 on 3 day week. Great satellite practice or build into full time practice. This is a nice practice with low rent in an area of little competition. Owner is ready to retire and has significantly reduced the asking price. #CA390- Thomas Wagner - 916-812-3255

FREMONT - The perfect practice for first time buyers or established owners looking to expand. Established over 30 years in this fast-growing center of the lower East Bay with access to major highways and bridges. 4 fully equipped treatment rooms in approx. 1800 sq. ft. with Dentrax PMS, Digital X-Ray, Diode Laser and Intra-oral Camera. 2017 Gross Revenue of \$446,000 on a 3 day work week including 3 days of Hygiene. Seller will help with a smooth transition. Practices in this area go very quickly, so don't waste any time securing this great opportunity. #CA547- Jim Engel - 925-330-2207

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% of 2017 COLLECTIONS OF \$699,586. 25 minutes from El Dorado Hills. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrax software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER RENO/LAKE TAHOE AREA - Digital practice operating at same location for approximately 40 years (owned by the selling dentist for past approx. 20 years), with 1,600 SF design in a great Professional Office location. Approx. 54% of revenue is from "Out of Pocket" patients, with remaining from PPOs and Delta Premier. Practice has 4 Ops (with 2 additional plumbed and available to be equipped in contiguous space). Digital digital sensors, Patient Education Software, Instrumentarium digital pano x-ray, and well-maintained equipment. 56 average hours of Hygiene per week, with Hygiene patients booked out at 3, 4 and 6 month recare appointment intervals. 2017 Gross Receipts were \$994,000 on 32 average Dr. hours (4 days) worked per week, even though staff is there 5 days per week. #CA552- Jay Harter - 916-812-0500

GREATER ROSEVILLE/ROCKLIN - Well-designed 5 Op, PPO practice, in approx. 1,495 sq. ft. office located in great commercial location. Dentrax software, Suni digital sensor, laser, and intra-oral camera. 2017 GR of \$527,000+ on 3-day week. #CA513- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - NEW LISTING - GP Practice available for purchase with its own Dental Office Condominium Building also available for purchase. PPO Practice has been in a stable community for approximately 33 years in a well-known dental and medical area. 1,392 +/- SF office with 4 Operatories including 7 computer stations, 2 digital x-ray sensors, imaging system, and an intra-oral camera. 2017 Gross Receipts of \$652K. #CA561- Jay Harter 916-812-0500

GREATER SACRAMENTO - Greater Sacramento North Area: Modern and digital PPO Practice at same location for approximately 10 years, with an impressive 1,664 SF design, hardwood floors throughout, separate children's reception area... all in a growing Suburban part of town Office & Retail location. 4 Ops (with a 5th available to be equipped), Higher-End T.I.'s, Intra Oral Camera, Gendex Digital Sensor, Nomad x-ray, Imaging System, Patient Education Software, Pano x-ray, Fiber Optics, and Laser (average equipment age 5 years). 4 days/week of Hygiene, Hygiene schedule booked out 4 weeks in advance, 2017 Gross Receipts at \$755,000 on 33 average office hours per week. #CA550- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dentrax G5.2" PM software, separate lab, separate patient consult room, "Global" microscope, air abrasion unit, computers in all ops, and an intra-oral camera. Practice and office condo located in a quality dental building with plenty of windows, and good traffic-count location. 2017 GR of \$1,036,000 on 4-day week. Office condo must be purchased with practice - no exceptions. #CA545- Jay Harter - 916-812-0500 or Tom Wagner - 916-812-3255

GREATER SACRAMENTO - Greater Sacramento - El Dorado Hills/Folsom Area: Beautiful and established practice with high-end tenant improvements and neighborhood. 3 Op. PPO practice with a 4th to be built out, in approx. 1,399 Sq Ft office located in a busy retail/mixed-use commercial buildings on high-traffic count in a great El Dorado Hills/Folsom area neighborhood. SoftDent software, Carestream digital sensors, and intra-oral camera. 2017 GR of \$506,320 on a 4.25-day week. #CA543- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Well-designed 4 op practice in approx. 1,500 sq. ft. office located in a professional building on a major thoroughfare. Office includes digital x-rays, digital Pan/3D/CBCT, Intra-Oral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - PRICE REDUCED BY \$100K! - Beautiful, modern, and upgraded re-model and mostly new equipment installed in late 2015. Dental Practice currently consists of a General Practice with Specialty in the same suite, all under one roof in approximately 3,500 square feet. Total of approximate 5,000 square feet stand alone, tile roof, Dental Office Building is also available for purchase, with an approximate 1,500 square foot leased tenant in place. Dental Practice was recently converted from Medi-Cal and is now 90% HMO and 10% PPO Practice, and has been in a stable community for approximately 4 years. 9 fully equipped Operatories, including 16 computer stations, a walk-through sterilization room, 2 digital Dexis x-ray sensors, imaging system, intra-oral camera, and a digital panoramic x-ray. 2017 Gross Receipts \$1,134,000 and 2018 "Quickbooks" reported Gross Receipts (needs verification) \$680,000. Asking price is well below recent appraised price. #CA567- Jay Harter - 916-812-0500

GREATER SACRAMENTO - GP practice w/4 ops, pano, digital x-rays, Cerec, offers out Ortho, Endo, Perio, Oral Surgery, and implant placement. 2016 Collections \$1.0M+. Stand-alone building selling with practice. #CA479- Thomas Wagner - 916-812-3255

GREATER STOCKTON - NEW LISTING - Specialty practice GP Limited to Pediatric Dentistry operating at same location for approximately 17 years. Approximate 1,169 SF design in a great Professional Office Building and location in a great area of Stockton. Delta PPO, Delta Premier, and Cash Out of Pocket patient base. Practice has 3 Ops with 2 "Gendex" digital sensors, Patient Education Software, 3 "Cavitron" units, and 1 Nitrous Oxide unit with well-maintained equipment. 12 average hours of Hygiene per week, with Hygiene patients booked out 6 months in advance. 2017 Gross Receipts were \$273,000 on an average 3 day work week (24 hours worked per week). Nice "All-Peds" practice with décor and layout designed to attract children and place them at ease for their dental experience. #CA555- Jay Harter - 916-812-0500

