

# THE Dental Trader

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**Office closing:** fully equipped op for sale Culver City (310) 839-2722

**Four Dental Chairs**(Belmont) with delivery system (DCI 1000) for sale. please text me your questions to 714-204-7255.

**Ortho Boyd Sideunits** for Sale. All 4 for \$3100. White tops, royal blue bottoms. docfrerichs@yahoo.com 619 298-1775

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**Dental Practice** for sale in silicon valley \$170K. avg rev \$480k! 3ops. 18yrs goodwill. doctor retiring. svdds408@gmail.com

**Sunnyvale space** to share. 2 ops 5-7 days a week. \$350 daily rate. Monthly rate negotiable. 408-738-0656.

**Ortho asst** part time. Good pay. Send resume mycitydental777@gmail.com or call (408) 842-5000.

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**Danseraeu Delivery mobile cart unit** for sale. \$399 OBO. Pick-up only/Bellflower area. Call 714-9959301/714-5191892.

**Dental Practice** for sale in silicon valley \$170K. avg rev \$480k! 3ops. 18yrs goodwill. doctor retiring. svdds408@gmail.com

**Ross orthodontic chairs** & side units+ matching doctor stools & waiting chairs+ laptops. 6502041357. All offers entertained

**FOR SALE** used dental equipment and instruments. Lightly used or still in the box. Please text or call (310)666-2712.

**CEREC Omnicam** digital scanner for sale in Oceanside. In great condition and well kept. Text 2088001239. \$15k OBO.

**DENTAL EZ chairs** for sale Great condition. For more info and pics contact dddshopper@cox.net

**General Dentistry, 6** days a week, 7 ops, 2300 sq ft, rent \$4840, 2019 collections \$900K. Call Eugene 7032038374

**Endodontist: GP** office in Manteca, CA looking for an Endodontist 1-2 days a month. FFS office. Call/text (646) 413-5840.

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**FORMLABS 2** for sale everthing incl. and extra resin. \$3k brand new; email dr.shawnhofkes@gmail.com

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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+. Did 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**

**CANYON COUNTRY** - (5) op G.P. (4) ops eqtd. Shopping Ctr Location on a major thoroughfare w exposure, visibility & signage. Averaging (33) new pts/mos. Dentrux, Digital x-rays & Pano, Trios Scanner, & Chartless. Newer eqt. Cash/PPO/HMO. Averaging \$452K/yr. in Collections. Selling to concentrate on main practice. **NEW**

**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 #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. Dentrux 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.

**PACOIMA** - (9) op comput. G.P. 5 ops eqt'd/4 add. plumbed. Located on a main thoroughfare, in a strip ctr. with exposure, visibility, signage and walk-ins. Cash/PPO/Denti-Cal. Gross Collect \$500K+/yr on (2.5) days/wk. Digital x-rays. Presently doing no advertising and not open Sats. Can produce much more with a new energetic owner. Seller retiring. **NEW**

## 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. Annual Gross Collect. ~\$400K on a (4) day wk. Low Overhead/High Net. Seller retiring.

## RIVERSIDE COUNTY

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- Pre-Sale Planning

## 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 Adtec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2019 Gross Collect \$750K+. 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. **PENDING**

**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. 2019 Gross Collect. \$600K+ 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. 2019 Gross Collect of \$615K+ on (3.5) 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**

**VENTURA #3** - (4) op G.P. in a Prof. Bldg. Cash/Ins/PPO pts. Average Collections of \$673K/yr. Dentrux, Dexis, Digital Pano, Milling Machine & Impression Scanner. Seller can work back part time if Buyer wishes. **NEW**

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**VALLEJO** – 2018 GR \$762K 4 day/week. 4 Ops, 1,438 modern SF. HSPPT- Jim Engel 925-330-2207 #CA469

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### Los Angeles County

#### **Beverly Hills** - Gross ~\$692K

- Mix GP & Endodontic Practice.
- Mostly Cash/PPO. Some Cap.

#### **Beverly Hills** - Just Renovated

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

#### **Carson** - Practice & Real Estate

- Single story Medical/Dental bldg.
- Bldg ~ 1,813 sq.ft., Lot ~ 4,628 sq.ft.

#### **Glendale** - Gross ~\$484K.

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

#### **Hawaiian Gardens**

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill. 4 ops.

#### **Inglewood** ~ Gross ~ \$1.15 M

- Excellent Location! Shopping Plz.
- Accepts all insurances, mostly PPO
- Many in house specialists. 4 ops.

