

THE Dental Trader

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Happy New Years!



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KERN COUNTY

BAKERSFIELD #29 - (4) op computerized G.P./ (3) ops eqt'd (4th) plumbed. Cash/PPO/HMO/Denti-Cal Pt Base. Monthly Cap Ck. approx. \$3.5K. Digital X-Rays. 2018 Gross Collect. \$602K+. On track to do the same in 2019. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring. **REDUCED.**

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.

ARCADIA #4 - (3) op computerized G.P. Cash/PPO pts. Annual Gross Collections ~ \$230K part time. Located on a major thoroughfare. The Dental Suite is (800) sq. ft. with a low rate lease. Seller is referring out most specialty work. Seller is retiring but will assist with the transition. **PENDING**

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. **SOLD**

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. **REDUCED**

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. Dextrix 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.

HOLLYWOOD - ABSENTEE OWNER PRACTICE FOR SALE - (5) op comput. G.P. on a main thoroughfare, on the 2nd floor of a strip center, w excellent exposure & signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Cap Ck. approx. \$6K/mos. Digital X-rays & Pano. 2018 Gross Collect (\$900K+). Projecting (\$1M+) in 2019. Practice offers one day each/mos of Endo, Perio, Ortho & O.S., & has a full time G.P. Associate. A true gem of an absentee owner practice. **BACK ON THE MARKET**

ORANGE COUNTY

FOUNTAIN VALLEY - (4) op comput G.P./ (3) eqt'd. (43) years of Goodwill. Cash/Ins/PPO. (7-9) new pts/mos. Digital X-Rays. 2018 Gross Collect. ~ \$414K on a (4) day wk. Low Overhead/High Net. Seller retiring.

LA HABRA - (6) op comput. G.P. (2) ops set up for surgery. Heavy emphasis on Implants & Crown/Bridge. Located on a main thoroughfare, w excell. exposure/visibility/signage. Cash/Ins/PPO pts. (20-30) new pts/mos. Annual Gross Collect ~ \$1M on (4) days/wk & (9) mos/yr. Seller retiring but will assist w the transition. There is a Possible Partial Seller Carry Back & Seller is willing to work back.

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- Pre-Sale Planning

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. 2018 Gross Collect. \$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. **REDUCED. SELLING @ 50% OF GROSS COLLECTIONS. PENDING**

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

CAMARILLO - (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. Cash/Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **PENDING**

SIMI VALLEY - (4) op G.P. w newer Adec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2018 Gross Collect. \$590K+ on a (10) mos yr due to seller's (2) mos. medical absence. 2019 ytd Gross Collect. \$378K thru May 30. Projects to \$850K+ @ yr end. Digital x-rays w (2) sensors. 16 years of Good Will. Selling due to health, and to be closer to family. Seller will assist with an orderly transition. **REDUCED**

VENTURA HMO - (6) op comput. G.P. with Pano, Ceph, Laser & soft-dent 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.

VENTURA #2 - (4) op comput G.P. in a strip ctr on a main thoroughfare. Some exposure & signage. (35) yrs of Goodwill. Cash/PPO Pts. No HMO & No Denti-Cal. No nights & No weekends. Projected 2019 Gross Collect of \$600K+ on (3 1/2) days/wk. Favorable Lease. (4) days of Hygiene/wk. Seller does no adv. other than website & social media. Most specialty work referred. Seller retiring. Will assist with transition. **NEW**

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DENTAL PRACTICE in EAST SAN JOSE. New Listing! Gross ~ \$250K on 2.5 days/wk. Lots of outside referrals. Seller will help with transition. Call Loc Pham, BRE#01875780. (714)550-7494 LCFPracticeSales.com

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Los Angeles County

Beverly Hills - Gross ~\$692K

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

Beverly Hills - Just Renovated

- BH Triangle. 3 Eq. Ops.
- Gross ~\$473K on 2-3 days/wk

Carson - Practice & Real Estate

- Medical/Dental bldg. for sale
- Single Story bldg. w/parking lot
- Currently used as veterinary office

Glendale - Gross ~\$484K.

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

Hawaiian Gardens

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

Inglewood - New Listing!

- Projecting ~ \$1.15 M in 2019
- Excellent Location! Shopping Plz.
- ~1,400 sq.ft., 4 eq.ops.+ 1 plumbed.
- Many in house specialists

Lancaster - New Listing!

- Gross ~\$650K. PPO & Cash Only
- Beautiful office in shopping mall
- Seller retires. Lots of goodwill
- ~2,400 sq.ft., 5 operatories

Lawndale - Equip. & Leasehold

- 5 Belmont Chairs, ~2,240 sqft
- Strip Mall. Reasonable Rent

Long Beach - ~\$900K in 2019

- High profit margin. CASH & PPO
- Beautiful & high-tech office.
- Refers out complex procedures.

Long Beach - Shopping Center

- Affordable Rent! Seller Retire
- Mostly Denti-Cal, some CASH

Los Angeles -

- **Starter Practice & Real Estate**
- Freestanding Bldg. at intersection
- ~ 1,245 sq.ft. + 3 Eq. Ops.
- Collects ~\$185K on 2 days/wk

Los Angeles - ~\$350K in 2019.

- Starter Practice. Low Rent
- Close to Chinatown. 2 eq. ops. + 1

Los Angeles - Gross ~\$375K

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

Northridge - New Listing!

- Starter Practice. Strip Mall
- 4 equipped ops. Digital Office

Orange County

Cypress - Equipment & Leasehold

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

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 Ctr

- **Projecting ~\$600K for 2019**
- PPO/CASH (High profit margin)
- Implants & Full mouth reconstruction
- State of the Art Practice

Santa Ana - Gross ~ \$500K

- PPO/FFS & Cash Only. 7 Eq. Ops
- Large Shopping Plaza, ~2,000 sq.ft.

Orange County - Collects ~ \$1.1 M.

- Insurance/FFS only
- General, Cosmetics, Implants
- Stable pt. base & good recall system
- Good Location: Shopping Plaza

Riverside County

La Quinta - Gross ~ \$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office
- Good Recall System

Palm Springs -

Practice & Real Estate

- Gross ~\$1.1M. ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Freestanding Bldg w/parking

San Diego County, CA

Chula Vista - Gross ~\$555K

- Mostly Cash/PPO. 4 eq. Ops.
- Close by retail centers
- 9 years of goodwill

Solana Beach - New Listing!

- Leasehold & Equipment
- Shopping plaza
- Current pt base predominantly PPO
- ~1,531 sq.ft., 3 eq. ops.

Ventura County

Oxnard - Low Rent!

- Shopping Center.
- 2019 Projecting ~\$168K
- No advertising. No website
- Seller Retiring. ~1300 sf, 3 Ops

Upcoming Practices

- Lake Elsinore - High Production
- Rancho Cucamonga - Shopping plz.
- Westminster - Gross ~ \$450K

Northern California

Daly City - Gross ~\$365K.

- Doctor retires. 25+ yrs goodwill
- PPO/ Cash, ~1,200sq.ft, 3 Eq. Ops.
- Commercial Area.
- ~10-20 new pts/month

Dublin - New Listing!

- Gross ~\$240K. Affordable Rent.
- ~10% Cash & 90% PPO
- Lots of specialist referrals
- 2 Eq. Ops + 1 add'l plumbed

Fairfield - Seller Retiring

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

Fremont - Gross ~\$660K

- ~95% PPO, 5% CASH
- 5 Eq. Ops, ~ 1,625 sq.ft.
- Opens 4 days/wk
- Refers out complex procedures

Pacifica - ~\$318K Collections

- All PPO/CASH
- Shopping plaza.
- Family oriented. High-quality dentistry.
- ~1,200 sq.ft., 2 ops + 2 plumbed

Sacramento - New Listing!

- Gross ~ \$1.2- 1.4 Million
- Large shopping center
- General dentistry w/implants
- 6 equipped ops + 6 plumbed
- New equipment

San Francisco - New Listing!

- **Projections ~ \$1.5 Million**
- PPO/FFS. High Profit Margin
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent

San Jose - Gross ~ \$650-670K

- Large Shopping Plaza East SJ
- Associate Run
- ~1,500 sq.ft., 4 eq. ops + 1 plumbed.
- Trilingual staff (Spanish & Viet)

San Jose - New Listing!

- Gross ~\$255K on 2.5 days/wk
- Lots of outside referrals.
- 3 equipped ops. + 1 plumbed
- Close to shopping plazas in East SJ.

San Jose - New Listing!

- Shopping plaza in East SJ
- 3 eq. ops. + 1 plumbed. ~1,200sq.ft.
- Please call for additional info.