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GREATER VACAVILLE - NEW LISTING - Dental Practice and Dental Building available for purchase... an established 40+ year GP PPO and "Cash" Dental Practice with a prime Downtown Professional Office Dental Building in a desirable high traffic count location. Approximate 700 SF design with appealing decor, 2 Operatories, a Dexis digital sensor, and well-maintained equipment average age of 5 to 6 years old. 16 average hours of Hygiene per week, with Hygiene patients booked for 6 months. Steady growth reported for past 3 years with 2017 Gross Receipts at \$449,000 on 32 average Dr. hours (3.5 days) worked per week. Dental Building purchase required with the purchase of this Dental Practice. #CA556- Jay Harter - 916-812-0500

HAYWARD - This great neighborhood practice is located on one of the city's busiest thoroughfares. This 1,900 sq. ft. stand-alone office has housed a Dental Practice for over 30 years and very well established in the neighborhood. Four completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor & Dextrix PMS with 9 workstations. 2017 Revenue of \$306,000 on 2-3 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA535- Jim Engel - 925-330-2207

LOS ALTOS - Great location and even greater 30 year history for this mid-peninsula practice on the city's busiest thoroughfare. 2017 Revenue of \$618,000 with very strong adjusted net of 44%. 6 Treatment rooms (three equipped) with Panoramic, Intraoral Camera and Soft Tissue laser housed in 1520 square feet and excellent gross lease. Eaglesoft PMS and lots of upside potential with nearly 1300 active patients. Sellers are retiring but will work with the right buyer for a smooth transition. #CA496- Jim Engel - 925-330-2207

MARIN COUNTY FACILITY ONLY - Highly desirable Dental Facility in the Business center location of Marin County. The office is directly across from Northgate San Rafael shopping mall, restaurants, professionals, and near Kaiser Medical center just off 101 freeway. Everyone's response seeing the office "Wow, what a gorgeous million dollar view!" Newer 2013 build out-custom designed with high-end equipment in excellent brand new condition. Has 3 fully equipped Op's, bright and airy spacious layout in approx. 802 square feet. Includes Private Office, Reception area, Planmeca Digital Pano, Digital Sensor, Intraoral Camera, Sterilization w/ plenty of storage and cool storage. Paperless office, Eaglesoft software with 5 computer workstations. This well-maintained executive professional building is actively occupied and has on-site management support. This is not typical blank slate, but has a bonus of patients, active production/ collections, and business operations in place to start producing revenue immediately. Pristine relaxing work environment. Remarkable opportunity to merge or work in an established facility to make a practice of your dreams! This will not last! #CA502- Gina Miller - 707-391-7048

MILPITAS - Beautiful water features throughout this well maintained professional building on the busiest thoroughfare linking Hwy 680 to 880 and beyond. 5 fully equipped treatment rooms in 1650 sq. ft., including Dextrix PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. 2017 GR of \$786,000 with 4 days of Hygiene. Owner is downsizing from multiple offices but will help with a smooth transition. #CA549- Jim Engel - 925-330-2207

PITTSBURG - Practice and Real Estate available in this fast growing Contra Costa County community on the edge of Suisun Bay. This area boasts temperate weather throughout the year and affordable housing attracts busy professionals as well as agricultural workers from the Eastern counties. The stand-alone building of 1,000 sq. ft. has housed a dental practice for over 20 years, has 7 treatment rooms (5 equipped), with Paperless Charts, Dexis Digital X-Ray, Planet DDS/ Denticon Software and Panoramic X-Ray. 2017 Revenue of \$781,000 with 4 days of Hygiene and over 900 active patients. Owner is scaling back but will help with a smooth transition. #CA493- Jim Engel - 925-330-2207

REDDING - Well-established 2,600 sq. ft. practice with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dextrix software. Averaging 20+ new patients per month and high end-of-mouth referrals. Great hygiene program and long history of collecting over \$1M in Gross Receipts. #CA515- Valerie Higgins - 209-627-9347

SACRAMENTO - Great Sacramento Location - 3 Ops, shopping center location, digital X-Ray ready to move in to. 2017 Collections of \$572,130 (From 2017 Corp. Tax Return), open 30 hours a week, 29 years goodwill. #CA527- Steve Caudill - 951-314-5542

SACRAMENTO - Efficiently-designed 3 Op. PPO practice, in approx. 1,050 Sq Ft office located in busy office/mixed use commercial building on high-traffic count Howe Avenue. Long term history with practice located in the same building for 30 years, plus opportunity to expand into adjoining space if desired. Eaglesoft software, Schick digital sensors, and intra-oral camera. 2017 GR of \$668,131 on 4.5- day week. #CA519- Jay Harter - 916-812-0500

SACRAMENTO - Price Reduced: practice selling for approximately 61.19% of 2017 collections. 1,150 sq. ft. office with 4 operatories. Equipped with Intra-Oral camera, Dexis digital x-ray, and Carestream software. Established over 30 years, 2017 Gross Receipts of \$558,890. #CA424- Thomas Wagner - 916-812-3255

SAN FRANCISCO - Long-Established 35 Years Restorative & Cosmetic Multi-Specialty Prosthodontist Practice. Desirable San Francisco location between Financial District and Union Square. Hard to find Large 2,463 sq. ft. leased space with in-house working Lab. Seasoned 30 yrs. experienced Lab Technicians on-site. 4 Operatories, 2 fully Equipped Lab rooms, and opportunity to expand. Dextrix and CareStream Digital X-ray with 9 workstations. Specialty providers are brought in-house including Endodontist and Periodontist offering Full-Service Dentistry for patient's comprehensive care. 2017 Gross Receipts of \$613K working 3 Days a week. Great location and price for this practice. #CA529- Gina Miller - 707-391-7048

SAN JOSE - This West Valley High End Restorative and General Practice boasts 3 year average revenue of \$1.2M with over \$500K average Adj. Net on a 4 day work week. 100% FFS with 3 fully equipped Ops in 1,100 Sq. Ft. plus 500 Sq. Ft. of finished attic storage. Cone Beam Imaging, Schick Sensors, Lasers and nearly every technology to launch your dream office. Great lease at well below market rent of only \$3,269.00 per month. Seller will work back to mentor the buyer. Great practice, great cash flow and great location near major shopping mall to build your future career! #CA506- Jim Engel - 925-330-2207

