

THE Dental Trader

VOL. 16 NO. 5 • May '19
No. Calif. Edition

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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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sunnyvale GP for sale 175K. If interested, please email cv to gentlesunnyvaledentist@gmail.com

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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 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.

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. **REDUCED**

ENCINO #8 - (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.

ENCINO #9 - (8) op comput G.P. w (7) ops eqt'd. In a prof. bldg. on a main thoroughfare w easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dentrix s/w, Digital X-rays & CT Scan, & Central Nitrous. 2018 Gross Collections (\$1.1M+). (49) Years of Goodwill. Practice offers one day/mos. of Endo, & two days/mos. of Perio. Owner DDS cutting back, but will assist with transition. **NEW**

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. **REDUCED**

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- Pre-Sale Planning

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. **SOLD**

SANTA CLARITA - (4) op Comput. G.P. in a strip ctr. w exposure/visibility & signage on a main thoroughfare. High end buildout, w (4) ops of newer eqt Ins/Cash/PPO pts. No Denti-Cal, No HMOs, No Nights and No weekends. Eaglesoft s/w, digital x-rays & digital panorex. Annual Gross Collect. \$1.4M+. On pace to do \$1.6M+ in 2019. Refers out diff Endo, diff Pedo, & Perio Surgery. Does no advertising other than flyers. Selling due to health. Will help with transition. **NEW**

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. pmbd, 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

Room for Your Riverside County Practice Listing.

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. **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. **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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DA/RDA SF, 2+ yrs exp, GP, perio, endo, take good digital films, neat, CPR/OSHA. Bnfts, good pay. (415)420-3197.

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Dental office for lease in busy shopping center at 2931 #1 Harbor St, Pittsburgh, CA. 1,400 sf, partially furnished, completely built out as dental office. Contact Tim Moody 415-710-9250.

Turn-Key General Dentistry Practice for sale located in the heart of Fremont surrounded by multi stories apartments. Includes, 4 Operatories, 1 central and 1 operator digital x-ray, panoramic radiography, 1 restroom, 1 breakroom, 1 laboratory, 1 private consultation room, 1 waiting room and plenty of parking. Good for general dentistry or pedodontics, endodontics or oral surgery. Patient Pool extra. Asking Price: \$275K. Call Harmit Toor 925.202.7027.

FRESNO - Perio/Implant, 6 Ops, 2017 GR \$649K, works 2 days/week, fee-for-service. HSPPT- Steve Caudill 951-314-5542-#CA518

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Two hours after placing my practice for sale ad on The Dental Trader website, I received my first inquiry. On the first day I had three interested buyers. If you want results, I recommend advertising in The Dental Trader. --Dr. Seo. Place your free ad at dentaltrader.com today.



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Mr. Robert Olson has recently provided all of the legal advice and structure to my recent practice merger. I have worked with Mr. Olson twice now. Previously, Mr. Olson assisted me with “merger to buy-out” in all legal facets. Mr. Olson has demonstrated the most in-depth knowledge of these critical phases. He was always available, efficient and effective when needed. I would strongly recommend him to anyone needing this professional service and would personally use no one else.

Avvo[®] Review #104

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PRACTICE FOR SALE IN SOUTH SAN FRANCISCO: General Dental Practice in South San Francisco, CA for sale. approx.1050 sqft, 2 equipped ops and 2 additional ops plumbed, CBCT, a reception,sterilization lab restroom. computerized and digital, EagleSoft. PPO & FFS 590K on 12 days a month, 10-15 new patients per month. ssanfranciscodds@gmail.com

GREATER AUBURN - 3 ops, 4th plumbed. Carestream software. 2018 GR \$474K under 3 days/week. HSPPT-Thomas Wagner 916-812-3255-#CA570

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So.Lake Tahoe: w/3ops potential for more,\$325K. 2500 sqft w/1 bedroom apartment attached. Bldg for rent/sale.Call Hal Bird 530-545-2304

GLENDALE/EAGLE ROCK AREA – (5) op G.P./(4) eqt'd. In free stand. bldg. Gross Collect. ~ \$500K/yr. on (4) days/wk. Cash/Ins/PPO. Seller retiring. D&M Practice Sales 818.591.1401

HAYWARD Well-designed 5-op office. Digital radiography and computers. 2018 trending \$850,000+. 5-days of hygiene. Full Price \$200,000. To learn more, go to www.PPSsellsDDS.com.

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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 - Starter Practice

- Front St. Location. Low overhead
- 4 Ep.Ops. + 3 plumbed.

Glendale - Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops

Hawthorne - New Listing!

- Seller retires.
- Strip Mall, 4 Ops.
- Gross ~\$260K on 2.5 days/wk

Hawaiian Gardens - Gross ~\$355K

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

Lakewood - New Listing!