Vallejo - \$420K Collections

- ~10% Cash & 90% PPO
- ~1,250 sq.ft., 3 equipped ops.
- Reasonable Rent
- Front street location

Dental Practice Wanted

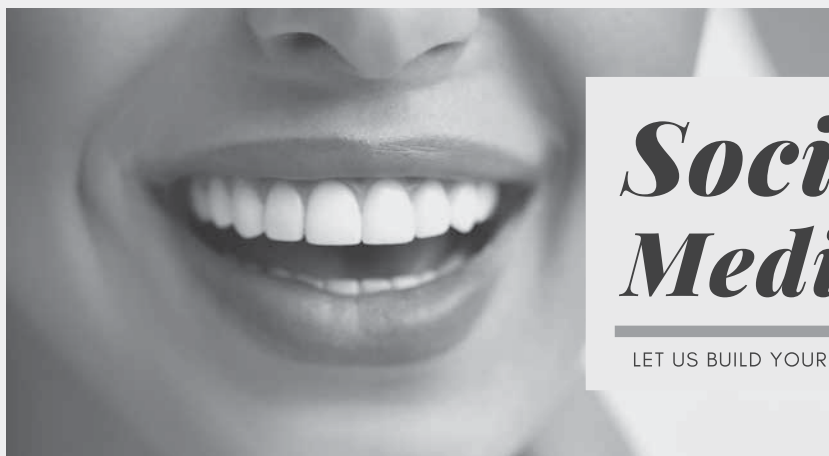
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DALY CITY: Seller to work back until May 2022! 1045 sf w/ 3 ops. Plumbed for 1 add'l \$450k (AC-1072) WPS/800-641-4179

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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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CONTRA COSTA COUNTY - Successful 11+ year old 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 \$603K for PEDO and \$230K for ORTHO. #CA576- Jay Harter - 916-812-0500

CONCORD-CONTRA COSTA COUNTY/EAST BAY - ASKING PRICE FURTHER REDUCED...High-end, boutique style, cosmetic, and hygiene-oriented family practice in an attractive and well-appointed office building. Located walking distance to a busy, downtown area near shops, parks and restaurants, this family-oriented community is slated for extensive growth over the next few years (reported plans for luxury condos, new single-family homes etc.). The 3 Op interior space (seller will plumb for a 4th Op at seller's expense) looks as-new and is of modern design and color scheme, quality fixtures, furniture, and new equipment all make for a stunning presentation. Over 41 years of Goodwill established, with a majority of, and a historically loyal PPO patient base. Practices utilizes Dextrix PM Software. This is a great opportunity for a GP looking for a long career within a vibrant, growing community. 2018 Gross Receipts over \$1 Million on 34 average Dr. hours per week. #CA595- Jay Harter - 916-812-0500

FAIRFIELD AREA - NEW LISTING - Very desirable and fast-growing area GP Practice with 30 years of Goodwill in the community. 4 Operatories with a 5th available but not equipped, this practice is in 1,500 sq. ft. suite with 7 computer workstations, Intra-oral camera, digital x-rays, and Dextrix PM Software in a paperless practice. Good hygiene recall patient base with 4 to 5 days a week of hygiene, and hygiene schedule is booked out for 6 months. Majority PPO and out-of-pocket practice. 2018 Gross Receipts were \$840K on a 4 day work week. #CA655- Jay Harter - 916-812-0500

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 1,800 sq. ft. with Dextrix PMS, digital x-rays, Diode Laser and intra-oral camera. 2017 Gross Revenue of \$446K 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

FREMONT - Priced to sell, Doctor is retiring! Over 40 years of goodwill in an urban and growing area in Fremont, Ca. This spacious 2,900 sq. ft. general dentistry practice has 9 Operatories and plenty of parking in a stand-alone professional building with great visibility. 2018 Gross Receipts \$631K. Dexis digital x-rays, Softdent practice management software and 1 brand new Cari Vu caries detection device. Currently over 1,200 active patients averaging 30 new patients per month. 35% PPO and 40% HMO. Seller is willing to help with smooth transition. #CA607- Kim Ta - 408-687-5001

GREATER EL DORADO HILLS - Multi-doctor practice in Greater El Dorado Hills. 3,000 sq. ft. office, possible 8 ops, 7 equipped, intra-oral camera, digital x-rays, and digital Pan. Sellers will consider working back part-time. #CA578- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO/ROCKLIN - Long established GP practice in beautiful, well-designed office, with 6 fully equipped digital x-rays, pano, lasers, and Dextrix software. **SOLD** 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 - Beautiful and established practice with high-end tenant improvements and neighborhood. 3 Op PPO practice with a 4th to be built out, in 1,399 sq. ft. office. **SOLD** located in a busy retail/mixed-use commercial building 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 \$506K on a 4.25-day week. #CA543- Jay Harter - 916-812-0500

GREATER SACRAMENTO - 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 33 years in a well-known dental and medical area. 1,392 sq. ft. 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 FURTHER REDUCED - Beautiful, modern, and upgraded remodel 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 3,500 sq. ft. Total of 5,000 sq. ft. stand-alone, tile roof, Dental Office Building is also available for purchase, with a 1,500 sq. ft. 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 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 \$1.1M+ and 2018 reported Gross Receipts \$680K due to loss of 2 Associates, which has since been stabilized. Asking price is well below recent appraised price. #CA567- Jay Harter - 916-812-0500

LAKE TAHOE AREA ENDODONTIC - Located in a hospital/medical area, in an attractive and professional-looking Tahoe-style office building among the pines. Over 28 years of Goodwill established, with 10 to 15 patient referrals per month from local GP Dentists. 1,100 sq. ft. design with 3 Operatories, 3 digital x-ray sensors, a CBCT Cone Beam unit, and recently re-upholstered dental chairs. Great opportunity for an Endodontist to have residency in either CA or Nevada... and grow an existing specialty practice in a beautiful and vacation-oriented area. 2017 Gross Receipts were \$523,000 on 3 to 3½ days per week average for Dr. hours worked. 2018 and 2019 Gross Receipts projected at similar dollar range. Asking price is below the recent and professionally obtained valuation for this practice. #CA602- Jay Harter - 916-812-0500

LAKE TAHOE AREA - Wonderful resort and waterfront-located GP dental practice in an attractive and professional-looking building with operatories and a deck overlooking beautiful Lake Tahoe. Over 42 years of Goodwill established, 2,100 sq. ft. suite, good hygiene recall patient base with 6 hygiene days/week. Seller reports only 34 total patients covered by Delta Premier. 5 Operatories (with a 6th plumbed), 2 intra-oral cameras, 2 Schick digital sensors, CAESY Patient Education Software, Polaroid Imaging System, the Wand, Zoom Laser Whitening, and a film-based Panoramic x-ray. Good opportunity for a new GP to grow endo, implant, and ortho program and procedures. Practice asking price is below recently obtained professional valuation. 2017 Gross Receipts were \$593K, and 2018 Collections (per PM Software) were \$711K on only 22 Dr. hours per week. #CA608- Jay Harter 916-812-0500

MONTEREY COUNTY - This Idyllic community on the Monterey Peninsula offers a slower pace of life and beautiful surroundings. Established over 70 years ago, 32 with present owner, this opportunity is very rare. Walk to the beach after a busy day working in a beautifully decorated 1,130 sq. ft. office with 3 fully equipped treatment rooms and equipment age 10 years or newer. Dextrix PMS, Dexis digital x-rays, intra-oral camera and Diode Laser. 2018 revenue of \$528K on a 4-day work week with exceptional growth opportunity. Very modest lease rates caps a great opportunity for anyone wanting to live & work in this great community. #CA625- Jim Engel - 925-330-2207

MONTEREY - NEW LISTING - Imagine living and working in beautiful Monterey County, where the Marina is walking distance from your practice and the famous Carmel Beach is only a 15 minute drive from work. Monterey offers a host of historic attractions from Cannery Row to the Monterey Bay Aquarium and a 10 minute drive to the world class Pebble Beach Golf resort. This fully fairly newly-equipped 4 operatory, 1,600 sq. ft., digital, general practice is located in an affluent and highly desirable area with an open lot and plenty of free parking. Shops and restaurants are all within walking distance. On a 32-hour work week, 2018's gross was: \$1M+. The Dr. is looking forward to retirement. Act fast, this practice will sell quickly! #CA650- Kim Ta - 408-687-5001

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PLEASANT HILL - NEW LISTING - Great location with a great history in this beautiful strip-mall location. 2018 Gross Revenue of \$762,000 on a 4-day work week. 23+ years of goodwill housed in a 1,438 sq. ft. modern office on one of the areas busiest roadways. 4 Ops, Dextrix PMS, paperless charts, digital Pan, Intra-Oral Camera, and Diode Laser. Average age of equipment is 7 years with some items newer. Hurry if you want to see this great Western Contra Costa County practice! #CA654 - Jim Engel - 925-330-2207