SONOMA COUNTY - Large General Family Practice serving the community with over 31 years of Goodwill. Solo dentist owner with In-house specialists. 2018 Gross Receipts above \$2,800,000. Free-standing building 3,000 Sq. Ft. Prime Real Estate, highly visible location off a major freeway and intersection, corner lot located 1 hour North of San Francisco. Averages 72 New patients per month and 10 days of Hygiene per week. 6 Fully equipped treatment rooms. Modern and High Tech with every amenity: Panoramic X-ray, Dexis Sensors, Intra-Oral cameras, Laser and Fully Paperless utilizing Dextrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1890 sq. ft. stand-alone building four (4) fully equipped treatment rooms with room to expand. 39 years of Goodwill caring for families and adults. 2017 Gross Receipts \$529,000 on 3 day work week with 3.5 days of Hygiene. Computerized throughout, Dexis Digital x-ray, Dextrix PMS, intra-oral camera and laser. Has great visibility and easy access on scenic highway with proximity to large active retirement community and adjacent to village shopping plaza. Opportunity to own Prime commercial real estate, 14,400 sq. ft. parcel with picturesque vineyard and mountain views. Real Estate to be sold with practice or option to lease. Doctor is looking forward to retirement. #CA563- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - Stunning, Modern General Practice offering a broad range of service. All (6) six treatment rooms have serene window view in spacious 2,200 sq. Seller-owned facility. 2018 Gross Receipts of \$802,000 with four (4) days of Hygiene. Dexis Digital X-ray, Dextrix PM, Intra-oral Camera, Laser. Exquisite, MOVE-IN READY, will not last in a fast-growing demographic area. The owner is downsizing from multiple offices but will help with a smooth transition. #CA564- Gina Miller - 707-391-7048

TRI-VALLEY/EAST BAY - ENDODONTIC LISTING - Continue the great history of this Tri-Valley Endo office which has operated in the same location for 25 years. 3 fully equipped treatment rooms with room to expand in this well decorated 1300 sq. ft. office. TDO imaging software, 4 computer workstations, Digital X-Ray and Global Microscope. 2017 revenues of \$341,000 with adjusted net above 38% on a reduced schedule. Owner is retiring but willing to help introduce referral base and guarantee a smooth transition. #CA526- Jim Engel - 925-330-2207

VALLEJO - Great history for this Practice and Real Estate in this waterfront community. Easy commuting distance to San Francisco, East Bay and Marin communities. Real Estate includes 1250 sq. ft. office plus a basement and two rental units of 750 sq. ft. each. 2017 Revenues of \$736,000 on 3 1/2 day work week. 3 totally equipped treatment rooms with excellent condition equipment, Eaglesoft PMS with 6 workstations, Digital X-Ray and CAD/CAM. Real Estate has been meticulously cared for and newly painted. Owner will help with Real Estate financing and retiring after 45 years in the town he grew up in. Don't miss out on owning your own office and avoid increasing rents over the next 30 years. #CA521- Jim Engel - 925-330-2207

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VISALIA- PERIO LISTING - 4 Operatories, fully furnished is now available in Visalia. Seller works 3 days a week, and owns the building, will consider selling the building also. 2,000 sq.ft. suite with 40 years of goodwill. 2017 Gross Receipts of \$356K, great location and price for this practice. #CA512- Steve Caudill - 951-314-5542

VISALIA - Great location in Visalia, office established 20+ years (since 2013 with current owner), 6 Ops in approximately 2,700 sq. ft. (to be verified), fully furnished free-standing building with major Street frontage and signage also for sale, located across the highway from the Hospital. Equipment is only 4 years old, using Dentrrix software, Digital X-ray and Pano. This is a PPO and Cash practice (no HMO or Denti-Cal), \$585K Collections in 2017. Great opportunity to own the building and practice. #CA536- Steve Caudill - 951-314-5542

WESTERN CONTRA COSTA CO. - Beautiful, professionally designed office sits in the heart of a high-end Retail Center with Home Depot, Big Lots and many other retail, service businesses and restaurants. Fully digital, Paperless Charts, Digital Pan and Digital X-Ray. Eaglesoft PMS with 9 workstations and 3 Schick Sensors. 2018 Collections of \$764,000 with 5 days of Hygiene and averaging 65 new patients per month. Housed in 1,625 sq. ft. with four (4) fully equipped treatment rooms and one (1) plumbed but not equipped. Average age of the equipment is 7-9 years and truly beautiful inside. Seller is relocating out of the area but will help with a smooth transition. #CA569- Jim Engel - 925-330-2207

WOODLAND - 8 Operator office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 2017 Gross Receipts of \$770K. Our seller is retiring, this is a great location with potential for increased collections. #CA497- Steve Caudill - 951-314-5542

CENTRAL CALIFORNIA

CENTRAL COAST - Endodontic Practice - 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2017 Gross Receipts of \$1.0M+ with \$607K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

FRESNO - PERIO/IMPLANT: 6 Ops fully furnished, digital X-Ray, large office with conference room for teaching and study groups, works only 2 days a week, 20 years good will, cash only no insurance plans. Great location and ready to move into and work. Perfect part time office or expand to full time. Collections increasing each year with 2017 at \$649,621, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

GREATER MODESTO - Nicely designed, updated, and established practice in the same location for nearly 55 years. 4 Op. practice in approx. 1,400 Sq Ft office in a historically stable community with a well-insured patient base. DentPro PM software, 4 intra-oral cameras, with some back-up equipment included. 2017 GR of \$366,000 on a 3 day Dr. work week; 2018 GR reported at \$408,000 (to be verified). Seller reports that practice is located in one of the highest income per capita communities in the general area. Dental Practice owner/user office building must be purchased with this Practice. #CA546- Jay Harter - 916-812-0500

MADERA - General Dentistry Practice. 2017 & 2016 average gross receipts \$809K with a 52% overhead. Office has been in same location for 30 years. Dexis and Dentrrix software. 7 Ops. 10 days of hygiene. #CA541- Jay Harter - 916-812-0500

MADERA - PRICE JUST REDUCED \$100,000! North Fresno / Madera area: PPO Practice situated in a beautiful, approximately 1,800 SF modern office with newer equipment, easy access and great visibility. The practice is doing minimal marketing and has exhibited steady growth by word of mouth and referrals. Practice is family-oriented serving diverse ethnicities and mix of socio-economic income. Is situated in a professional medical area, includes its own parking lot, and consists of 4 operatories with room for a 5th (not currently plumbed). Practice layout has a spacious reception area, lab, sterilization, staff lounge, ample storage, doctor private office, and business consult office with 2 restrooms. Includes Eaglesoft PM software, Dexis digital sensor, intra-oral camera, Rotary Endo system, and Patient Education software. 2017 Gross Receipts approximately \$233,000 on 2 Dr. production days per week. Building facility also available for purchase with the Practice. #CA542- Jay Harter - 916-812-0500