- Main intersection/Shopping Pl.
- Gross ~\$425K. 5 eq. ops. + 1
- ~60% Dential & 40% PPO/Cash

Lawndale - New Listing!

- Seller retires. 5 Ops ~1,350sqft.
- Collects ~\$200K on 4days/wk.
- No Advertising. 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 Dential, 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 - New Listing!

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

Monterey Park - Gross \$570K

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

Pasadena - New Listing!

- Shopping Plaza
- Collects \$300K. PPO/FFS
- 3 eq.ops. + 2 add'l plumbed

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.

Cypress - Equipment & Leasehold

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

Garden Grove - Corner Lot!

- Freestanding Bldg + Parking lot
- 3 Ops + 1 plumbed. ~1,600 sf
- Easy Access to Freeway 22

Garden Grove - Busy 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.

Laguna Hills - Large Shopping Ct.

- Grossed ~\$550K in 2018
- PPO/CASH (High profit margin)
- State of the Art Practice
- Implants & Full mouth reconstruction
- **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
- 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

Dental Practice for Sale Ventura County, CA

Rancho Cucamonga -

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

Victorville - New Listing!

- **Practice & Real Estate**
- Single Story Bldg w/Parking Lot
- Lot size: ~18,500 sq.ft.
- Starter Practice: 7 rooms, 2,117 sq.ft.

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

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

Fremont - New Listing!

- **Grossed ~ \$660K**
- ~ 95% PPO, 5% CASH
- Commercial Bldg
- 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 - Doctor Retires

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

Millpitas - 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.

Dental Practice Wanted

Buyers Looking for:

- Dental Pediatric Practices
- Practices with Real Estate
- Stater Practice in Shopping Pl.
- PPO/CASH Practices

Upcoming Practices

- Santa Ana- High Production Office
- Long Beach - Starter Practice
- Merced General Practice and etc...

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"There was not a single misstep along the way thanks to your knowledge and guidance. I think that the package was so complete and so well done and not missing anything, that they really had nothing to say except to start the checks when the wait period ended. I expected a fight or at least a tussle, but nothing so far. Thanks again for helping me and my family." Art Fries RHU-Disability Claims Consultant. 800-576-1911 www.afries.com

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General Dentist part time 1-2 days/wk. Basic dentistry. (408)842-5000 mycitydental777@gmail.com

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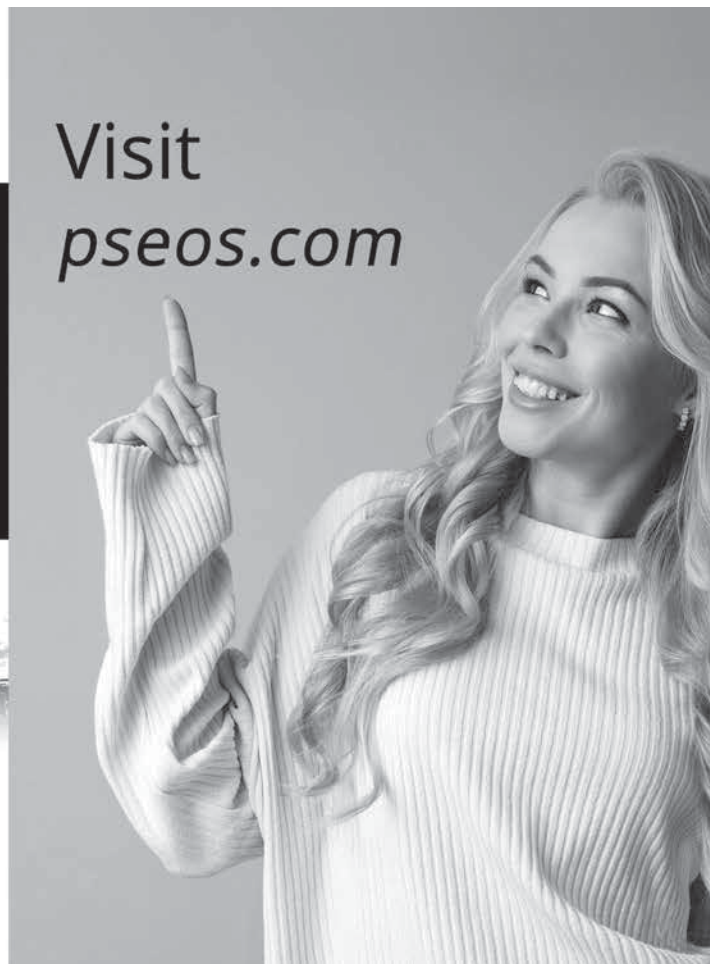
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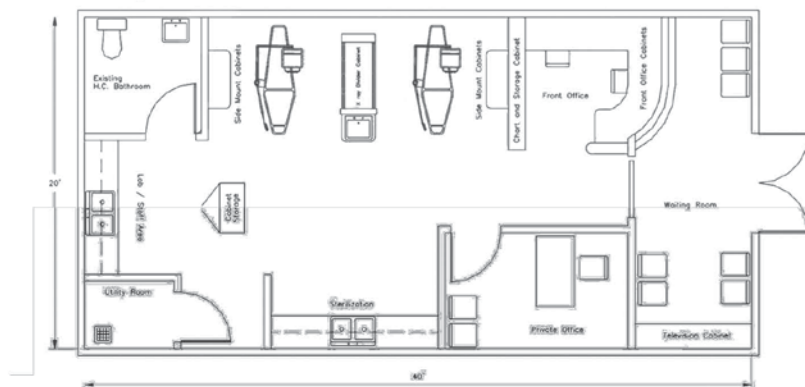
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Cecilia Chen, Esq. is very knowledgeable in dental law, particularly when it comes to partnership buyouts and practice acquisition. – Richard Lindsay, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