#### **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.

#### **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 ~\$450 - \$500 K
- Mostly PPO/FFS. 5 eq. ops.
- Many Spanish speaking pt.
- Strip mall close to MacArthur Park

#### **Northridge** -

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

### Kern County

#### **Bakersfield** - Practice & Real Estate

- New Listing! Gross ~ \$507K
- GP with specialty referrals.
- Seller retiring. Upside potentials.
- Professional suite. 5 ops.

### Ventura County

#### **Oxnard** - Low Rent!

- Shopping Center. 3 eq. ops.
- Gross ~\$168K. No marketing

### Orange County

#### **Cypress** - Equipment & Leasehold

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

#### **Garden Grove** - Busy Street!

- Street Front Location! 3 eq. ops.
- Close by retail shopping ct.

#### **Laguna Hills** - Shopping Center!

- Starter Office on busy street.
- 4 Equipped Ops, ~1,500 sq.ft.

#### **Santa Ana** - Gross ~ \$500K

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

### Riverside County

#### **Lake Elsinore** - New Listing!

- Collections ~\$1 +M on PPO/FFS
- Shopping Plaza/downtown
- Adults/children practice. 5 ops.

#### **La Quinta** - Gross ~ \$1.5 Million

- Retired Doctor. Good recall system
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office

#### **Riverside** - New Listing!

- Collects ~ \$440K. Strip mall.
- 9 ops. + 2 ortho chairs
- 100+ ortho patients

#### **Riverside** - New Listing!

- Seller retires. ~3,000 sq.ft., 8 Ops.
- Shopping plaza in Mission Grove

#### **Moreno Valley** - New Listing!

- Collects ~\$894K. Family Dentistry
- Shopping plaza. By park & school.
- 16 ops. 6,000 sq.ft.
- Seller retires. Motivated to sell!

#### **Palm Springs** -

#### **Practice & Real Estate**

- Gross ~\$1.1M. ~2,500 sq.ft.
- GP & Implant Placement
- Freestanding Bldg w/parking
- High monthly capitation check

### San Diego County, CA

#### **Chula Vista** - Gross ~\$555K

- Mostly Cash/PPO. 4 eq. Ops.
- Close by retail centers

#### **National City** - New Listing!

- Starter Practice
- Located in a shopping center

#### **Solana Beach** - Leasehold & Equip.

- Shopping plaza. 3 eq. ops.
- Current pt base predominantly PPO

### San Bernardino County, CA

#### **Rialto** - New Listing!

- Gross ~ \$650K. Seller retires
- Associate run office. Loyal staffs
- Shopping plaza. Affordable Rent
- ~1,000 sq.ft. 3 equipped ops.

### Northern California

#### **Daly City** - Gross ~\$365K.

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

#### **Dublin** - Affordable rent

- Gross ~\$240K.
- ~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
- Opens 4 days/wk. 5 Eq. Ops.
- Refers out complex procedures

#### **Pacifica** - Gross ~\$318K

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

#### **Sacramento** -

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

#### **San Francisco** -

- Gross ~ \$1.5 Million
- PPO/FFS. High Profit Margin
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent
- GP dentistry with specialists

#### **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** -

- 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** -

- Starter practice + Bonus pts.
- Shopping plaza in East SJ
- 3 eq. ops. + 1 plumbed. ~1,200sq.ft.

#### **Vallejo** - Gross ~ \$400K

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

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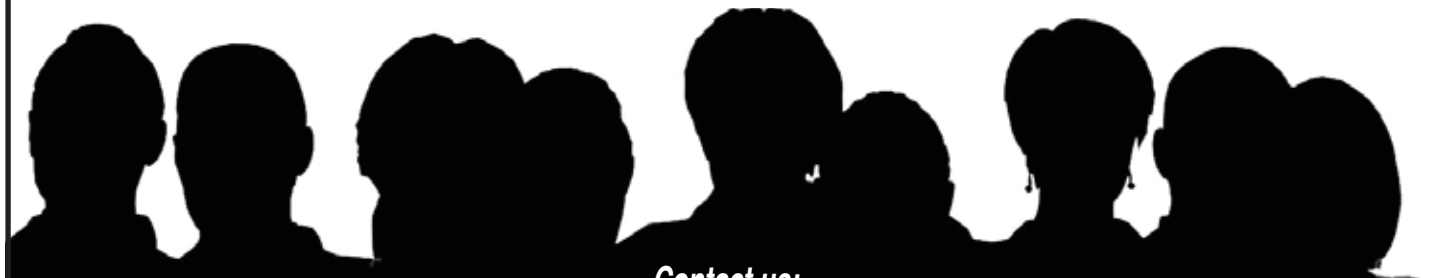
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**MONTEREY AREA:** This practice is one which every dentist aspires to! ~3400 sf w/ 8 ops Reduced \$1.2M (DG-1006) WPS/800-641-4179