MADERA - NEW LISTING - General Dentistry Practice and Building. Centrally located, high visibility. 3,141 sq. ft. with 7 Operatories, Dexis Digital x-rays, Invisalign, Delta PPO. \$968K Gross Receipts with low overhead. #CA566- Jay Harter - 916-812-0500

SOUTHERN CALIFORNIA

APPLE VALLEY - NEW LISTING - General Dentistry practice with 3 Ops has 50 years of Goodwill. Practice utilizes EagleSoft, digital x-rays, intra-oral cameras, laser, and a Digital Pan/Ceph. Doctor and Hygienist both work 3 days/wk. 2017 GR of \$381K with \$113K Adj. Net. #CA557- Kerri McCullough - 949-300-0312

BAKERSFIELD - PRICE REDUCED! General Dentistry with 8 Ops, 5 equipped is located in a duplex building with great signage in front. 2018 GR \$578K with room to grow as most specialty work is referred out. This is a PPO/Denti-Cal practice, small amount of HMO. #CA459- Kerri McCullough - 949-300-0312

BREA - General Dentistry Practice with a 40+ year history in Brea is now available. Practice features 5 Ops, 4 Equipped, is paperless with Dentrrix, Dexis Digital X-rays. Strong hygiene program in place with most specialty procedures referred out. 2017 GR of \$724K with \$253K Adj. Net. #CA548- Kerri McCullough - 949-300-0312

CENTRAL ORANGE COUNTY - NEW LISTING - General Dentistry Practice with 3 Ops, Paperless and digital, located in a retail center on corner of a busy intersection. 2017 Gross Receipts of 415K with 148K Adj. Net Income. #CA554- Thinh Tran - 949-533-8308

COVINA - This General Dentistry Practice with 5 Ops features SoftDent, Digital X-rays, Intra-oral camera, Microscope, and Digital X-ray. Great location. Strong hygiene program is in place and most specialty work is referred out. 2017 GR of \$960K with \$406K Adj. Net. #CA533- Kerri McCullough - 949-300-0312

GLENDALE - NEW LISTING - General Dentistry Practice with 4 Ops, 3 Equipped features EagleSoft, Digital X-rays, Intra-oral camera, and newer equipment. Convenient prof. building location. 2018 GR \$508K with \$249K Adj. Net. #CA575- Thinh Tran - 949-533-8308

GLENDALE - NEW LISTING - Well-established, restorative-driven 4 Op General practice in a professional building. Retiring seller with 14 years of Goodwill. A-dec equipment, CEREC, and Dexis Digital X-rays. Strong hygiene program with 35+ hours of hyg./week. 2018 GR \$544K. #CA573- Thinh Tran - 949-533-8308

GREATER LOS ANGELES AREA - PERIODONTAL - 5 Ops, Dentrrix, Digital X-rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2018 GR of \$724K. #CA173- Kerri McCullough - 949-300-0312

IRVINE - NEW LISTING - 6 Ops, 5 Equipped, Digital X-rays, Digital Pano, Laser, and PracticeWorks in an amazing location. All FFS with 45 years of goodwill and most specialty procedures referred. Strong Hyg. program and long-term staff. 2018 GR of \$713K. #CA582- Kerri McCullough - 949-300-0312

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thinh Tran - 949-533-8308

LAKE ARROWHEAD/SAN BERNARDINO MTNS. - Price Reduced! Long-established PPO/FFS practice with 6 Ops is computerized with SoftDent, Dexis digital x-rays, intra-oral camera, Pano, and laser. Strong Hygiene/soft tissue management program in place with 7 days/ of Hyg./wk. 2017 GR of \$1.14M with \$368K Adj. Net. Real estate is also for sale. #CA517- Steve Caudill - 951-314-5542

LONG BEACH - General Dentistry Practice with over 25 years of Goodwill is now available in Long Beach. The 1,700 sq. ft. ground-floor corner that houses the practice was remodeled 5 years ago. Also available for sale. The paperless practice has 6 Ops, Dentrrix, Dexis digital x-rays, a digital Pano and a laser. 4 days of hygiene per week. 2017 GR of \$492K. #CA499- Thinh Tran - 949-533-8308

LOS ANGELES - HANCOCK PARK - NEW LISTING - General Dentistry practice with 4 Operatories, street frontage and signage with parking in the rear. This office has been a Dental practice since 1928. Doctor retiring due to illness. 2017 Gross Receipts of \$365K, older office equipment in a great location. #CA565- Steve Caudill - 951-314-5542

LOS ANGELES - WEST SIDE - General Dentistry practice with 4 Ops is now available on the Westside LA Area. This practice's location is convenient to all of the Westside and features SoftDent, Intra-Oral Camera, and Laser. Our retiring doctor has a strong hygiene program and refers out most specialty work. 2017 GR \$600K with \$171K Adj. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in a great Brentwood professional building. EagleSoft, CEREC, and has on on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2017 GR of \$680K. #CA539- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY - NEW LISTING - General Dentistry practice with 5 Ops, open since 1965! Dentrrix and digital Pano. Our retiring seller will assist with a smooth transition. Great single-story professional building location near residential, schools, and businesses. 2017 GR of \$249K with room to grow as most specialty procedures are referred out. #CA558- Kerri McCullough - 949-300-0312

ORANGE COUNTY PERIODONTAL - Long-established Perio practice located in Orange County is now available. The practice operates 4 days per week and has 9+ days of Hygiene per week. The retiring seller has approximately 18 NP/month with a strong referral base of local dentists. Long history of collecting over \$1M per year with last year's Adj. Net of \$498K. Great opportunity! #CA520- Kerri McCullough - 949-300-0312

ORANGE COUNTY ENDODONTIC - This 5 Op, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera. The office is in a professional building with 42 years of goodwill with our retiring seller and previous owner. 2017 GR of \$670K with very low overhead. #CA532- Kerri McCullough - 949-300-0312