Santa Monica | 5 ops | \$510,000 | Beautiful high-end practice located in an upscale office complex next to the Santa Monica airport. Spacious, modern 5-operator practice is in a busy business park and gets tons of foot traffic from nearby upscale neighborhoods. Operatories look out onto an inviting, serene garden. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, DRE #01911548. (855) 337-4337

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Timothy Giroux
DDS/Broker

ASK THE BROKER

Hey Young Dentists, Get out of the City!!

In the 20 years that I have been involved in practice transitions, never has there been such a discrepancy in the interest of practices in the big cities as compared to the rural areas! Practices in small cities like Chico garner almost no attention, even after most of the town of Paradise had to move there after the fire!

In the early 1980's I remember hearing Jim Pride DDS, founder of Pride Institute, tell us young graduates to leave the city, make more money than our city counterparts and come into the city to take our counterparts out for dinner on the weekends while enjoying whatever entertainment the city provided! Even 35 years ago, many rural areas provided the opportunity to make more money doing the same amount of work. With the current rising prices of everything in the cities, that is even truer today, but the city trend is even stronger. Why is that?

I believe the reasons behind the increased trend are the millennial mindset and the staggering student loan debt crisis. I believe millennials are more inclined to stay in the cities and work as associates. Some of that reasoning may come from the fact that their student debt is so much higher than previous dental graduates. However, I do not think they realize that Jim Pride would be even more correct today than he was 35 years ago.

Let's look at some of the reasons to consider a smaller city.

- Less competition is one of the most obvious reasons. Many of our "rural" practices have higher collections and higher fees than our city practices because they do not have the competition.
- Higher take home pay is often the case as rent and staffing is usually cheaper in the "rural" practices.
- Stronger and more loyal patients is often the case for "rural" practices, especially if you plug into some of the local community and school activities.
- Practice purchases cost less in the "rural" areas. If the normal metric for a practice sale is around 75% of collections in the city, the metric for the rural area might be closer to 55%. Also, the million dollar collections practice in the city probably nets around \$300K, whereas the rural practice probably nets around \$400K. Therefore you might be able to buy the same practice in a rural area for \$200K less, but also take home \$100K more per year. THIS DOES NOT EVEN TAKE INTO CONSIDERATION THAT THE COST OF LIVING IN A LARGE CITY CAN SOMETIMES BE A FACTOR OF DOUBLE THE COST OF LIVING IN A RURAL AREA! Utilities, groceries and transportation are generally higher in the city, but the biggest reason is obviously the cost of housing can be up to 4 times higher in the city!

WHILE THE RISING COST OF DENTAL SCHOOL IS FRIGHTENING, THE EXTRA COSTS TO LIVE AND WORK IN THE CITY COMPARED TO RURAL AREAS DWARFS THAT STAGGERING STUDENT LOAN AMOUNT!

Please contact us to discuss some of our tremendous "rural" opportunities!

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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- **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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- **Studio City Area | \$210,000 | 4 ops** | Located in a highly visible medical building! Call Arek at (213) 340-4375.
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- **Simi Valley | \$235,000 | 3 ops** | Boutique practice, remodeled in 2017! Call Ken at (805) 338-5850.
- **Beverly Hills Area Endo | \$399,000 | 6 ops** | Top of the line endodontic practice! Call Darren at (805) 878-0633.
- **Fullerton | \$545,000 | 7 ops** | Modern and spacious on a main road! Call Brian at (707) 898-0842.
- **Ventura Turn-key | \$40,000 | 5 ops** | Great opportunity to start your practice! Call Darren at (805) 878-0633.
- **Glendale | \$650,000 | 4 ops** | Highly desirable neighborhood. 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.
- **Huntington Beach | \$120,000 | 4 ops (3 equipped)** | In busy corner shopping center! Call Maricelle at (858) 722-7461.
- **Marina Del Rey | \$460,000 | 5 ops (4 equipped) | 2,400 sq ft** | Over 30 years of goodwill! Call Ken at (805) 338-5850.
- **Thousand Oaks | \$375,000 | 4 ops | 1,739 sq ft** | State of the art paperless practice! 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.