ROCKLIN/LINCOLN AREA - NEW LISTING - GP Practice in attractive professional office building with 13+ years of Goodwill. 10 Operatories (6 equipped + 4 plumbed) in 2,619 sq. ft. space. Lease currently mo. to mo., so Buyer could either renew for long term lease or move. Paperless practice utilizing Dextrix PM Software with 12 work stations, Intra-Oral Camera, Dexis digital sensor, Laser, Imaging Software, digital Pano, and newer CEREC with CEREC-trained staff. Average 18 new patients/mo., average 4 days of hygiene/week, and hygiene schedule booked out 6 months in advance. 80% HMO (monthly CAP Check Amount \$3,500) and 10% patient base is PPO. Some Ortho completed, with growth potential in all specialties. 2018 Gross Receipts \$747,000 on a 4-day work week. Seller would work back for 3 months to aid in transition. #CA641- Jay Harter - 916-812-0500

SACRAMENTO - PRICE REDUCED - PRICE REDUCED WELL BELOW PROFESSIONAL VALUATION! Downtown / Midtown Sacramento: General practice in a high-traffic cornerstone of a busy Midtown intersection, in an attractive and professional-looking building. 4 fully-equipped Operatories in 1,052 sq. ft. of office space including EagleSoft PM software, intra-oral camera, ScanX photo phosphorus plates digital x-ray system, patient education software, and film-based Panoramic X-ray. Average age of dental equipment is 10 years of age. Over 58 years of Goodwill established, with Seller reporting a historically loyal indemnity insurance plan patient base, good hygiene recall patient base, and with only 5% (approximately) of patients reported with Delta Premier. Good opportunity for a new GP to grow endo, implant, ortho, and soft tissue program and procedures. 2018 Gross Receipts \$607K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

SACRAMENTO AREA - Both Dental Office Building Condo with GP Dental Practice available for purchase in this established neighborhood with 47 years of Goodwill. Practice has 5 total Operatories, 1 Op is plumbed but not equipped, Dextrix PM software, I-O Camera, 2 Dexis digital sensors, Patient Ed software, soft tissue laser, E4D digital scanning unit, central Nitrous delivery, and a Pano/Ceph digital x-ray unit. Average age of dental equipment is 15 years of age. Hygiene schedule booked out 6 months advance, with 32 hygiene hours per week. Seller reports only 41 total patients are eligible for Delta Premier. Only 24 Dr. hours worked per week. Good opportunity to grow endo, implants, and oral surgery procedures. 2018 Gross Production was \$574K. 1,403 sq. ft. office condo must be purchased with this dental practice. #CA603- Jay Harter - 916-812-0500

SAN FRANCISCO - Great 41 years of history in San Francisco, 18 years in the present location at 450 Sutter Street. 2018 revenue of \$561K on a reduced schedule of 3½ days per week. **SOLD** 4 fully equipped treatment rooms housed in a very modern, upscale 1,130 sq. ft. Intra-oral camera and Diode Laser are newer than the average 18 year-old equipment which all remains in great condition. Owner is willing to work back 1-2 days a week if needed to insure a smooth transition before retiring. #CA618- Jim Engel - 925-330-2207

SAN FRANCISCO - NEW LISTING - LOW RENT! 30+ Years of Goodwill. Highly desirable practice! Location Location! Beautiful 4 Operatory office with a healthy hygiene program. Retiring Dentist willing to help transition or be an associate a couple of days per week following sale. 2018 Gross Receipts of \$700K+! #CA657- Dr. Rishi Salwan - 909-239-2800

SAN JOSE - NEW LISTING - Beautiful general practice, great cash flow and located in a beautiful retail space in a highly desirable part of San Jose, in a high traffic area with a lot of visibility. The office is a spacious 3,150 Sq. Ft. with 6 equipped operatories and 4 unequipped. Dextrix Practice Management software, Dexis digital x-rays and digital Pan. Gross Revenue for 2018 was \$998,000 and 2017 was \$919,000. The practice's equipment is less than 10 years old. The practice will sell very quickly and seller will help with smooth transition. #CA600- Kim Ta - 408-687-5001

SAN JOSE - NEW LISTING - This beautiful general practice located in a very busy retail plaza in San Jose, could be your dream come true! This is a fantastic opportunity for anyone that would like to skip the long and expensive process of starting a practice from scratch or for a current owner that would like to expand. The seller had previously owned and operated 1 other practice and now would like to sell this and retire. The seller has an eye for design and this luxuriously designed 2,700 sq. ft. practice was built from scratch 14 years ago with 8 fully equipped operatories with top of the line ADEC equipment. Dextrix practice management software, digital sensors and so many other features. 2018 Gross of \$465K on a 34-hour work week. This practice is priced to sell! #CA627- Kim Ta - 408-687-5001

SAN MATEO COUNTY - General Family Practice, 2nd generation, highly desirable Bay Area location. Modernized, paperless using Dextrix PMS, Dexis digital x-rays, and intra-oral camera. 60 years of Goodwill in the Community. 2018 \$1.3M+ Gross Receipts, 8 Days of hygiene, on 4-Day **SOLD** work week. Growth opportunities and consistency. Fully-equipped, 4 treatment rooms all with garden views, additional private doctor and consult room. 1,608 sq. ft., stand-alone dental duplex suite with parking. Owner offering a long-term lease. Close to downtown San Francisco, schools, public Transportation (Bart/SamTrans), and international airport. Rock-solid business and location. This Practice will not last, act quickly. Owner is retiring early. #CA639- Gina Miller - 707-391-7048

SANTA CRUZ COUNTY - Live and Play on California's most beautiful portion of the Central Coast. Awesome, well-established practice for over 39 years in this growing, yet affordable community. Well-decorated, 1,410 sq. ft. with 4 fully equipped treatment rooms, Carestream PMS, Dexis digital sensors and 6 computer workstations. 6½ days of hygiene, 5-8 new patients per month, and over 1,400 active patients. 2018 Revenue of \$1.1M+ on 3½ doctor days per week with nearly 50% net profit. Equipment age is 2-20 years with many newer items. Owner also owns the building and will offer great lease terms to the right buyer. Owner is retiring but will help buyer with a very smooth transition. #CA609- Jim Engel - 925-330-2207

SONOMA COUNTY - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1890 sq. ft. stand-alone building, 4 fully equipped treatment rooms with room to expand. 39 years of goodwill caring for families and adults. 2017 Gross Receipts \$529K on 3-day work week with 3½ days of Hygiene. Computerized throughout, Dexis digital x-rays, 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 - Stunning, Modern General Practice offering a broad range of service. All 6 treatment rooms have serene window view in spacious 2,200 sq. ft. seller-owned facility. 2018 Gross Receipts of \$802K with 4 days of Hygiene. Dexis digital x-rays, 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

SONOMA COUNTY - General Practice located in Sonoma County, desirable dental community. Has 31 years of Goodwill seeing three generations of patients. Strong 5 days hygiene program, 3½ doctor days. High profits, low expense ratio. 2018 Gross Receipts \$906K. 1,000 sq. ft., 3 fully equipped, modern rooms, scenic garden views, with the opportunity to expand. Expansive light and bright shared spaces adding additional square footage and benefits. Paperless, Dextrix Practice Management, XDR digital x-ray sensors, and intra-oral camera. Selling both practice and portion of dental building ownership. The doctor is retiring and will work back for a smooth transition. #CA594- Gina Miller - 707-391-7048

SONOMA COUNTY - This General Family practice is in the most desirable area in Sonoma County. 42 years of goodwill in the community. The practice is located on the main road and has great visibility. 2018 Gross Receipts above \$2M. Spacious 4,600 sq. ft., with 8 fully-equipped operatories. 13 days of Hygiene on 4½ day work week. Expansive space includes business office, consultation room, and large meeting conference room. High-tech, modern equipment throughout the facility: Including CEREC, digital sensors, intra-oral cameras, laser, patient education, and EagleSoft PM software. A paperless office w/21 computer workstations. The doctor is retiring and will work back for a smooth transition. #CA601- Gina Miller - 707-391-7048

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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 chair, Digital Pan and digital x-rays. Eaglesoft PMS with 9 workstations and 3 Schick sensors. 2018 collections of \$764K with 5 days of hygiene and averaging 65 new patients per month. Housed in 1,625 sq. ft. with 4 fully equipped treatment rooms and 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

VACAVILLE AREA - NEW LISTING - Great, centrally-located, and high-traffic location for a well-established GP Practice with 28 years of Goodwill in the community. 5 Operatory practice in a 1,700 sq. ft. office space with 3 computer workstations, film-based panoramic x-ray, and Dentrix PM Software. Good hygiene recall patient base, hygiene schedule pre-booked 98% of the time and booked out for 6 months, with an average of 36 hygiene hours per week. Only 14 patients eligible for Delta Premier. 2018 Gross Receipts were \$567,000 on a 32 hour average work week. #CA645- Jay Harter - 916-812-0500

WOODLAND/DAVIS AREA - NEW LISTING - Rare opportunity in this geography to purchase a successful practice along with an attractive, mixed-professional and healthcare dental building. 6 fully-equipped Operatories in 2,100 sq. ft. of office space including Dentrix PM software with 11 work stations, intra-oral camera, Dexis sensors, soft tissue laser, and digital panoramic x-ray. Over 43 years of Goodwill established with Seller reporting a loyal patient base, good hygiene recall patient base with average 72 hours of hygiene per week, low overhead, and many specialty procedures referred out. 2018 Gross Receipts \$1.1M+ on 32 Dr. hours week. Dental office condo building must also be purchased with this dental practice. #CA629- Jay Harter - 916-812-0500