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PASADENA - This 5 Op General practice is being sold in conjunction with the building, which features the suite the practice is housed in plus another leased dental suite. The suite is 1,586 sq. ft. with a total building square footage of approximately 2,880 sq. ft. The building is located on a well-traveled street with parking. SoftDent, paperless, CareStream Digital X-rays, and an Intra-Oral Camera. 3 days of hyg./wk. 2017 GR \$473K and \$115K Adj. Net with our retiring seller working only 3 days per week. This is a one-of-a-kind opportunity to own a practice with real estate in beautiful Pasadena. #CA505- Kerri McCullough - 949-300-0312

RANCHO CUCAMONGA - General Dentistry practice with 7 Ops is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dentrux software and Dexis Digital X-rays, an Intra-oral camera, Digital Pano, and is partially paperless. The practice also has an Ortho bay with its own waiting area. Great opportunity! 2017 GR of \$839K with \$158K Adj. Net. #CA514- Thinh Tran - 949-533-8308

RIVERSIDE COUNTY - This General Dentistry Practice with 4 Ops is turn-key with a beautiful design. In a single-story professional building that houses the practice and one other suite with signage. Practice utilizes Dentrux, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - General Dentistry Practice with 4 Ops in a desirable San Fernando Valley location is now available. Practice utilizes Patient Base, Digital X-rays, and an intra-oral camera. Strong hygiene program with 6 hygiene days per week. Most specialty procedures are referred out to local specialists. 2017 GR of \$630K. #CA537- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - Large General and Multi-Specialty with 13 Ops plus an open bay Pedo room with 4 chairs and a separate waiting room. 3 x-ray tech areas with a total of 6 chairs and a digital x-ray lab on site, multiple sterilization areas and much more in 8,019 sq. ft. Practice utilizes EagleSoft and has a total of 18 hygiene days per week. GR of \$3.6M+ with \$952K Adj. Net. #CA488- Kerri McCullough - 949-300-0312

SANTA ANA/TUSTIN BORDER - General Dentistry Practice with 4 Operatories features Digital X-rays and Open Dental software. Practice has over 50 years of goodwill and most specialty procedures are referred out. 2018 Gross Receipts of \$291K. #CA583- Thinh Tran - 949-533-8308

SANTA MONICA - General Dentistry Practice with 2 Ops in a centralized location with great street visibility is now available in Santa Monica. Practice features CareStream software with digital x-rays. 2017 Gross Receipts of \$644K with \$382K Adjusted Net Income. #CA525- Kerri McCullough - 949-300-0312

SANTA MONICA - This turn-key General Dentistry practice with 4 Ops, 3 equipped, is located in a professional building convenient to all of Santa Monica and the South Bay. Seller is the only dentist in the building. Practice utilizes Open Dental, Digital X-rays, and is Paperless. 2017 GR \$660K with \$284K Adj. Net. #CA511- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - *NEW LISTING* - This 6 Op practice is brand-new on the market. Practice utilizes Dentrux, Digital x-rays, Laser and has 6 days of Hyg./wk. 40+ years of goodwill in a very desired area of the South Bay. 4½ day work week. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - *NEW LISTING* - General Dentistry practice with 7 Ops is now available in a great sought-after South Bay neighborhood. Practice utilizes Dentrux and Dexis, Laser, has 6 days of hygiene and is located in a professional building. This is a fantastic opportunity to own a thriving practice in the South Bay. 2017 GR \$769K with \$266K Adj. Net. #CA560- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA IMPLANTS/ ORAL SURGERY - Practice is located in the South Bay area of LA and features 3 Ops in 1,700 sq. ft., this practice has high visibility in a single-story corner unit of a retail/professional center. The practice is paperless and computerized with WinDent OMS Software, Dexis digital x-rays, Digital Pano, and CBCT. 2017 GR of \$475K. #CA498- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - *NEW LISTING* - Beautiful General Dentistry practice with 4 Ops, 3 Equipped, and Dentrux software is now available in sought-after South Orange County. 3½ day per week with a PT Hygienist. 50 years of goodwill in this location, 29 with our seller. 2017 GR of \$446K with \$94K Adj. Net. #CA553- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - General Dentistry practice with 4 Operatories, 3 Equipped, utilizes an Intra-Oral Camera, Digital x-rays, Laser, and CariVu. Practice has 18 years of Goodwill with our retiring seller. 2017 Gross Receipts of \$332K working 20-24 hours per week with the seller referring out most specialty work. #CA509- Thinh Tran - 949-533-8308

WESTERN SAN FERNANDO VALLEY PEDO - VERY MOTIVATED SELLER! Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Op practice utilizes EagleSoft and an Intra-oral camera. 10+ years of goodwill at this professional building location, which is near a hospital. 30 new patients per month. 2017 GR \$266K on a short three-day work week. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

ENCINITAS - *NEW LISTING* - General Dentistry Practice with 6 Ops is located in a busy retail center. Practice was remodeled 5 years ago with new equipment and utilizes Dentrux, Digital x-rays, Pano, and Laser. 4 days of hyg./wk. 2018 GR \$813K. #CA574- Russell Okihara - 619-694-7077

LA JOLLA - 7 Ops, 6 Equipped, Dentrux software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the GR are \$738K with \$264K Adj. Net on a 4-day work week. 60 years of goodwill, 29 with current owner. Most specialty procedures referred out. This is a great location to live and work. #CA477- Russell Okihara - 619-694-7077

NORTH COUNTY INLAND PROSTHODONTICS - *NEW LISTING* - 4 Op Pros Practice featuring Dentrux and Digital X-Rays in a beautiful and spacious facility. In an excellent location with great curbside visibility and loyal referral sources nearby. Our seller is relocating. 2017 GR of \$737K with \$182K Adj. Net. #CA524- Russell Okihara - 619-694-7077

SAN DIEGO PERIODONTAL - *NEW LISTING* - Periodontal practice with 5 total Ops, 4 equipped is now available. Excellent, bright, and airy location, with digital x-rays and Dentrux. Seller is retiring. 2017 GR of \$379K with room to grow! #CA559- Russell Okihara - 619-694-7077

SAN DIEGO - Family-oriented general practice in a busy shopping area with great visibility, 3 Ops, EZ 2000 Software, Digital X-rays, Intra-oral camera, PPO/FFS, Small amount of MediCal, Seller is Retiring. Excellent Opportunity for a new doctor or a 2nd office location. GR of \$253K with \$129K Adj. Net. #CA523- Russell Okihara - 619-694-7077