A team dedicated to selling your practice.



Linda Salazar, RDA
(619) 933-6225
DRE# 01921421



Arek Balci, DDS
(213) 340-4375
DRE# 01920430



Maricelle Ortiz-Luis, DDS
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Darren Hulstine
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DRE# 01899816



Ken Skeate
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DRE# 00885612



Darren Sharp
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Santa Barbara & San Luis Obispo Counties

- **Northern Santa Barbara County | Collected \$1.8MM in 2018 | large, multispecialty practice** | Well established, high tech, paperless practice. Great referral base. CAD-CAM Very profitable practice in an attractive location. Contact Darren for more information at (805) 878-0633.
- **Central Coast Beach Town | \$1,350,000** | 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.
- **San Luis Obispo Perio | \$640,000 | 4 ops** | Fantastic perio practice in an incredible location! (805) 878-0633
- **Central Coast Endo | \$1,000,000 | 5 ops** | Upscale endo practice. Prime location, free standing office. Practice among some of the best shopping and restaurants that California has to offer. Call Darren at (805) 878-0633.
- **Santa Barbara | \$1,200,000 | 4 ops** | Rare opportunity! Well established, 100% fee for service in a high end dental complex. Come work and live where the rest of the world vacations! Call Darren at (805) 878-0633.
- **San Luis Obispo | \$460,000 | 9 ops | 3,800 sq ft** | Recently remodeled, state-of-the-art practice with top-of-the-line equipment. Located near the charming downtown and CalPoly campus. Call Darren at (805) 878-0633.

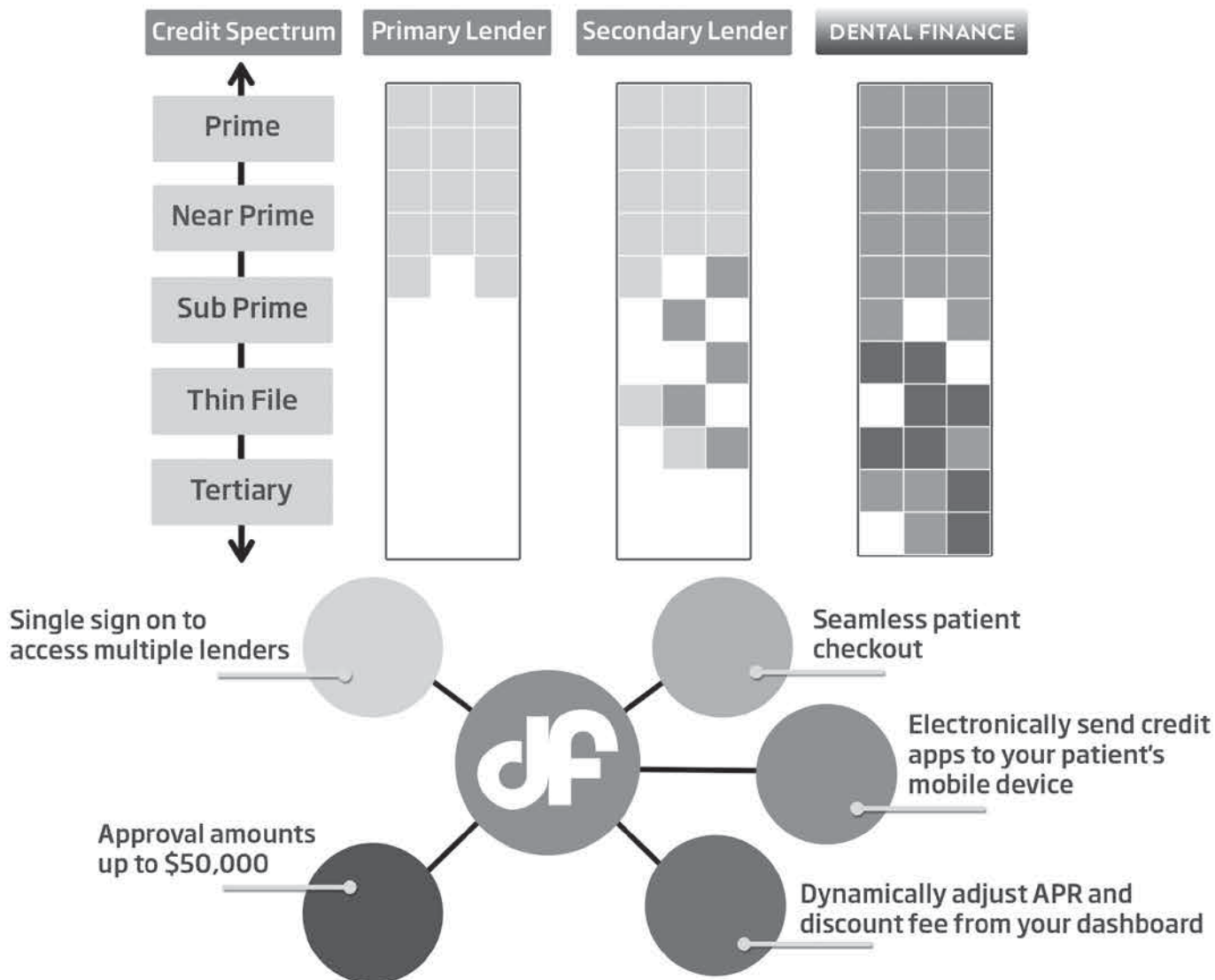
See all our listings at www.integritypracticesales.com!