YUBA CITY AREA - 46 years of Goodwill established at this GP practice in a well-established community and in an area of dental and medical offices. Attractive office building in 1,400 sq. ft. space, with 3 Operatories equipped and a 4th plumbed. This Dentrix practice could be a nice opportunity to take over a long-standing patient base, and the landlord is willing to set up new lease terms. This is a 50% Delta Premier practice. Practice is priced below recent professionally-completed appraised valuation. 2018 Gross Receipts \$271K (per CPA's 2018 P&L Statement). #CA580- Jay Harter - 916-812-0500

CENTRAL CALIFORNIA

CENTRAL COAST ENDODONTICS - 3 Operatories equipped with Zeiss microscopes, digital x-rays, Paperless, Cone Beam CT, and PBS Endo software. 2018 Gross Receipts of \$1.1M+ with \$633K 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-rays, large office with conference room for teaching and study groups, works only 2 days a week, 20 years goodwill, 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 \$650K, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

FRESNO AREA - ASKING PRICE REDUCED BY \$50,000: GP and Prosthodontic practice in an attractive and professional-looking office building, 1,500 sq. ft., 40 years of goodwill established. This could be a nice opportunity for a GP that does a lot of restorative dentistry to take over and complete procedures that aren't currently being addressed at the practice. Seller will remain on part-time to collaborate with a GP buyer for this practice. 4 Operatories with DentalMate PM software, intra-oral camera, 2 XDR digital x-ray sensors, patient education software, and a film-based Panoramic x-ray. Average age of (mostly ADEC) dental equipment is 7 years of age. 2017 Gross Receipts \$417K and 2018 GR \$386K. #CA588- Jay Harter - 916-812-0500

GREATER FRESNO AREA - NEW LISTING - Great location for a well-established GP Practice with impressive 42 years of Goodwill in the community. Attractive free-standing professional office building with dedicated and experienced team members. 6 Operatory practice with 7 computer workstations, 3 digital sensors, and Diamond Dental PM Software. Good hygiene recall patient base pre-booked 99% of the time. Reported 60% PPO and 40% Cash Patients. 2018 Gross Receipts were \$638K on a 4 day work week. #CA621- Jay Harter - 916-812-0500

GREATER MODESTO - Nicely designed, updated, and established practice in the same location for nearly 55 years. 4 Op. practice in 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 \$366K on a 3-day Dr. work week; 2018 GR \$408K. 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

GREATER MODESTO - NEW LISTING - Both dental office building and GP dental practice in an established neighborhood with 62 years of Goodwill. 5 total Operatories, Dentrix PM software, intra-oral camera, 2 Dexis digital sensors, hard/soft tissue laser, nitrous delivery system, and a Panoramic digital x-ray unit, with average age of dental equipment from new to 10 years of age. Good hygiene recall patient base with hygiene schedule booked out average of 3+ months in advance, with average of 64 hygiene hours per week completed. Good opportunity for a new GP to grow endo, ortho, implants, and oral surgery procedures. Practice only open 3 days per week and 2018 Gross Receipts were \$1.1M+. 1,450 sq. ft. dental office condo (with upstairs bonus rooms included) can be purchased or leased with this dental practice. #CA635- Jay Harter - 916-812-0500

MADERA - 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

MODESTO PERIODONTAL - ASKING PRICE REDUCED \$75,000! - Periodontal practice in a great part of Modesto near the Hospital available, with over 40 years of Goodwill in the community. Equipment includes intra-oral camera, digital x-ray sensor, and LANAP Laser. Room to expand with 4 equipped Operatories plus one additional plumbed, unequipped in a 1,600 sq. ft. suite. Good opportunity for a new owner to grow upon a solid, existing, specialty practice. 2018 Gross Receipts were \$494,000 on only 4 Dr. days worked per week. Multi-Tenant Dental Office Building is also available for purchase with this specialty dental practice. #CA598- Jay Harter - 916-812-0500

TRACY - NEW LISTING - Well-established for over 55 years, 25 years with present owner. Great central Tracy location near loads of shopping and services. 4 treatment rooms, digital x-rays, digital Panoramic and CAD/CAM housed in 1,700 sq. ft. with exceptional lease rates. 2018 revenue of \$732K is still growing on a 4-day work week with 5 days of Hygiene. This makes for a great upside opportunity for first-time buyers as well as current owners looking to expand. Easy commute from the Tri-Valley or Central Valley locations. Owner is relocating out of state but will work back for a short period to ensure a smooth transition. #CA630- Jim Engel - 925-330-2207

VISALIA - NEW LISTING - Nice GP office with 5 Ops, seller also owns the building which is for sale (make offer), digital, 2,000 sq. ft. office has great visibility, main street frontage with sign and easy, free parking. Crown and bridge and cosmetic, no Ortho, some basic Endo, Perio, Oral and no implants, Collections of \$334K for 2018. #CA628- Steve Caudill - 951-314-5542

BAKERSFIELD GENERAL DENTISTRY PRACTICE - Established General Dentistry Practice available in the Bakersfield area. 5 Ops, Easy Dental, 4 doctor days and 4 hygiene days per week. Room to grow the practice as most specialty procedures are referred to local specialists. Exceptional opportunity to purchase two practices in same building and merge. See listing #CA622 for more info. Real estate also available to purchase. 2018 GR of \$375K. #CA623- Kerri McCullough - 949-300-0312

BAKERSFIELD GENERAL DENTISTRY PRACTICE - General Dentistry practice with 6 Ops and 39 years of goodwill in the community. Practice features Dentrix, intra-oral Camera, and Denar Pantograph. 2018 GR of \$475K with \$165K Net with room to grow as most specialty procedures are referred out. Unique opportunity awaits to purchase two practices plus real estate for one larger practice. See listing #CA623 for more info. #CA622- Kerri McCullough - 949-300-0312

BAKERSFIELD PEDODONTIC - Rare and unbelievable opportunity with this successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Great opportunity for someone to buy a thriving, well-run practice with 30+ years of goodwill and to transition with an experienced partner. 40 new patients a month. Averaged \$2.5M+ GR the last 3 years. #CA599- Kerri McCullough - 949-300-0312

BURBANK - Established in 1976, this restorative/cosmetic practice is the only dental office in an attractive, modern medical building. With a 10-year-old, completely new build-out, the facility features 4 Adec Ops. PracticeWorks, Dexis, four-day work week for doctor, and four days (some double) of hygiene. Busy practice with consistent NP inflow and dedicated staff. PPO, indemnity ins. and cash only with an excellent lease. 2018 GR of \$751K with \$202K Adj. Net. #CA587- Thinh Tran - 949-533-8308

COVINA - Well-established General practice with great visibility, 4 Ops, and digital x-rays. A bright, cheerful setting welcomes patients to this long-established family practice. Seller refers out most difficult specialty work so there is room to grow. All new patients are from word of mouth, no marketing. #CA634- Kerri McCullough - 949-300-0312

GLENDALE - Well-established, restorative-driven 4 Op General practice in a professional building. Retiring seller with 14 years of Goodwill and ADEC 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

HUNTINGTON BEACH - General Dentistry practice with 4 Ops has been open in HB for 50+ years. EagleSoft, 2 days of hyg./wk. Huge upside potential as most specialty services are referred out. 2018 GR of \$356K, with \$141K Adj. Net. #CA613- Kerri McCullough - 949-300-0312

LAKE ARROWHEAD/SAN BERNARDINO MTNS. - Long-established PPO/FFS practice with 6 Ops is computerized with SoftDent Dexis digital x-rays, intra-oral camera, Pano, and a Strong Hygiene/soft tissue management program in place with 7 days/ of Hyg./wk. 2018 GR of \$1.08M with \$300K+ Adj. Net. Real estate is also for sale. #CA517- Steve Caudill - 951-314-5542

LOS ANGELES, WEST SIDE - NEW LISTING - General practice with a 60+ year history. Beautiful views from every operatory. 4 equipped Ops plus 1 additional plumbed for expansion. Located in a very up-and-coming area with two new hotels and high-end apartments built nearby. Current owner bought practice in 2008. Practice utilizes EagleSoft PM software and digital x-rays. 2018 GR of \$523K. #CA640- Kerri McCullough - 949-300-0312

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LOS ANGELES - General Dentistry practice located in the one of the most desired areas of Los Angeles. There are 5 Ops and a 3 chair ortho bay in a 3,000 sq. ft. suite with free parking. Visiting Periodontist 2 days per month and 2 Hyg days/wk. E-Z Dental, digital x-rays, 3D CBCT, digital Ceph, and an intra-oral camera. Practice accepts most PPO plans, no HMO. #CA619- Kerri McCullough - 949-300-0312