SAN DIEGO - Central San Diego: Excellent Opportunity, cutting-edge practice with 6 Ops. Well-established, professional building, open 5 days per week with 8 days of hyg./wk. EagleSoft and digital dental sensors along with a Cone Beam Pano, CEREC, Intra-Oral Cameras, and Dental Lasers. FFS, Indemnity and PPO. Most specialty work is referred out to specialists. 2016 GR \$2M+ with Adj. Net of \$658K. #CA483- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

BEAVERTON, OREGON - Smaller practice with a consistent and stable patient base. Low overhead, positive cash flow, offered at an aggressive price. Equipped with Dentrux, digital x-rays and a panoramic x-ray. Practice is located in a desirable area in Beaverton off a major thoroughfare. The practice has 3 ops, with 2 more plumbed and ready. There is potential for growth, doctor retiring. #OR109- Jessica Burbon - 503-332-6462

CENTRAL OAHU, HAWAII - *NEW LISTING* - Family oriented GP practice located in a convenient and busy shopping area. Newly refurbished, 3 Ops with new equipment, Digital X-Rays, Upgradeable 2D Panorex, Dentrux, seller does both bread and butter procedures as well as implant placement and restorations. Excellent opportunity in a highly desired location. Seller is relocating. #HI112- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - GP, Convenient, Family-oriented practice in a busy shopping area with 3 ops, 2 Equipped. PPO, FFS practice, Seller retiring. Office utilizes Innova and Dexis digital sensors. Computerized in each op, most specialty procedures referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller accepts PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - GP, Excellent location in a professional building, Well-designed floorplan with 3 Ops, Office utilizes Innova, Intraoral Camera. All specialty procedures sent out, PPO/FFS, Seller retiring and is motivated to sell, Excellent Opportunity to relocate your practice. #HI111- Russell Okihara - 619-694-7077

PORTLAND, OREGON - Well-designed 5 op practice in approx. 2,072 sq. ft. office located in a mixed-use building on a major thoroughfare in an established part of SW Portland/Beaverton. Office includes EagleSoft, digital x-rays and panoramic x-ray. Potential for a lot of growth, doctor retiring. #OR108- Jessica Burbon - 503-332-6462

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			1	2	3	4
5	6	7	8	9	10	11
CINCO DE MAYO						
12	13	14	15	16	17	18
MOTHER'S DAY				CDA CONVENTION ANAHEIM 2019		
19	20	21	22	23	24	25
26	27	28	29	30	31	
	MEMORIAL DAY					

April

Su	Mo	Tu	We	Th	Fr	Sa
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Legal Tip: C (but not S) corporations can deduct disability insurance premiums. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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LEE'S STORY:

- USC Undergrad - 1983
- USC Dental School - 1987
- USC Endodontic - 1989
- Hired Associate - 1992
- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
 - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
 - Sold MPG to Henry Schein - 2013
 - Managed HS brokerage business from 2013 through 2018 in 7 states

I believe Dr. Maddox is the best lawyer! I've been working with him for more than 10 years. He is very reliable, quick and honest. I believe that he is the best in his profession because he has extensive knowledge regarding both the law and dental aspects of the transactions, which means he can understand the reality of what you are going through. He always looks out for the best interest of his clients. He will defend and protect you like no other.

Hendrick Gonzalez, DDS - 9/25/18

I have used Lee's advice over the last 30 years, starting with reviewing my multiple office leases, associate agreements and finally with establishing a successful partnership agreement. Lee's advice is always fair and I respect his view of creating a "win-win" formula. I have and will continue to recommend his professional advice to all my dental colleagues!

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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has received formal training in all forms of sedation since 1997. He has been providing dental care under I.V. (moderate) or oral (minimal) sedation. His seminars focus on patient safety, airway management, monitoring, and handling emergencies. The course involves lecturing, hands-on training on a manikin, and real patient experience.

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-Kevin Chou DDS, general dentist, Bakersfield.

Dear Dr. Periklis Proussaefs, Thank you for the wonderful course. I was doing conscious sedation for many years and took several renewal courses. Yours was indubitably the best. Very informative. Extremely to the point. Clear and very captivating. I learned a lot this Sunday and started work on Monday refreshed, energetic, and eager to use all my new knowledge. I strongly recommend this course to doctors who are willing to introduce sedation to their practice or the ones who need renewal. Thank you.

Anna Durkin DDS, general dentist, San Marcos, CA

“An oral sedation course that is practical. The difference between this course and any other course I have seen is the instructor is a true clinician that performs dentistry and surgery every day. His course is very practical, safe, and predictable way of performing oral sedation. Thank you Dr. Proussaefs, I finally feel comfortable performing oral sedation as a general dentist.”

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Dental Office Space for Lease. 3 Ops equipped. 960 sq ft Centrally Located booming area Oakland CA Email: yzxh07@gmail.com

Dental Office Space for Lease. 4 Ops. Centrally Located 1150 sq ft Santa Clara 95050 CA Email: hire4drpak@gmail.com

Gendex Gx-Pano X-ray machine. Priced to sell \$4500. Barely used. Replacing w/ 3DCone beam edc.vendor@yahoo.com 510-701-4800

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AC-886 SAN FRANCISCO (Facility): Unsurpassed visibility & location! Potential here is limitless! 850 sf w/ 3 ops **\$85k**

AG-871 SAN FRANCISCO: Seller Motivated! 600 sf w/ 2 ops **Price Reduced \$65k**

AG-944 SAN FRANCISCO: An opportunity like this does not come along very often! 980 sf w/ 3 ops **\$595k**

AG-945 SOUTH SAN FRANCISCO: Be a part of this vibrant, diverse population. 1800 sf w/ 4 ops **\$495k**

AN-939 REDWOOD CITY: Tradition of restoring smiles & improving dental health! 1165sf w/ 4 op + 2 add'l. **\$295k**

AN-947 DALY CITY: Great staff, stellar reputation are just some of this opportunities attributes! 1500sf w/ 4 ops. **\$375k**

BC-741 DANVILLE (FACILITY): Move in Ready! ~ 1600 sf w/ 3 ops. **PRICED TO SELL! \$10k**

BC-926 ANTIOCH: Long established, well respected office. 1866 sf w/ 5 ops **\$495k**

BC-949 ALBANY: Desirable commercial/residential area. Medical Prof Bldg w/ good frontage. 3200sf w/ 4 ops **\$695k**
Real Estate: \$1.8