Central and Northern California

- **Bakersfield | \$1,525,000 | 10 ops** | Highly profitable modern practice. State of the art equipment, located in a busy shopping center. Beautiful recent remodel. Don't miss this one! Call Darren at (805) 878-0633.
- **Sacramento Area | \$350,000 | 5 ops** | Fast growing, off to a great start in 2019! Call Brian at (707) 898-0842.
- **San Anselmo | \$230,000 | 2 ops** | Very well established, recent remodel. Call Brian at (707) 898-0842.
- **Davis | \$1,700,000 | 6 ops** | Practice in a beautiful, upscale college town. Top of the line equipment! Located on a main road. Highly profitable. Seller open to working back. Call Brian at (707) 898-0842.
- **San Jose | \$200,000 | 4 ops** | State of the art practice, currently only 2 days/week! Call Brian at (707) 898-0842.
- **Sacramento | \$899,000 | 6 ops | 2,650 sq ft | Price Reduced!** Profitable practice conveniently located near freeways, shopping, and medical offices. Freestanding building, easy parking. Call Brian at (707) 898-0842.
- **Fresno County | \$343,000 | 4 ops** | Modern practice with state of the art equipment. Stunning and inviting reception room. Located directly off Highway 99. Call José at (925) 382-9525.
- **South Monterey County | \$300,000 + real estate available | 8 ops (6 equipped)** | Large, well-equipped office. With the real estate also available, this could be a great investment opportunity. Call Darren at (805) 878-0633.
- **Woodland Pediatric | \$210,000 | 2 ops** | Room for expansion! Call Brian at (707) 898-0842.
- **Redwood City | \$250,000 | 6 ops (3 equipped)** | Fast start with great reputation! Call Brian at (707) 898-0842.
- **Santa Clara | \$220,000 | 3 ops** | Get a jump on your start-up! Call Brian at (707) 898-0842.
- **Bakersfield | \$275,000 | 3 ops | 1,200 sq ft** | Great corner location near a large medical center and central business district. Private parking lot Call Tom at (661) 427-8102.
- **Fresno County | \$499,000 | 3 ops | 1,200 sq ft | VERY PROFITABLE!** Don't miss out! Call Brian at (707) 898-0842.
- **Sacramento Area Perio | \$620,000 | 3 ops** | Well-equipped with stunning views! Call Brian at (707) 898-0842.
- **Sacramento | \$285,000 | 6 ops (3 equipped)** | Modern with incredible growth potential. Call José at (925) 382-9525.
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Cecilia Chen came very highly recommended for her legal services. Immediately, it was clear that she was deserving of the referral. She quickly laid out what was required for my practice transition and clearly communicated her reasonable fees. She was a wonderful advocate in dealing with the other party, going above and beyond to look out for my best interest. She was always quick to respond and my transaction was completed in a timely manner. I have already referred Cecilia to a colleague and will continue to do so in the future.