**FAIRFIELD AREA** – 2018 GR \$840K 4 days/week. 1,500 SF, 4 equipped Ops, +1 plumbed. HSPPT- Jay Harter 916-812-0500 #CA655



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### NORTHERN CALIFORNIA

**AUBURN & FOOTHILLS AREA** - Fast-growing GP Practice in a desirable and scenic area, with 30+ years of Goodwill in the community. Spacious 2,500+ sq. ft. 6 operatory practice (with a 7th plumbed but not equipped) utilizing Practice Works PM Software. Good hygiene recall patient base with 6 days of hygiene per week. Fee for service and In-Network Delta Premier practice. 2019 Gross Receipts are on track to exceed \$1,200,000 on a 3 day average Dr. work week. #CA632- Jay Harter - 916-812-0500

**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 Peds 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

**EAST BAY/CONTRA COSTA COUNTY - NEW LISTING** - Beautiful location central to most East Bay cities. 4 Operatory Digital practice in 1,350 square feet. Great cash flow, 2019 Gross Receipts of \$659,000 on only 4 doctor days/week. Low rent and Seller is willing to help with the transition. #CA644- Dr. Rishi Salwan - 909-239-2800

**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

**FOLSOM/RESCUE/EL DORADO HILLS AREA** - Rare opportunity to own a modern, well-established (14 years of Goodwill) GP practice in a highly desirable area. 5 operatory Digital practice with 11 workstations, I/O camera, Dextrix PM Software, Dexis Digital x-ray sensors, & Digital pano. Low overhead w/good hygiene recall patient base pre-booked 6 months in advance. Office open 4 days per week, but actual Dr. practice time is 14 days per month, with most specialties being referred out. 2018 Gross Receipts were \$773K, with 2019 posting a record-high production/collections year. Office Condo also available for purchase. To protect privacy, Seller has reserved the right to pre-approve Buyers based on proof of financing pre-qualification and current Resume or CV... both are requirements for consideration to receive confidential listing information. #CA581- 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. 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. 2019 Gross Receipts \$578K. 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, 8 Operatories, 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** - 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 located in a busy, mixed-use commercial building on high-traffic count in the 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. #CA561- Jay Harter 916-812-0500

**GREATER SACRAMENTO - NEW LISTING** - Successful GP Practice in a very desirable area with 38 years of Goodwill in the community. 4 Operatories in 1,100 sq. ft. office space with 7 computer workstations, Intra-oral camera, Digital x-ray, and Easy Dental PM Software. Good hygiene recall patient base with 6 days a week of hygiene, and hygiene schedule is booked out for approximately 3 months. Growth potential with Ortho and Implants. Approximate 60% of practice is Delta Premier. 2018 Gross Receipts were \$1M+ on a 4 day/32 hour average work week. #CA656- Jay Harter 916-812-0500

**HAYWARD** - From the hills to the shore, Hayward is known as the "heart of the bay". Even as the 6th largest city in the bay area, it still offers a very nice suburban feel. The Dr. is retiring from this general, 900 square foot, cozy, 3 operatory practice. This is great for anyone looking to start small and also have the opportunity to buy part of the building as well. 2019 Gross Revenue: \$175,000. The office is in a desirable area with easy freeway access and low rent if the decision is not to purchase the building along with the practice. #CA649- Kim Ta - 408-687-5001

**LAKE TAHOE AREA ENDODONTIC** - Endodontic specialty practice with over 28 years of Goodwill established, with 10 to 15 patient referrals per week from local GP Dentists. Three 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. 2018 Gross Receipts were \$504K on 3 to 3½ days per week average for Dr. hours worked. 2019 Gross Receipts projected to be higher than previous years. 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 Pano. Good opportunity for a new GP to grow endo, implant, and ortho program and procedures. Practice asking price is below recently obtained professional valuation. 2019 Gross Receipts of \$579,000 on only 22 Dr. hours per week. #CA608- Jay Harter 916-812-0500