BG-925 HAYWARD: Profits close to \$900K per year! ~ 1930 sf w/ 6 ops **\$1.15M**

BG-981 BERKELEY: Long established, family-oriented practice. 1100 sf w/ 3 Ops **\$345k/ Real Estate Available \$499k**

BN-891 PINOLE: This seller is ready to retire, & looking for someone to continue the legacy! 1300 sf w/3 ops. **\$350k**

BN-906 OAKLAND: Located in Oakland's thriving and bustling China Town! 1,000sf w/2 ops. **\$195k**

BN-943 MARTINEZ: Opportunities like this only comes along every great once in a while. 1520sf w/ 4 ops +1 add'l. **\$450k**

BN-952 BERKELEY: Step into this quality practice and you'll know you belong here! ~ 835 sf w/ 3 Ops. **\$450k**

CC-846 SAN RAFAEL: Prof/Retail Building Complex. 3 ops 640 sf Collections **\$433k in 2017 Price Reduced \$275k**

CC-927 SAN RAFAEL: Build the practice of your dreams by increasing this 2-day work week! 800 sf w/ 3 ops **\$225k**

CC-960 SONOMA: Great location in one-of-a-kind setting! 950 sf w/ 3 ops. **\$385k/ Real Estate Available \$350k**

CC-963 SANTA ROSA: Dream Practice in Free Standing Building on major thoroughfare. 1765 sf w/ 5 ops **\$550k**

CG-859 SONOMA: Priced below market value at only \$395k! 2000 sf w/ 4 ops highly esteemed FFS Practice **\$395k**

CN-911 SANTA ROSA: "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1add'l. **\$545k**

CN-951 VALLEJO Facility: Move In Ready! 2000 sf w/ 4 fully equipped ops. Negotiate your new lease! **Only \$50K**

DC-930 FREMONT (Facility): 1846 sf w/5 ops! Includes some dental equipment! **FREE – JUST TAKE OVER LEASE!**

BAY AREA CONTINUED

DC-946 REDWOOD CITY: Long established. Seller unable to work full-time due to health issues. 1577 sf w/ 2 ops & plumbed for 2 add'l **\$120k**

DG-862 MID-PENINSULA: Rare gem with up to 7 operatories in the Bay Area!! 2274 sf w/ 6ops + 1 add'l. **\$475k**

DG-936 SUNNYVALE: Hesitate and you may lose out on this opportunity of a lifetime! ~1000 sf w/ 3 ops. **Call For Details!**

DG-978 PALO ALTO: Imagine the possibilities with the newly opened Amazon corporate office nearby! **\$455k**

DN-898 SAN JOSE: Built-out 2015 w/ location, visibility, convenience in mind! 2,204 sf w/4ops + 2 add'l. **\$500k**

DN-914 SANTA CLARA: This beautiful and compact office produces a lot of dentistry! 950sf w/ 3 ops. **\$210k**

DN-937 SAN JOSE: This opportunity is waiting for your talent & skills! 2210 sf w/ 4 Ops + 2 add'l. **\$500k**

DN-938 SUNNYVALE: The ideal opportunity to practice in this community! 2000 sf w/ 4 Ops + 2 add'l. **\$500k**

NORTHERN CALIFORNIA

EN-664 SACRAMENTO Facility: Great corner location, excellent visibility & easy access! 2300 sf w/ 4 ops. **\$30k**

EG-910 MIDTOWN SACRAMENTO: Unlimited Potential. ~ 1107 sf w/ 2 ops + 1 add'l. **\$248k**

EG-965 SOUTH AUBURN VICINITY: The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops. **\$350k**

EG-968 SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. **\$550k**

EG-972 ELK GROVE: Prime location & spacious office! ~3500 sf w/8 ops +add'l. **\$599k**

EN-836 CITRUS HEIGHTS: Well-established, quality practice. 30+ years of goodwill. 1300 sf w/3 ops + 2 add'l. **\$188k**

EN-885 ROSEVILLE Facility: Ideal location w/ visibility & close to about anything! 1000 sf w/3 ops. **\$65k RE: \$450k**

EN-899 DIXON: State-of-the-art office, with all the "bells & whistles"! This fantastic practice w/ 3 ops. **Only \$95k!**

EN-935 SACRAMENTO: Word to the wise: Act fast on this, it will not be available for long! 1800sf w/ 4 ops. **\$400k**

EN-977 MIDTOWN SACRAMENTO: Grossed over \$1.4M in 2018! State-of-the-art equipped, 1800sf w/5 ops. **\$950k**

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000 sf **\$350k for the Practice & \$400k for the Real Estate**

FC-962 HEALDSBURG: Known as 1 of top 10 small cities in the US! Amazing practice w/ 1200 sf & 3 ops. Beautifully landscaped professional plaza **\$180k**

FG-841 ARCATA: Own a little slice of heaven! 1114 sf w/3 ops **Reduced Price: \$250k/ Real Estate Also Available**



Timothy Giroux, DDS



Jon B. Noble, MBA



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NORTHERN CALIFORNIA CONTINUED

FN-961 EUREKA: Where the quality of life can't be beat! 1400sf w. 4 ops. **\$395k/ Real Estate Available \$395k!**

FN-855 NO. HUMBOLDT: Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. **\$275k**

GN-799 PARADISE: Remarkable opportunity – **Call for Details!** 1800 sf w/ 4 ops. **Practice \$375k, Real Estate \$325k**

GN-953 CHICO: Established for 55 years and the seller is passing their goodwill on to you! 1067sf w/ 3ops. **\$315k**

HG-815 TRUCKEE AREA: Busy, productive practice with 3 days of hygiene! 1000 sf w/ 3 ops **\$165k/ Real Estate \$437k**

HG-827 SO. LAKE TAHOE: Ski, live, play and practice here where your lifestyle can't be beat! 1200 sf w/4 ops. **\$310k**

HG-851 SO LAKE TAHOE: Projected Revenue on track to do \$700k this year! 2100 sf w/ 5 ops **\$425k**

HG-983 GRASS VALLEY: Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Call For Details!**

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity for growth by increasing office hours! 750 sf w/ 2 ops **\$65k**

HN-740 SHASTA CO: Beautiful mountain community, well-established practice, exceptional long-term staff. 2400 sf w/5 ops + 1 add'l. **\$475k/ Real Estate \$350k**