—Mark Redd, DDS



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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 Dentrux 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. Dentrux 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, Dentrux, 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 and/or Orthodontic portion of the Practice. Ideally, the Buyer would purchase both sets of Goodwill/Records. Buyer must be located within 15 miles of the Practice Address such that the parents of the Pediatric and/or Orthodontic patients will be within driving range for other (non-Pediatric and/or Orthodontic) 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 Prices are below the recent professionally appraised prices. 2018 Gross Receipts were \$603,000 for PEDO and \$230,000 for ORTHO. #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 day 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 Dentrux 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 AUBURN/GRASS VALLEY AREA - NEW LISTING - General practice with 39.5 years of Goodwill, located in 1,330sf office (2 story building) with three (3) ops and 4th plumbed hygiene/exam room. Rent is \$1,550/mo. Carestream software. 2018 GR of approx. \$474,000 on less than 3 day work week (about 120 days worked in 2018). Approximately 4 days hygiene per week. Seller refers out all endo, perio, ortho, and surgery. Seller (premier only provider) is retiring. #CA570- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% OF 2017 COLLECTIONS OF \$699,586. 25 minutes from El Dorado. Owner wants to retire, price reduced for quick sale. 1,500+ SF office with four Ops., Dentrux 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). 3 Dexis 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. Dentrux 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 ROSEVILLE - General practice on busy thoroughfare in highly desirable Roseville location. Approximately 1,320+sq. office with three (3) ops, 4th op plumbed. Dentrux, Dexis Digital sensors (2), intra-oral camera, and Nomad Pro 2 x-ray. About \$70K in new computers & technology in 2016. Seller working office part time (16 - 20 hrs./wk). #CA490- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO/ROCKLIN - NEW LISTING - Long established GP practice in beautiful, well designed office, with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrux software. 2018 GR \$1.3M+ with 7-8 days hygiene/wk. Great team, great location. Dental suite is being sold with practice. Owner is retiring. #CA584- 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 - ASKING PRICE REDUCED by \$60,000 and well below appraised price! 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. Four (4) operatories (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 were \$755,000 on 33 average office hours per week, and Gross Profit from 2018 P&L is \$786,000. #CA550- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Established practice in well-designed 1,846 sf dental office condo with 5 Ops. "Dentrux 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

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GREATER SACRAMENTO – GP practice w/4 ops, pano, digital x-rays, Cerec. Seller **SOLD** 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 – 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-Pedo” practice with décor and layout designed to attract children and place them at ease for their dental experience. #CA555- Jay Harter - 916-812-0500

GREATER VACAVILLE – 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 neighborhood. Four completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor & Dentrrix 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

LODI - NEW LISTING – Well-established practice in a well-established community. Successful and paperless GP Dental Practice with 70% HMO (with monthly CAP Check Amount of \$8,750), and additional 25% of patients are PPO. Low overhead, high average number of 48 new patients per month, and a friendly, long-term staff. Full interior remodel and new equipment in 2016, 2 Digital Dexis Sensors, in five (5) Operatories. Practice is priced below recent professionally-completed Valuation with \$1,098,000 Gross Receipts in 2018 on 32 Dr. hours/week. Mixed healthcare and business office building also available for purchase. #CA571- Jay Harter 916-812-0500

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 **SOLD** 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, 15 treatment rooms 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 counter space. 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 Dentrrix 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 1,500 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 AREA - NEW LISTING – ORAL SURGERY – The major Oral and Maxillofacial Surgery Specialty Practice in the area is now available as an excellent opportunity for an Oral Surgeon to move to the area or create a second office income location. Stunning building and location, newer equipment, and cone beam with a highly successful Practice history. Seller will work back for a period of time, to help introduce Buyer into the Practice and community. Seller would consider selling half ownership to another OS, or to a corporate dentistry organization. Established Practice for over 35 years, low overhead, average to higher than average fees, and a great staff. Approximately 85% patients referred, 15% from website, 50% of procedures are implants. Surrounding area has minimal number of competitive Oral Surgeons. 2018 Gross Receipts was \$2,311,000 on 3 days per week of Dr. production. High-end dental office building boasting a scenic river-view is also available for purchase. #CA579- Jay Harter 916-812-0500

REDDING – Well-established 2,600 sq. ft. practice with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dental Software. Averaging 20+ new patients per month and high word-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

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. Dentrrix 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 Dentrrix. 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

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CENTRAL CALIFORNIA

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, Dentrrix 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, Dentrrix 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 3½ day work week. 3 total 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

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 Operatory office in a 2,100 sq. ft. suite with 22 years of goodwill is now available. Practice is located in a shopping center with 2018 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 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 - 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 - 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 and 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

BURBANK - NEW LISTING - General Dentistry Practice with 4 Ops has been established in Burbank since 1976. PracticeWorks and Digital X-rays in a modern, professionally designed suite, newly built-out in 2016. 2018 GR of \$751K with \$202K Adj. Net. #CA587- Thanh Tran - 949-533-8308

CENTRAL ORANGE COUNTY - 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- Thanh Tran - 949-533-8308

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- Thanh 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- Thanh Tran - 949-533-8308

GREATER LOS ANGELES AREA - PERIODONTAL - 5 Ops, Dentrrix, Digital X-ray, 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 \$702K. #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, Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thanh 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

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 Westside Brentwood professional building. Eaglesoft, CEREC, and has 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

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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

ORANGE COUNTY ENDODONTIC - *NEW LISTING* - Beautiful, professionally designed suite. Newly built out in 2018, the practice features 6 Ops, 5 Equipped, with 3 Scopes, Cone Beam CT, fully digitized and paperless. Consistent collections for the past 3 years at \$1.3M+ with very low overhead. Excellent opportunity. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