**MONTEREY PENINSULA** - 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. 2019 revenue of \$520,000 on a 4 day work week with exceptional growth opportunity. Very modest lease rates caps a great opportunity for anyone wanting to live and work in this great community. #CA625- Jim Engel - 925-330-2207

**MONTEREY** - 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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**NORTHERN CALIFORNIA PEDIATRIC SPECIALTY** - *NEW LISTING* - Large Pediatric office in a downtown location, near schools, in an affluent area. 2018 Gross Revenue exceeded \$3 Million, on 5 Day work week. Over 5,900 Active Patients, averaging 70 new patients per month. Strong pre-booked Hygiene. Cheerful, Modern, 5,000 sq. ft office, very spacious. 7 equipped treatment rooms, 2 additional patient rooms, with room for expansion. Fully Digital and paperless. Amazing opportunity for someone to inherit a thriving, well-run practice with sustained growth potential. #CA658- Gina Miller - 707-391-7048

**PLEASANT HILL** - 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, Dentrix 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

**REDDING AREA** - Modern GP Practice located in a busy part of town, in an attractive professional office building, with 7+ years of Goodwill. Practice is in a 1,600 sq. ft. space, has 5 Operatories, 4 equipped, utilizes Dentrix PM Software with 8 workstations, Intra-Oral Camera, Digital Sensor, Digital Pano, and newer CEREC (with CEREC-trained staff). Average 23 new patients/mo. with no marketing and very little social media presence, with average of 5 days of hygiene/week. Most Specialties are referred out. 2018 Gross Receipts \$558K on a 32-hour (spread over 5 days) work week. Seller would work back part time if needed. #CA648- Jay Harter - 916-812-0500

**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 Dentrix PM Software with 12 workstations, 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 of \$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 AREA** - *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

**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** - Appraised Price reduced by \$103,000... **SELLER MUST SELL DUE TO DR. ILLNESS.** Both Dental Office Building Condo & GP Practice in an established neighborhood w/ 47 years of Goodwill. 4 Ops (plus 1 Op plumbed, not equipped), Dentrix PM Software, I-O Camera, 2 Dexis Digital sensors, Patient Ed Software, Soft Tissue Laser, E4D Digital Scanning Unit, central Nitrous delivery, and Pano/Ceph Digital X-Ray unit. Hygiene schedule booked 6 months advance, 32 hygiene hours per week, and only 24 Dr. hours worked per week. Good demographics, great/well-trained staff, opportunity to grow endo, implants, and oral surgery procedures. 2018 Gross Production was \$574K. 1,403 sq. ft. Office Condo to be purchased with this practice. Seller-financing may be available for Office Condo purchase. #CA603- Jay Harter - 916-812-0500

**SAN FRANCISCO - LOW RENT!** 30+ Years of Goodwill. Highly desirable practice! Location, Location! Beautiful 4 Operator 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** - 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. Dentrix 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** - 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. Dentrix 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 Dentrix 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 Doctor 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

**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 Dentrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY** - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1,890 sq. ft. stand-alone building, 4 fully equipped treatment rooms with room to expand. 39 years of goodwill caring for families and adults. 3 1/2 days of Hygiene. Computerized throughout, Dexis Digital x-rays, Dentrix 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. seller-owned facility. 2018 Gross Receipts of \$802K with 4 days of Hygiene. Dexis Digital x-rays, Dentrix 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, 3 1/2 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, Dentrix 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

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**SONOMA COUNTY** - General practice with a quality lifestyle. The location is known to be one of the most desirable places to live and visit. Beautiful scenery, relaxing atmosphere, yet this practice boasts strong market share presence in this affluent community for over 43 years. A generational family practice features strong 13 days of hygiene, Gross Receipts above \$2M, and ample space of over 3,240 sq. ft., with 8 fully equipped Operatories. Gorgeous, High-tech, modern equipment throughout, including Cerec, Digital Sensors, Intra-Oral Cameras, Laser, Patient Education, and paperless with EagleSoft PM Software. The doctor is retiring and enthusiastically looking for a quick sale and is willing to work back. #CA601- Gina Miller - 707-391-7048

**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 Operator practice in an approximate 1,700 square foot office space with 3 computer workstations, film-based panoramic x-ray, and Dentrix PM Software. Good hygiene recall patient base, hygiene schedule pre-booked approximately 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. 2019 Gross Receipts were \$556,000 on a 32 hour average work week. #CA645- Jay Harter - 916-812-0500