HN-773 SUTTER CREEK: Qualified & credentialed Seller willing to show you how! 1536 sf w/4 ops + 1 add'l Only **\$95k!**

HN-879 SONORA: Great Cash-Flow for Only 3 Days a Week! 2950 sf w/ 3 ops **Reduced Price: \$265k**

HG-934 GRASS VALLEY: Just imagine living and practicing here! ~1200 sf w/ 3 Ops **\$225k/Real Estate \$190k**

HN-941 GOLD COUNTRY/CALAVERAS CO: This is the right practice for you! 2,300sf w/2 ops + 3 add'l. **\$175k**

CENTRAL VALLEY

IG-832 OAKHURST: Rare Opportunity. 2048 sf w/3 ops + 1 add'l. **\$235k/ Real Estate 375k**

IG-881 TURLOCK: Consistently growing practice ~3500 sf w/ 10 Ops (shared). **\$360k**

IN-764 STOCKTON: Well-established, fully computerized, paperless, digitalized. 5,000 sf w/10 ops. **Only: \$120k!**

IN-917 MERCED AREA: Well established practice with a stable, loyal patient base! 1300 sf w/ 3 Ops. **Reduced! \$295k**

JC-811 FRESNO COUNTY: Amazing Opportunity! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

JC-823 LOS BANOS: Heavy emphasis on hygiene. Growth potential by increasing DDS days. 1000 sf w/ 3 ops **\$80k**

SOUTHERN CALIFORNIA

KL-909 SAN DIEGO: Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs **REDUCED! NOW ONLY \$910k**

KG-921 SANTA MARIA: Live and practice in this desirable collegiate coastal community! 930 sf w/ 3 ops **Seller Motivated \$315k**

KL-955 SAN DIEGO: Just Listed! Well established & centrally located in 1st floor suite w/easy freeway access. Adjacent vacant suite available for expansion. **\$225k**

SPECIALTY PRACTICES

BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$395k**

BG-843 WALNUT CREEK Perio: Collections over \$1M! Great gross and profit for only 2 ½ days per week! 1085 sf w/ 4 ops **Reduced Price: \$595k**

DC-835 TRI-VALLEY Perio: Professional office bldg in highly desirable location. Owner available to work back to assist w/ transition. **Collections over \$1.2M. 2,100 sf \$800k**

DG-912 SUNNYVALE Ortho: Premier ORTHO practice opportunity in the Silicon Valley today! ~2030 sf w/ 5 chairs in open bay **\$925k**

DN-908 SAN JOSE Pedo: Amazing Location! Providing affordable pediatric dentistry to families! 3600 sf w/ 4ops + 3 add'l. **\$175k**

DN-959 APTOS Perio: Highly successful at this proven location! 1350sf w/ 4op. **\$750k / Real Estate Available \$650k**

EG-903 CARMICHAEL Oral Surgery: Gross receipts were over \$1.1 million in 2017! Stable patient base won't be affected by transition! 2282 sf w/ 5 ops **Amazingly Priced: \$450k**

GG-940 NORTHERN CALIFORNIA Pedo: Practice is on track to collect more than \$1 million in revenues this year! 4300 sf w/ 5 ops. **\$695k**

JG-757 VISALIA Perio: 9 Hygiene days per week, this practice is a rare gem! ~ 2,000 sf w/ 5 ops Steal at **\$335k**



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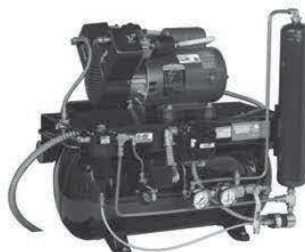
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I've heard horror stories of fellow dentists selling their practice and not getting paid! How do I protect myself now that I am retiring, so that I don't lose the value of my practice when I sell?
Dr. K.G.



Wow, that is a big step and congratulations on your pending retirement. Ensuring payment on the transition is a common concern along with the tax implications of the transition. In general, most sellers look at two types of sale – an installment sale or a lump sum sale. Both come with pros and cons. The lump sum sale is favored by some because you get paid the full price at the time of sale. Others prefer the installment sale because spacing out the payments allows you to space out the tax obligations and potentially reduce the tax obligation because of lower incomes in retirement. However, the installment sale comes with the risk of default. There is a third payment method known as a structured sale that allows the seller to take advantage of the lump sum payment benefits as well as the tax benefits

of the installment sale but requires the use of a third-party trustee to comply with the constructive receipt rules under the IRS rules. There is no universal correct answer for a preferred payment structure, the structure is as much about the people as it is about the transaction. Consult your professional advisors on which payment structures may work best for you. Good luck on your pending sale and future retirement -- I wish you the best.

Keith Dunnagan is the managing shareholder of BPE Law Group, PC, a Sacramento area law firm providing comprehensive legal services statewide to the California dental and business community in the areas of employment, practice transition and planning, business and corporate formation, real estate, estate planning, and contract law. He is a recognized speaker and writer and has been included in the Northern California Superlawyer magazine's Rising Star list (2018) and Superlawyer list (2019) and included in the 2018 list of Top Lawyers of Sacramento. To ask questions you can write to Keith at kbdunnagan@bpelaw.com.



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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. –Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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May 2018, that litigation referenced as "California Dental Association, et al. v. Delta Dental of California, Action No. CGC-14 538849" was settled. Industry experts believe that Delta is discussing how and when to bring an end to Premier contracts and simply pay their contractual benefits based upon each patient's insurance plan. If this occurs, such a change shall have an immense impact upon you and your practice.

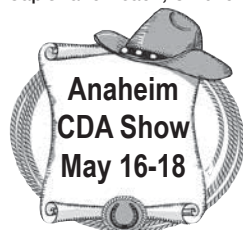
If you are a Premier Provider who plans on practicing for a considerable time, and if your non-Delta patients are billed per your UCR fee schedule, you should consult with experienced professionals about the possibility of taking your practice out-of-network. It takes proper planning and it takes time, but it can be done successfully. You presently have that time.

This is imperative if you wish to control your schedule, continue with the labs and supplies you utilize, continue to make capital upgrades to your practice, maintain the compensation package which allows you to attract and retain a quality support team, maintain your profit margins and wish to maintain the high stature your practice enjoys in its community.

Further, an out-of-network practice shall command top dollar when placed "For Sale" as they shall be highly sought after.

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