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. The building is located on a well-traveled street with parking. The practice is a well-run, 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 Dextrix 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, the practice houses the practice and one other suite with signage. Practice utilizes Dextrix, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - *NEW LISTING* - General Dentistry Practice with 5 Ops is now available in a San Fernando Valley professional building. EagleSoft, Digital X-rays, Laser. 4 days of Hyg./week, a part-time GP Associate as well as Endo and Perio Specialists 2 days per month. 2018 GR of \$961K with \$443K Adj. Net. #CA591- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - Large General and Multi-Specialty with 13 Ops plus an open bay Pedito room with 4 chairs and a separate waiting room, 3 x-ray tech areas with a total of 6 chairs and a Pano. Full porcelain 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 - *NEW LISTING* - 4 Ops, Digital X-rays and Open Dental software in a great location. 50+ years of goodwill and most specialty procedures are referred out. 2018 GR 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. The 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* - Beautiful South Bay practice in a high income area. 5 Ops in a professional building within walking distance to a high-end shopping center. Practice utilizes EagleSoft software with Digital x-rays, intra-oral camera, and Laser. Loyal, long-term staff, and currently open 3 full days and 1-2 Fridays and one Saturday per month. Most specialty work is referred out. 2018 GR \$741K with \$307K Adj. Net. #CA589- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - This 6 Op General Dentistry practice utilizes Dextrix, Digital x-rays, Laser. 6 days of Hyg./wk. and 40+ years of goodwill in a very desired area of the South Bay. 4 1/2 day work week. 2018 GR \$734K with \$226K Adj. Net. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - General Dentistry practice with 7 Ops is now available in a great sought-after South Bay neighborhood. Practice utilizes Dextrix 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. 2018 GR of \$369K. #CA498- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - Beautiful General Dentistry practice with 4 Ops, 3 Equipped, and Dextrix software is now available in sought-after South Orange County. 3 1/2 days per week with a PT Hygienist. 50 years of goodwill in this location, 29 with our seller. 2018 GR of \$395K. #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 Pedito 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. 2018 GR \$317K 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 Dextrix, 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, Dextrix software with Digital X-rays, 3D Scanner, and Intra-Oral Camera. 4 days of Hygiene per week and the practice is a \$738K with \$264K Adj. Net on a 4-day work week. 30 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 - 4 Op Pros Practice featuring Dextrix 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 Dextrix. 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 Schick dental x-ray 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 Dextrix, 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, Dextrix, 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

CENTRAL OAHU ORAL SURGERY - *NEW LISTING* - Well-maintained, 2-site location(s) sold as 1 practice. One location has 4 Ops and the other has 3 Ops. Practices are conveniently located with ample free parking. Collections have been consistent for the past 3 years at \$1M+ with low overhead. Strictly PPO and no hospital affiliations. Dextrix, Digital Pano. Excellent opportunity. Seller retiring. #HI113- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - GP, Excellent location in a professional building, Well-designed floorplan with 3 Ops, Office utilizes Innova, Intra-Oral Camera. All specialty procedures sent out, PPO. 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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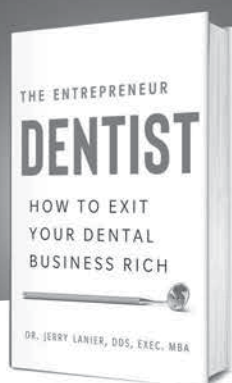
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NORTH OF SACRAMENTO Pedro: Practice is on track to collect more than \$1 million in revenues this year! 4300 sf w/ 5 ops. \$650k (GG-940) WPS/800-641-4179

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AG-993 SAN FRANCISCO: Desirable area w/ easy commute to downtown. 1000sf w/ 3 ops \$450k

AG-994 SAN FRANCISCO: Highly profitable with net profit over \$400k! 850 sf w/ 3 Ops \$825K

AN-939 REDWOOD CITY: 1165sf w/ 4 op + 2 add'l. \$295k

AN-947 DALY CITY: 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-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 \$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-616 NAPA COUNTY: State-of-the-Art office! ~850 sf w/ 2 Ops. Price Reduced – Seller Motivated \$250k

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

BAY AREA CONTINUED

CN-911 SANTA ROSA: "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1 add'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!

DC-984 SUNNYVALE: Invest yourself in this little gem! Near Apple, Google & Microsoft. 965 sf & 3 ops \$185k

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

DG-986 CAMPBELL: The ideal opportunity to practice in this community! 988 sf w/ 3 ops Seller Motivated \$325k

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

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

DN-928 CASTRO VALLEY: Continue the tradition of delivering quality dental care! 883 sf w/ 3 Ops. \$275k

NORTHERN CALIFORNIA

EN-664 SACRAMENTO Facility: Corner location w/ excellent visibility 2300 sf w/ 4 ops. ! FREE – JUST TAKE OVER LEASE!