LOS ANGELES - General Dentistry Practice with 7 Operatories is located in a professional building in a great location of LA. Practice has a strong hygiene program in place with 5+ days of hygiene per week and 37 years of goodwill. Gross Receipts over \$900K. #CA606- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY - 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. 2018 GR of \$231K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

ORANGE COUNTY ENDODONTIC - 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 past 3 yrs. at \$1.3M+ with very low overhead. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

PALM SPRINGS AREA - General Dentistry practice with 6 Ops, 5 equipped, MacPro, digital, and Microscope. 6 days of hygiene, most specialty work referred out, big upside potential. No PPO or HMO. 2018 GR \$705K with \$210K Adj. Net. #CA612- Kerri McCullough - 949-300-0312

PALM SPRINGS AREA MULTI-SPECIALTY - 5 equipped Ops and 1 plumbed, not equipped in a 2,500 sq. ft. suite. 27 years of goodwill. The well-trained staff caters to a high-end patient base. Rent is only \$3,600/month! Dentrrix Software, digital x-rays, intra-oral camera, CT Scan and Gemini Dual Wave Laser. History of collecting over \$1.2M a year. 97% Cash, 3% Ins. #CA604- Kerri McCullough - 949-300-0312

PASADENA - NEW LISTING - 4 Ops, 3 equipped, in sought-after Pasadena is now available. Our retiring seller has an exclusive as the only GP in the building. 36 hours of hyg./wk., updated technology with Dentrrix, digital x-rays, and cone beam. The patient base has a high dental IQ and in a strong income area seeking excellence in health care. 2018 GR of \$1M+ with \$400K Adj. Net Income. #CA651- Kerri McCullough - 949-300-0312

POMONA - General Dentistry Practice with great potential! Low rent- beautiful 4 Op practice. Dentist open only 2 days per week and retiring. 2018 Gross Receipts \$279K. Priced to sell. #CA610- Dr. Rishi Salwan - 909-239-2800

SAN FERNANDO VALLEY - NEW LISTING - 5 Ops in a very visible location on a main street in a high-end, desirable area. Our seller owns the building and can be sold with the practice. Practice features Easy Dental and digital x-rays, 21 years of goodwill, and our seller has owned it since 2004. The practice is PPO and HMO with a CAP check of \$5-6K/mo. on average. 2018 GR of \$1.2M+ with \$336K Adj. Net Income. #CA652- Kerri McCullough - 949-300-0312

SAN GABRIEL VALLEY - General Dentistry practice with 4 Ops and digital x-rays. Practice has been in the area for 65 years. Most specialty work is referred out, and most PPO plans are accepted. Located on a main road and has great visibility. Seller sees patients 4 days per week. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- Kerri McCullough - 949-300-0312

SIMI VALLEY - Beautiful General practice established for over 45 years, 5 fully equipped Ops, 1 not equipped, nitrous equipped in every operator. 2018 Gross Collections \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

SIMI VALLEY - General Dentistry practice with 3 Ops and over 30 years of Goodwill. Older office with 1,100 sq. ft., located in a strip mall shopping center close to a residential area. A majority of the specialty procedures are referred out to specialists. 2018 GR of \$263K. #CA626- Steve Caudill - 951-314-5542

SIMI VALLEY - General Dentistry practice with 6 Ops is now available in Simi Valley. Practice has 39 years of goodwill and loyal, dedicated staff. Strong hygiene program in place. The professional building is in a great location. Practice utilizes EagleSoft, digital x-rays, intra-oral cameras, and Pano. 2018 GR of \$740K. #CA617- Kerri McCullough - 949-300-0312

SOUTH BAY/TORRANCE AREA - General Dentistry practice with a 44-year history in the South Bay is now available! 6 Ops in a professional building location that is beautifully decorated. Practice utilizes SoftDent, digital x-rays, intra-oral camera, and laser. Visiting Endodontist and Periodontist keeps some specialty procedures in-house. Strong hygiene program in place and long-term, loyal staff to ensure a smooth transition. 2018 GR of \$1M+. #CA624- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - 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, 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 ORANGE COUNTY PERIODONTAL - NEW LISTING - 4 Ops, 3 equipped is now available in a beautiful coastal community in South OC. Practice open since 2008. Lg surgery suite for implants, nicely appointed, modern, and in a busy strip center location. Seller is open to helping to new owner with proper introductions to the referring dentists. 2018 GR of \$934K, \$217K Adj. Net Income. #CA643- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY - General Dentistry Practice with 5 Ops, 4 Equipped, in an upscale area. EagleSoft, intra-oral camera, Schick digital x-rays, and laser. 12+ years of goodwill at this professional building location, which is near a hospital. Accepts PPO and 3 HMO plans. 2018 GR of \$484K with \$218K Adj. Net Income. #CA614- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY PEDO - 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. 2018 GR \$317K on a short 3-day work week. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

EAST COUNTY - NEW LISTING - El Cajon Large General and Multi-Specialty practice with Ortho provided in-house. Stand-alone site with excellent visibility in a strip mall with 14 Ops, 10 equipped, with EagleSoft. This is a PPO/HMO and DentiCal practice. Seller is eager for a quick sale. #CA647- Russell Okihara - 619-694-7077

EAST COUNTY - Spring Valley General family practice with 3 Ops located in a convenient smaller strip mall adjacent to a busy street and no HMO, digital x-rays, E-Z Dent practice software, excellent area of opportunity. 2018 Gross Receipts of \$466K. #CA636- Russell Okihara - 619-694-7077

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

MISSION VALLEY GENERAL & MULTI-SPECIALTY - Excellent opportunity to purchase a 24 operator practice with 18 equipped. Practice utilizes ScanX digital x-rays, EagleSoft Practice Management software and accepts both PPO and HMO insurance along with DentiCal. The practice is in an excellent location with great visibility. Seller is motivated for a quick sale. #CA638- Russell Okihara - 619-694-7077

NORTH COUNTY COASTAL ORTHODONTIC - NEW LISTING - Beautiful area in a highly desirable location with ample parking, Excellent Opportunity, One open bay with 4 chairs and 1 separate consult room with 1 chair. Ortho 2 Viewpoint, digital Pan/Ceph, Excellent for a single office or a 2nd location. Seller is motivated to sell quickly. #CA653- Russell Okihara - 619-694-7077

NORTH COUNTY PERIODONTAL - Beautiful Periodontal Practice in North County San Diego. 4 Ops, 3 Equipped. Newer equipment including a CT Scanner and digital x-rays and Dentrrix. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 GR \$269K. #CA605- Russell Okihara - 619-694-7077

POWAY - NEW LISTING - This General Dentistry Practice with 3 Ops is centrally located, busy strip center location with room to grow the practice. Practice features digital x-rays, intra-oral Camera, Pano, and Laser. #CA659- Russell Okihara - 619-694-7077

SAN DIEGO COUNTY ORTHODONTIC - Rare Opportunity in the San Diego County area, Established Ortho office with updated computer hardware. Paperless with many years of goodwill. Excellent location. This will sell quickly. #CA615- Russell Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

HONOLULU, HAWAII ORAL SURGERY - Longstanding OMFS practice for sale. 4 Ops with consistent production/collections over the past 3 years. Convenient location with ample free parking. Strictly PPO and no hospital affiliations. Dentrrix, digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

EUGENE, OREGON - NEW LISTING - Mid-sized practice in a central Eugene location with 2,600 sq. ft., 4 ops, Eaglesoft, and 30 years of goodwill. #OR114- Jessica Burbon - 503-332-6462

NORTH COAST, OREGON - Beautiful North Coast practice nestled on a lake inlet minutes to the ocean. Dr. works 3 days per week, 2 days of hygiene. 2018 GR \$366K, practice positioned for growth. Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

SOUTH COAST, OREGON - Beautiful turn-key general practice located on the Southern Oregon Coast. Features 3,200 spacious sq. ft., 6 ops, Eaglesoft, Dexis, Pano. Collections for 2018 were \$740K. Building available for sale. #OR113- Jessica Burbon - 503-332-6462

SOUTHWEST PORTLAND, OREGON - NEW LISTING - This established general dentistry/private practice is located in a SW Portland mixed business complex off a main thoroughfare. 2,634 sq. ft. leased building is well maintained with 6 Ops, 1 more plumbed/ready. Dentrrix PMS, Dexis digital x-rays, intra-oral, Pano. 2018 Gross Receipts \$510K. #OR115- Jessica Burbon - 503-332-6462

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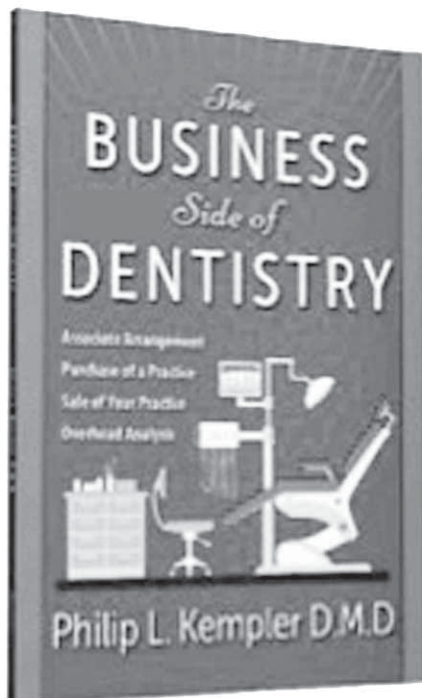


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- How to value a dental practice
- Due diligence—What are you really buying? Look deeper!
- Overhead Analysis—Poor overhead control reduces your take home pay!
- Tax consequences of buying or selling a practice. “Asset allocation” two words that can make or break the deal.
- Practice brokers...the good, the bad and the ugly!
- Includes overhead analysis templates and retirement in come planners.