**VALLEJO - NEW LISTING** - This great Family Practice sits near the Fairgrounds and Amusement Park and waiting for a buyer to take it to new heights. 4 fully furnished treatment rooms in 1,650 sq. ft. with below-market rent, digital X-rays, Digital Pan, Diode Laser, Intra-Oral Camera, 7 computer workstations, and Eaglesoft Software with Paperless Charts. 2019 Gross Revenue of \$791,000 with 40%+ adjusted net income. Average age of Equipment is 1-6 years. 4 days of Hygiene and booked out 6 months in advance. Husband and Wife leaving Private Practice but will work with buyer for a smooth transition. #CA469 - Jim Engel - 925-330-2207

**WOODLAND/DAVIS AREA** - 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 workstations, 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 PBSF 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

**CENTRAL VALLEY PEDIATRIC SPECIALTY - NEW LISTING** - Great location in this very new complex of only one year with over 30 years of goodwill. Shared space with an Ortho Practice totaling 3,800 sq. ft. and 7 treatment chairs. 2018 revenue of \$559,000 as a part-time practice and totaled over \$610,000 in 2019. Eaglesoft PMS, Carestream Digital Sensor, CBCT, Paperless Charts, and 12 workstations. Owner has another practice 20 miles away and needs to dedicate full time there. Great opportunity for your first practice or a satellite office. #CA660- Jim Engel - 925-330-2207

**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** - 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 Operator 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

**MERCED AREA - NEW LISTING** - Great professional office location GP Practice with 30+ years of Goodwill in the community. 4 Operatories utilizing Dentrix PM Software with 10 work stations, Intra-Oral Camera, Digital X-Ray, Laser, Patient Education and Imaging Software, and a Pano/Ceph. 20 new patients per month average, 3 to 4 days of hygiene per week, and hygiene schedule is booked out 6 months in advance. 80% of patients are PPO, and 20% Out of Pocket, and there is growth potential in nearly every specialty category. 2018 Gross Receipts were \$691,000 on a 40 hour average work week. This practice is associate-driven and associate would likely stay after transition to new owner. #CA642- Jay Harter - 916-812-0500

**GREATER MODESTO PEDIATRIC SPECIALTY - NEW LISTING** - Well-located practice on a high traffic street, that was started in 2013. Approximate 40% Fee for Service and 60% PPO patient base. Digital, 7 Op practice in 2,812 sq. ft. space with Digital sensors, Digital Pano, Intra-Oral Cameras, and Dentrix PM Software. Practice is experiencing an approximate 30% growth in 2019, and 2018 Gross Receipts were \$214,000. Practice does have a small (but growing) patient base and is priced as a start-up/acquisition hybrid-type transition opportunity. #CA646- Jay Harter - 916-812-0500

**MODESTO AREA** - Both dental office building condo 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

**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. 2019 Gross Receipts were \$455,000 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

**STOCKTON AREA - NEW LISTING** - Great location to own a professional office building with successful GP Practice. 30+ years of Goodwill in the community. 6 Operatories utilizing Practice Works PM Software in 3 workstations. Good hygiene recall patient base with 6 hygiene days per week, hygiene schedule booked out 3 months in advance. Practice averages 21 new patients per month, has growth potential in Ortho, Implant Placement, and Perio procedures, and is mostly a Delta PPO and Premier practice. 2018 Gross Receipts were \$1M+ on a 37 hour average work week. Professional Office Building (3,000+- SF) also available for purchase, and preference shall be offered to buyers pursuing both entities for purchase. #CA616- Jay Harter - 916-812-0500

**TRACY** - 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 25 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** - Nice GP office with 5 Ops, seller also owns the building which is for sale (make offer). Practice features Dentrix and Digital x-rays in a 2,000 sq. ft. suite. Office has great visibility, main street frontage with signage and easy, free parking. Seller does crown and bridge and cosmetic dentistry, no Ortho, some basic Endo, Perio, oral surgery and no implants. Collections of \$353K for 2019. #CA628- Steve Caudill - 951-314-5542

## SOUTHERN CALIFORNIA

**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. 2019 GR of \$376K. #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. 2019 GR of \$454K 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