EG-910 MIDTOWN SACRAMENTO: Unlimited Potential! ~ 1107 sf w/ 2 ops + 1 add'l. \$210k/ Real Estate \$395k

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

EG-996 SACRAMENTO: Beautiful office that you must see first-hand! ~1100 sf w/ 3 Ops. \$250k

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. Reduced: \$45k

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

EN-976 SACRAMENTO: Philosophy to treat patients like family & listen to their needs. 1750sf w/5ops. \$595k

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: Great demographics w/ very little competition! 1114 sf w/3 ops Reduced Price: \$250k/ Real Estate Available

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

GN-924 TEHAMA COUNTY: Don't miss this ideal opportunity! 3000 sf w/ 6 ops. Practice \$495k / Real Estate \$455k

GN-988 YUBA CITY: Excellent Merger Opportunity! Location and Lifestyle! 1,600 sf w/ 3 ops. \$100k

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 just under \$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 & SOUTHERN CALIFORNIA

IC-975 MODESTO: Established 33 years. 1,100 sf w/ 3 ops \$225k

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

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

IN-764 STOCKTON: 5,000 sf w/10 ops. \$220k

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. 1000 sf w/ 3 ops \$80k

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 \$285k

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

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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: Collections over \$1.2M. 2,100 sf \$800k

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 NORTH OF SACRAMENTO Pedo: Practice is on track to collect more than \$1M in revenues this year! 4300 sf w/ 5 ops. Reduced \$650k

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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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

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Sherwin Matian DMD, West Hollywood, CA



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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

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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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**Dear Keith,
I am looking to lease a new space and I don't understand all these different lease types. Can you help explain them? Dr. R.W.**

That is a loaded question – but let's break this down into the basics. There are generally three types of leases that you see in the commercial context; (1) the gross lease; (2) the triple-net lease (also referred to as NNN-lease) and its variant, the REIT lease; and (3) the full-service lease. Tenants universally prefer the gross lease for one simple reason, the tenant pays a monthly rental rate at a price negotiated and the landlord pays all the operational expenses of the property. Landlords prefer the triple-net lease because in addition to the monthly rent paid by the tenant, the tenant also pays a pro-rated portion of the operating expenses of the building, which includes taxes, insurance, utilities, maintenance, and other charges. This type of lease places the risk of the rise and fall of the operational costs directly on the tenant. There is a variant to the NNN lease which is the REIT lease. Much like the NNN lease the operational costs plus monthly rent are paid by the tenant. However, the added complexity with the REIT lease is the property being owned and operated by a conservative and generally publicly traded Real Estate Investment Trust. This means communication difficulties, high rents (a bi-product of being located generally in high rent areas such as strip centers) and the likely inability to assign a lease as part of a

future practice transition making your practice difficult to sell. This requires thinking ahead and negotiating for assignment rights on the front end of the lease rather than the backend. As you can imagine, tenants do not like to pay a proportional share of operational costs in addition to monthly rent and landlords do not like to collect rent without the ability to adjust for increase in operational costs. The third option, a full-service lease, is a hybrid of the other two lease types. The tenant pays a base monthly rent to the landlord. In addition to the monthly rent, the tenant also pays a portion of the increase in operational costs. Good luck on your lease and make sure you consult with your professional advisors.



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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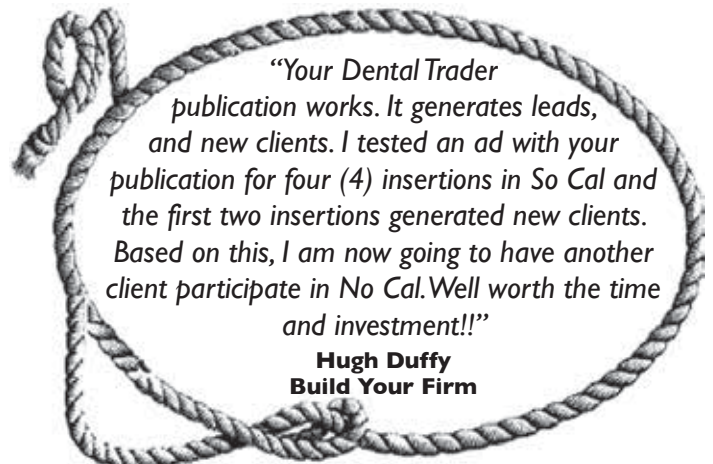
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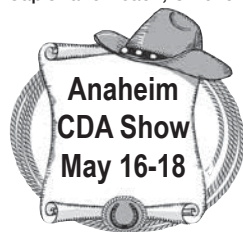
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