“The info about due diligence when buying a practice on Pg. 33, prevented me from making a monumental error that would have cost me hundreds of thousands!”

Dr. Claire Bishop, DMD

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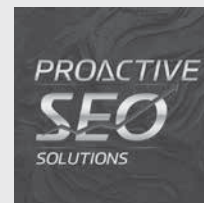
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Restorative Practice - South Orange County Prestigious location. 2018 Gross Revenues \$627K. Seller Retiring. For information contact info@wppps.com

DENTAL PRACTICE in SACRAMENTO. New Listing! Seller retires. Gross ~ \$1.3 Million. All FFS & PPO. Large shopping plaza. General dentistry with implants and perio treatments. 10-12 Ops. Call Loc Pham, BRE#01875780. (714)550-7494 LCFPracticeSales.com.

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SIMI VALLEY - (4) op comput. G.P. w newer eqt. Cash/PPO. 2018 Gross Collect \$590K+ on a (10) mos year due to seller medical absence. 2019 Projecting \$740K+. Digital x-rays. Motivated. D&M Practice Sales (818) 591-1401

SAN JOSE - 6 equipped Ops, 4 unequipped, 3,150SF. Dentrix, Dexis, Digital Pan. 2018 GR \$998K. HSPPT- Kim Ta 408-687-5001-#CA600

South Lake Tahoe Practice For Sale | \$225,000 | OUTDOOR PARADISE! Established, 3 operatories, community oriented. Contact info@integritypracticesales.com (855) 337-4337

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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!

Ari Rosenblatt, DDS, DMD



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HOLLYWOOD - ABSENTEE OWNER - (5) op comput. G.P. in a strip ctr w exposure/visibility/signage. 2018 Gross Collect (\$900K+). Projecting \$1.1M+ in 2019. Cash/Ins/PPO/HMO/Dent-Cal. CAP Check approx \$6K/mos. Digital X-rays & Pano. D&M PRACTICE SALES (818) 591-1401

CareStream 8100 3D, 3 years old, recent service contract. Midmark Chairs, light, vacuum assistant and doctor chairs, 5 years old, 3 units, perfect condition. 2 Dexis sensors, new service contract. 220V Air Techniques, Airstar 22 compressor. (3) Belmont track lights. Midmark M9 Ultra Clave. (3) Marus Chairs, delivery, vacuum, great condition, nicely reupholstered. Chairs sold as a 3 unit packages. (2) 1HP vacuums. Location, Lake Tahoe. contact my email, icmttallac@sbcglobal.net

NORTH OF SACRAMENTO Podo: Practice is on track to collect more than \$1M in revenues this year! ~4300 sf w/ 5 ops. \$660k (GG-940) WPS/800-641-4179

SONOMA COUNTY - 4,600SF, 8 Ops, 2018 GR over \$2M. Paperless, high-tech, modern office. HSPPT- Gina Miller - 707-391-7048-#CA601

BREA/ANAHEIM HILLS AREA 1.1 MILLION Dollar PPO/FFS office up for sale. 4 equipped ops, 1 additional plumbed. Lots of exposure in excellent neighborhood. Mostly restorative, Invisalign certification required. Email CV to 4989oc@gmail.com. Asking \$925K

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VENTURA #2 - (4) op comput G.P. Strip ctr location. Cash/PPO. Projected 2019 Collect \$600K+ on (3½) days/wk. Favorable Lease. (4) days of Hygiene/wk. Most specialty work referred. Seller retiring. D&M PRACTICE SALES (818) 591-1401

DAVIS: Imagine living and practicing here! Hesitate and you may miss out on your dream! 1100sf. w/ 5 ops. \$575k (EN-1077) WPS/800-641-4179

SONOMA COUNTY - 6 Ops in 2,200SF. 2018 GR \$802K w/4 Hyg days. HSPPT- Gina Miller - 707-391-7048-#CA564



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BAY AREA

AC-989 SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops **Price Reduced \$125k**

AC-1059 DALY CITY: Amazing practice w/ seasoned staff in highly desirable neighborhood. 1500 sf w/ 4 ops **\$345k**

AC-1072 DALY CITY: Seller to work back until May 2022! 1045 sf w/ 3 ops. Plumbed for 1 add'l **\$450k**

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! ~998 sf w/ 3 ops **Reduced \$540k**

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

AG-993 WEST PORTAL AREA: Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops **Reduced Price: \$395k**

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

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

BC-1010 ANTIOCH: Amazing Opportunity in Health Prof. Complex 2118 sf w/ 2 equipped ops + 3 add'l **\$225k**

BC-1022 OAKLAND: "Pill Hill" Area adjacent to hospital! 1064 sf & 2 ops. Plumbed for 1 add'l **\$150k**

BC-1056 SAN RAMON (Facility): Move-in ready facility in well maintained professional complex. 1698 sf w/ 4 ops **\$80k**

BG-1025 WALNUT CREEK: You won't find a more outstanding opportunity than this extraordinary practice! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

BN-952 BERKELEY: Don't hesitate on this incredible opportunity! ~835 sf w/ 3 Ops. Seller Motivated **\$200k**

BN-1023 RICHMOND: This is a rich opportunity for the astute dentist! 1450sf w/2 ops + 2 add'l. **\$50k/ Real Estate \$750k**

BN-1060 LAYAFETTE: Imagine living, practicing & raising your family here in this community! 1400sf w/ 3op. **Seller Motivated \$225k**

BN-1067 SAN LEANDRO: Imagine owning this family-oriented practice with a large patient base. 1495sf w/ 3 ops 2 + 1 add'l. **\$325k**

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 **\$175k**

CC-979 NOVATO: Seller Retiring. 803 sf w/ 3 ops near downtown and Old Town Novato. **\$195K (Real Estate \$215k)**

CC-1020 SANTA ROSA: Cash Flow of over \$270k. Unique FFS Practice. 1320 sf w/ 4 ops. **\$450k**

CC-1030 SANTA ROSA: Condo office in modern bldg w/ ample parking & adjoining Ortho practice! 1683 sf w 5 ops **\$325k**

CC-1049 SANTA ROSA: Fully Remodeled, Amazing Location. 2000 sf w/ 5 ops **\$685k Real Estate Also Available**

CC-1074 SANTA ROSA: You will not find these build outs in this area for this price! 1200 sf 3 ops **\$300k**

BAY AREA CONTINUED

CG-995 VALLEJO: Live, play and practice here where your lifestyle can't be beat! ~2035 sf w/ 7 ops **\$1.175M**

CG-1048 SONOMA: This highly successful family-oriented practice has it ALL! ~1500 sf w/ 4 ops **Reduced \$630k**

CN-911 SANTA ROSA: Want a change in life-style? This fabulous practice is the heart of the Wine Country! 2250 sf w/4 ops + 1add'l. Seller Ready to Retire **\$499k**

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

DG-986 CAMPBELL: The ideal opportunity to practice in this community! ~988 sf w/ 3 ops Seller Motivated **\$288k**

DG-1006 MONTEREY AREA: This practice is one which every dentist aspires to! ~3400 sf w/ 8 ops **Reduced \$1.325M**

DG-1009 CARMEL: Amazing fee-for-service practice w/ no contracts! ~1150 sf w/ 4 ops **\$605K**

DG-1014 MONTEREY: Don't miss your opportunity to live and practice in beautiful Monterey! ~1125 sf w/ 4 Ops. **Reduced \$750k**

DG-1034 BELMONT: Med Prof Bldg on bustling commercial corridor. ~2000 sf w/ 5 ops **\$425k**

DG-1042 MOUNTAIN VIEW: Amazing opportunity providing quality, high-end dentistry! ~ 890 sf w/ 3 Ops **\$895K**

DG-1078 SARATOGA Ortho: One-of-a-kind, modern, high-tech orthodontic boutique practice! ~ 1400 sf w/ 5 Ops **\$980K**

DN-1031 CUPERTINO: This remarkable practice awaits only your talent and skill! 1500sf w 3 ops + 1 add'l. **\$1.25M**

DN-1032 PLEASANTON Facility: The perfect place to live, practice & raise a family! 1400sf w/4ops. Includes CTScan! **\$185k**

DN-1041 SAN JOSE: This stunning practice is an excellent opportunity for new grads! 1207sf w 2ops + 1 add'l. **Reduced! \$175k**