**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

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

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**LOS ANGELES, WEST SIDE** - Price Reduced! West Los Angeles General Practice with a 60-year history. Located in a newly remodeled medical building, with outstanding views of the Hollywood Hills, this 4 Op office (with one additional Op to expand) is located in a very up-and-coming area with new hotels and high-end apartments being built nearby. Modern and fully Digital with Schick X-rays, Blue Cam ready to scan your preps and send them to the lab. Wonderful staff includes a full-time RDA, two part-time RDH and even one on call. Seller is highly motivated and will entertain any reasonable offer. 2018 GR \$523K. #CA640- Kerri McCullough - 949-300-0312

**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 1 day 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! Dextrix 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 - NEW LISTING** - Beautiful office with 5 Ops, Digital X-rays with 2 monitors in each room, and paperless. 2019 GR of \$501K, the practice is 100% Associate-run. Located in a high traffic area with great signage and low rent. This is a must-see! #CA670- 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 4 yrs. at \$1.2M+ with very low overhead. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

**PALM SPRINGS AREA MULTI-SPECIALTY** - 5 Ops, private office, lecture room, and lab, in a 2,500 sq. ft. suite. The practice has over 28 years goodwill and consistent collections of over \$1M/year. Practice features Dextrix, Digital X-ray, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks of vacation every year. 2019 GR of \$1,260,000. Priced to sell at \$775K. This is a mostly cash practice, non-referral. Great opportunity! #CA604- Kerri McCullough - 949-300-0312

**PASADENA** - 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 Dextrix, 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** - Amazing opportunity with 10 Ops, 8 equipped. Professional building on the street you want to be on, this high-tech practice is in a fantastic location with excellent cash flow. The office is updated utilizing Dextrix, Digital x-rays, Pano, CT Scan, and much more. This practice will go quickly, be the first to call. 2019 GR of \$1.1M+ with \$490K+ Adj. Net Income. #CA664- 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 equipped Ops, 1 not equipped, nitrous equipped in every operator. 2018 GR \$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, LOS ANGELES - NEW LISTING** - This family practice was established in 1950 and the current owner is retiring after 30 years. 3 Ops, Digital x-rays, Dextrix PMS, and has a strong hygiene program scheduled 6 months in advance. This is a well-run office in a lovely residential area with opportunity to grow as most specialty procedures are referred out. #CA671- 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 ORANGE COUNTY PERIODONTAL** - 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

## 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 Denti-Cal 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, EZ 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 Dextrix, Digital x-rays, Pano, and laser. 4 days of Hyg./wk. 2018 GR \$813K. #CA574- Russell Okihara - 619-694-7077

**LA JOLLA - NEW LISTING** - La Jolla/UTC Leasehold sale, Excellent location with strong retail anchors, 7 Operatories, Digital, and Dextrix. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- 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 Perio Practice in North County San Diego with 4 Ops, 3 Equipped. Newer equipment including a CT Scanner and Digital x-rays and Dextrix. 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

**EUGENE, OREGON** - Mid-sized practice in a central Eugene location with 2.6 Ops, 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. GR around \$404K, 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. #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. Dextrix PMS, Dexis Digital x-rays, intra-oral, Pano. 2019 Gross Receipts \$605K. #OR115- Jessica Burbon - 503-332-6462

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- 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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**Ari Rosenblatt, DDS, DMD**



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**AC-1075 DALY CITY:** Rare 2 DR Practice in Daly City. One seller would like to work-back. **Offered at \$795k**

**AG-944 SAN FRANCISCO:** An opportunity like this does not come along very often! ~998 sf w/ 3 ops **Reduced \$495k**

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

**AG-1079 SAN FRANCISCO:** Quality Practice in Heart of City! 1800 sf w/ 5 ops offering in-house specialists **\$685k**

**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**

**BG-1085 BERKELEY:** Stay young and on the cutting edge as you practice in this UC collegiate town! ~ 1,600 sf w/ 4 ops **\$975k**

**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-963 SANTA ROSA:** Practice & Real Estate Available! 1765 sf w/ 5 ops **Practice \$395k & Real Estate \$735k**

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

**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 **\$500k Real Estate Also Available**

### BAY AREA CONTINUED

**CC-1096 VACAVILLE:** Little Gem located in Retail Shopping Center. 1500 sf w/ 4 ops **ONLY \$89k**

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

**CN-911 SANTA ROSA:** This fabulous practice is the heart of the Wine Country! 2250 sf w/4 ops + 1 add'l. **Seller Motivated \$465k**