DN-1003 PLEASANTON Facility: This is an excellent opportunity for a graduate or a dentist seeking a Satellite location. 1000sf w/ 3ops. **\$68k**

DN-1046 SANTA CRUZ AREA: Opportunities like this does not come along, except once in a lifetime! Office 2050 sf w/ 5 ops. Total sq ft 3880. **\$595k /Real Estate: \$1.1mil**

DN-1067 CASTRO VALLEY: Conservative treatment & compassionate philosophy delivered in a warm environment. 1498sf w/ 5ops. **\$650k/Real Estate: \$675k**

NORTHERN CALIFORNIA

EC-1018 WEST SACRAMENTO: All new leaseholds & top of the line PC EQ in 5 ops! 6 ops currently in use. 10 ops total available! **\$795k**

EG-910 MIDTOWN SACRAMENTO: A thriving practice does not come along very often! ~1107 sf w/ 2 + 1 add'l. **Reduced \$210k**

EG-968 SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. **Reduced \$480k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



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NORTHERN CALIFORNIA CONTINUED

EG-972 ELK GROVE: Prime location! Real Estate available to purchase in the future! ~3500 sf w/ 8 ops+. **Reduced \$495k**

EG-1012 EAST SACRAMENTO: A practice like this one does not come available very often! ~2900 sf w/ 8 ops. **\$2.5M**

EG-1016 LINCOLN: Look no further than this growing community to springboard into your success! ~1800 sf w/ 4 Ops **Reduced \$560k**

EG-1039 EL DORADO HILLS VICINITY: The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops. **\$350k**

EG-1061 SOUTH AUBURN VICINITY: Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops. **\$350k**

EN-1052 EAST SACRAMENTO: Remarkable, long-established opportunity, loaded w/ goodwill! 1100 sf w/ 4 ops. **\$950k**

EN-1055 ROCKLIN Facility: Build your own success here in this family-oriented community! 1650 sf w/ 4 ops +1 add'l. **\$95k**

EN-1077 DAVIS: Imagine living and practicing here! Hesitate and you may miss out on your dream! 1100sf. w/ 5 ops. **\$575k**

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

FG-841 ARCATA: Great demographics w/ very little competition! ~1114 sf w/3 ops **Reduced Price: \$200k/ Real Estate Available**

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

FN-855 NO. HUMBOLDT: Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. **\$190k/ Real Estate Available**

GN-1071 REDDING: Streamlined policies & loyal patient base, this quality practice is your springboard to success! 2264sf w/ 4 ops. **\$525k**

GN-1073 BUTTE CO: Quality, fee-for-service practice with a stellar reputation! 1800sf w/ ops. **\$375k / Real Estate Available**

HG-1053 GRASS VALLEY: Well-established practice of 40+ years, known for its quality dentistry! ~1200 sf w/ 3 ops **\$420k**

HG-1068 LAKE TAHOE AREA: Imagine living and practicing in the majestic Sierra Nevadas and lake community! ~2500 sf w/ 3 Ops. **\$315k/Real Estate Available**

HG-815 TRUCKEE AREA: Amazingly priced at 50% of Collections! ~1000 sf w/ 3 ops **\$165k/ Real Estate Available**

HG-983 GRASS VALLEY: Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Reduced Price \$185k/Real Estate Available**

HG-987 LAKE TAHOE AREA: LIVE THE DREAM! The mountains are calling you to this Alpine Paradise! ~3,400 sf w/ 6 Ops **\$785K/Real Estate Available**

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

HG-934 GRASS VALLEY: Underworked PT base should support larger production numbers! ~1200 sf w/ 3 Ops **Reduced \$168,750/ Real Estate Available**

HN-999 CALAVERAS Co. (Facility/Real Estate): 1,500 sf w/ 2 equipped Ops + 1 fully plumbed & 3 partially plumbed. **\$500k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

HN-991 PLACERVILLE: Quality, conservative and compassionate practice! Will consider work back. 1,654 + 473 sf w 5 ops. **\$675k**

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

IG-881 TURLOCK: Long established has unsurpassed quality care. ~3500 sf w/ 10 Ops (shared). **Reduced: \$295k**

IG-1007 GREATER MODESTO AREA: Combines a quality learning environment with relaxed rural living. ~3000sf w/ 6 ops. **\$645k**

IG-1019 TRACY: This opportunity is waiting for you to sink your roots down and invest your future here! ~1200sf w/ 4 ops. **\$745k**

IN-1069 STOCKTON: Well-established & fully equipped w/ modern equipment, this is an excellent opportunity! 1450sf w/ 3ops +1 add'l. **\$260k**

JC-811 FRESNO COUNTY: Seller willing to consider Associateship for qualified DDS w. intention to Buy In! 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**

JC-1054 VISALIA: Practice AND REAL ESTATE! Prof Bldg on major thoroughfare. 2,260 sf w/ 6 ops **\$275k/ Real Estate \$517k**

SPECIALTY PRACTICES

BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$295k**

BG-843 WALNUT CREEK Perio: Priced at 50% of collections! ~1085 sf w/ 4 ops **\$390k**

BG-1024 WALNUT CREEK Prosth: Stellar reputation for providing the highest level of treatment! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

DN-1044 FOSTER CITY Pedit: Shared Space Situation. Conveniently located within walking distance of major corporations. 830sf w/ 3 ops. **\$195k**

GG-940 NORTH OF SACRAMENTO Pedit: Practice is on track to collect more than \$1,000,000 in revenues this year! ~4300 sf w/ 5 ops. **\$660k**

JG-757 VISALIA Perio: Incredible Giveaway at this price! Collections over \$800k! ~2000 sf w/ 5 ops **Steal at \$150k**



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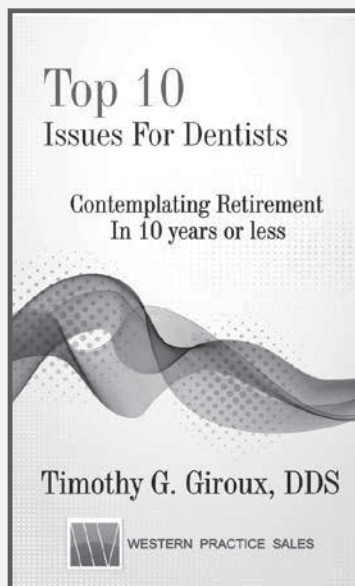
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ASK THE BROKER

How do you determine the listing price of my practice?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

Practices are priced based heavily on gross receipts.

Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8-10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. **Most importantly, since practice values are based on gross receipts, keep up the good work!**

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book "Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less".

Timothy G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales and a member of the nationally recognized dental organization, ADS Transitions.

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Legal Tip: Has your CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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VISALIA - 5 Ops, 2,000 SF. RE available. 2018 GR \$334K. HSPPT- Steve Caudill 951-314-5542-#CA628

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2018 gross revenues \$627K
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treatment rooms • Desirable
community • Seller retiring •
2018 gross revenues \$592,207
Three year average practice net profit
equals 42.7%
Three-suite 5,000 sq. ft. building being
offered as package
Major Blvd. corner lot with abundance
of parking

Practice asking price \$475,000
Real Estate listed at \$1.6M

South Orange County #1132

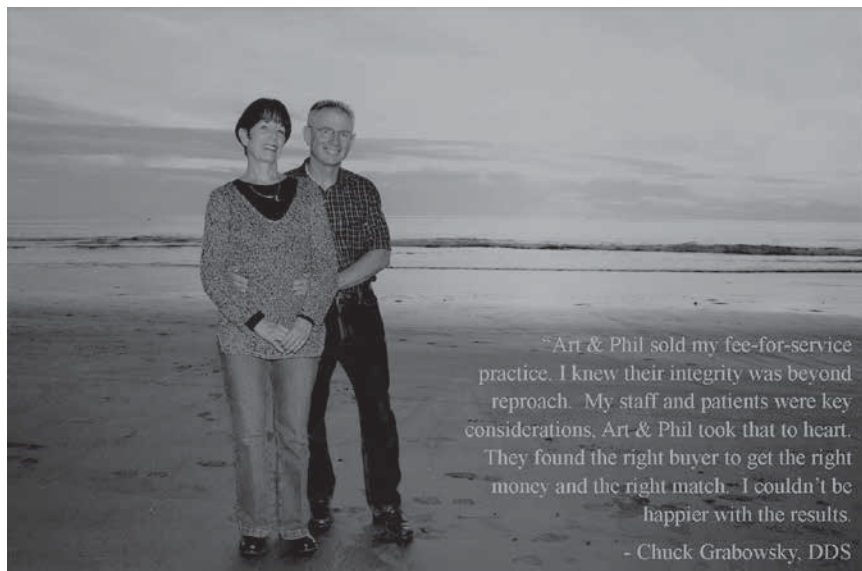
Restorative practice
Beautiful contemporary suite
1,275 approx. sq. ft.
Seller retiring
Proj. 2019 collections \$660K
Asking \$450,000

N. San Fernando Valley #1107

Restorative / solo practice
Seller retiring
Six (6) treatment rooms
2018 revenues \$695K
Asking \$350,000

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Fazel Mostashari Is a DentalCPA assisting dental professional in all areas of tax, accounting, consulting, financial and business matters. He also specializes in startups, acquisitions, financial due diligence, valuation and transitions of dental practices.



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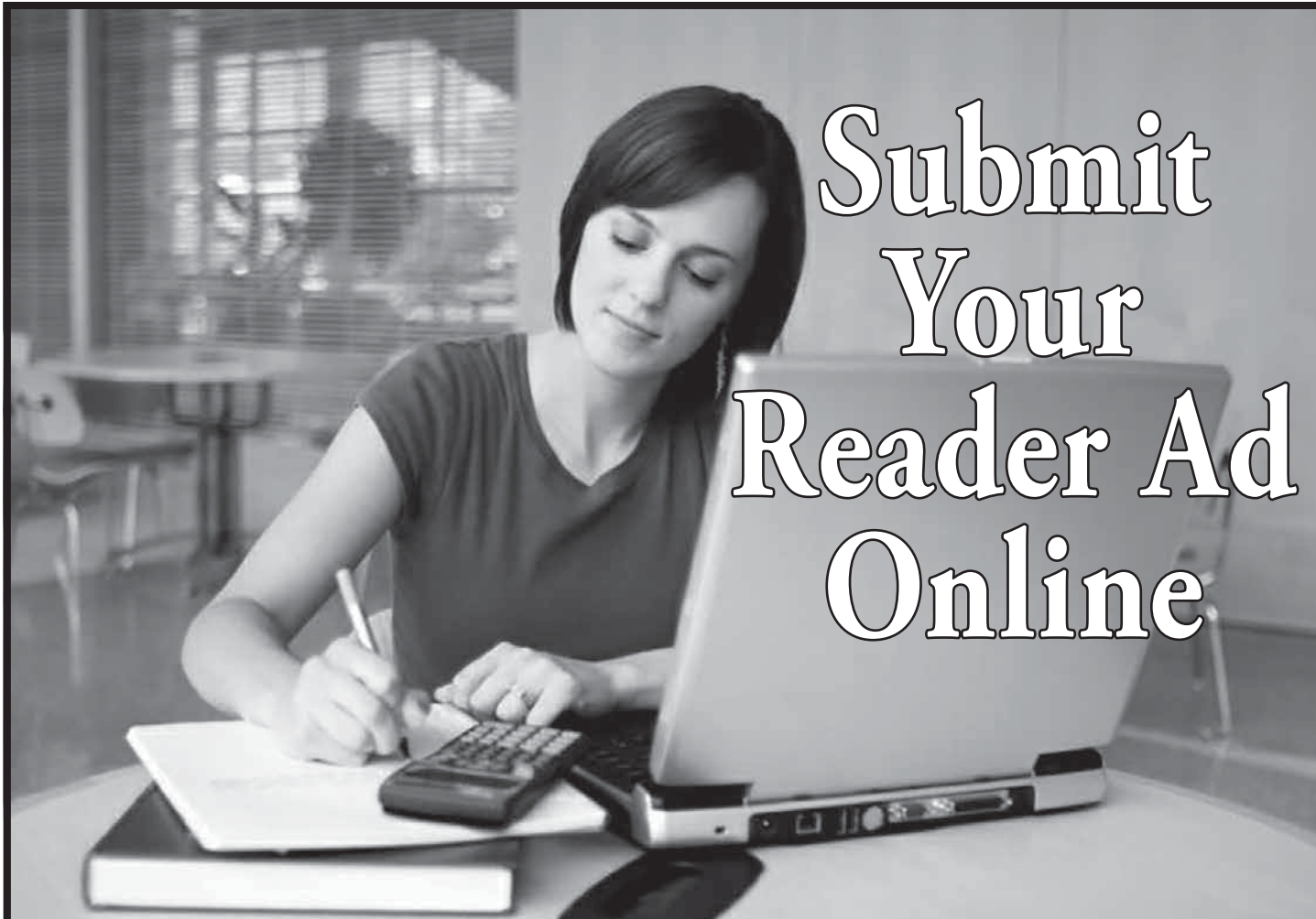
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- 6171 SANTA ROSA** Great DNA here for this long-established practice. Strong patient foundation evidenced by 6+ day Hygiene Schedule. Consistent \$1+ Million in Collections in each of the last 5-years. Great Team. 4-ops.
- 6170 TRACY AREA** Excellent platform for the ambitious. Revenues in 2019 totaled \$850,000+. 5-days of Hygiene. Practice refers endo, most OS and implant placements. Extensive patient base. Successor should contract with specialists to perform work being referred. Office is perfect to make this a full-service practice.
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- 6168 SACRAMENTO'S CAMPUS COMMONS** "Bread & butter" Delta PPO practice averages \$480,000 in collections per year. Well liked Dentist. 10+ weeks off a year. 4-days of Hygiene. 3-D Cone Beam. Great implant upside as retirees in area require this service. Full Price \$200,000.
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- 6166 TRI-VALLEY'S PLEASANTON** 2019 trending \$850,000+ in collections. Averages 20 new patients per month. Attractive 4-op office, Digital Pan and Fabrication Center. Available Profits of \$465,000.
- 6165 ROSEVILLE ORTHO - "OUT-OF-NETWORK"** Stanford Ranch. Great satellite office. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. 51 active patients and averages 3 New Patients per month. Full Price \$125,000.
- 6164 SAN FRANCISCO BAY AREA - "OUT-OF-NETWORK"** Highly regarded as evidenced by 25+ new patients per month. Collections have topped \$2 Million in each of the last 3-years with Profits averaging \$1 Million. Paperless. 3D Cone Beam. Great location. Seller shall work-back to affect orderly transition. Rare opportunity for Dentist seeking Superior Platform to practice their craft at highest level.
- 6163 LAKEPORT** Attractive option to practicing in ultra-competitive settings in expensive housing markets. Appeal of practicing here is ability to live a less hectic life. Decompress, have more time for yourself. Beautiful 6-op facility and completely networked. 2018 collected \$956,000 with Profits of \$360,000. 2019 trending \$1+ Million. Full Price \$240,000.
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt. Adjacent to Ferndale. Perfect for Dentist seeking small town living. 2018 Collected \$395,000 with \$156,000 in Profits. 2019 trending \$400,000+. 6-weeks off. Lots of work referred. Full Price \$75,000.
- 6147 SAN FRANCISCO BAY AREA "OUT-OF-NETWORK"** 2018 collected \$2.2 Million. 2019 produced \$1+ Million. \$700,000+ in profits. Seller available for long transition.



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Today's Changing Private Practice Marketplace

We are witnessing profound changes in our California dental marketplace. Where we are today is the result of trends occurring for quite some time. Today's marriages / partnerships consist of two wage earners. Delta is phasing out Premier providers. Dental Service Organizations are carving out a larger slice of the dental pie. There are more females entering the marketplace than there are males. Many of today's dentists do not feel the need or desire to go into private practice.

It is important to understand that your profession is unique from any other field of physical medicine as it is built upon long-lasting and trusting relationships. Patients' needs must be fulfilled. They need to feel connected with their dentist. They need to know their best interests are their dentist's main concern. They need to know they have their dentist's focused attention while in the chair. They need to feel relaxed and comfortable in their dental environment. They need to know their dentist is technically competent. They need to believe their dentist truly cares. They expect good customer service. And they want to feel connected to their dentist's practice. These patients travel considerable distances to see their dentist when they move away. This patient centric does not score well in DSO offices.

Dentists who have taken their practices out-of-network and witness some patients drift away, later witness many of these

patients asking to be re-admitted after discovering that "other" practice is not serving their needs.

California is full of discerning consumers who understand they are making long-term investments in their mouths and are willing to pay for quality and long-lasting procedures. But they demand the right patient centric!

Couple this with dentists who do want to own their practices as they have absolutely no interest in being someone's hired hands. Dentists who have no intention on being boxed into repetitive clinical roles. Dentists who do not want their clinical judgment and ethics compromised. And dentists who fiercely aspire to practice under their own terms.

The future of Private Practice in California is extremely exciting. Realizing that there shall be fewer private practices as we move forward, there are tremendous opportunities for our Next Generation of Private Practitioners. Those who choose private practice shall realize a far higher level of satisfaction as they shall be incentivized to expand their clinical skills. Compare this to dentists who choose a corporate setting. They are supervised and expected to continually perform the same repetitive procedures. Such dentists are a hired set of hands on an assembly line who can be easily replaced!



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It is PPS' focus, our attention to details, properly preparing our Client for this unique journey, preparing the best practice presentation, assembling a complete "tool box" before going to market, implementing the necessary risk management application to properly protect our Client and expertly papering the transaction which separates PPS from others.

We clearly understand that our reputation hinges on each engagement.

***PPS does not wish to be the biggest.
We simply strive to be the best!***