**CN-1090 VACAVILLE:** This amazing, state-of-the-art practice is an outstanding opportunity! 2400 sf w/ 7 ops + 1 add'l. **\$695k / Real Estate \$780k**

**DC-1080 ALAMEDA:** Established for 25 years. Seller retiring from this amazing practice. 1200 sf w/ 3 ops **\$575k**

**DC-1094 LOS GATOS Facility:** Unbeatable location! 2 story Med/Prof Bldg near Netflix Headquarters! 1059 sf w/ 2 ops **\$200k**

**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 \$1.2M**

**DG-1009 CARMEL:** Amazing fee-for-service practice w/ no contracts! ~1150 sf w/ 4 ops **\$575K**

**DG-1014 MONTEREY:** Don't miss your opportunity to live and practice in beautiful Monterey! ~1125 sf w/ 4 Ops. **\$650k**

**DG-1081 SAN JOSE:** Located in popular retail shopping center. Spacious 2800 sf office w/ 8 fully equipped ops **\$395k**

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

**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:** An excellent opportunity for a graduate or a dentist seeking a Satellite location. 1000sf w/ 3ops. **Now Only \$60k**

**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-1084 SAN JOSE:** Newly built-out in 2015, this beautiful, spacious, modern office is conveniently located! 2204sf w/ 4 ops + 2 add'l **\$560k**

### NORTHERN CALIFORNIA

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

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA CONTINUED

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

**EG-1039 SIERRA Foothills:** 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**

**EG-1092 GRASS VALLEY/AUBURN:** If you've always wanted to live in Gold Country, look no further! ~1500 sf w/ 4 Ops **\$295k**

**EG-1093 AUBURN:** Envious location, stable patient base and located in the heart of town! ~1000 sf w/ 3 Ops **\$120k**

**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-1086 UKIAH:** This excellent opportunity awaits your talent and skill! ~1200sf w/ 4 ops **\$550k**

**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-1089 CALAVERAS COUNTY:** Est. 25 yrs w/ Stellar Reputation! 3000+ sf w/ 6 ops **\$465k/Real Estate Also 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**

## NORTHERN CALIFORNIA CONTINUED

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

## CENTRAL VALLEY & SOUTHERN CALIFORNIA

**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**

**IN-1091 TRACY:** Spacious, beautiful, modernly equipped, well-designed and is a fully digital office! 2,200sf w/ 6 ops. **\$490k**

**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**

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**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**

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

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



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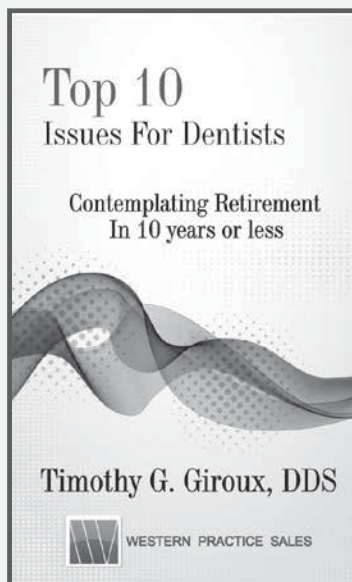
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## ASK THE BROKER

### **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  
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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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Anna Durkin DDS, general dentist, San Marcos, CA

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

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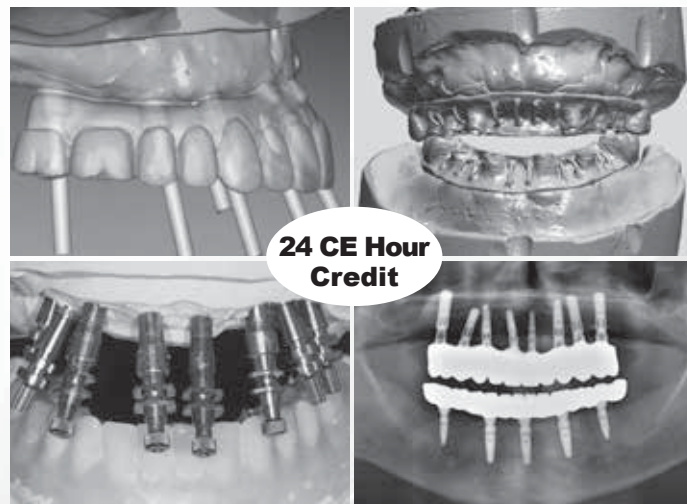
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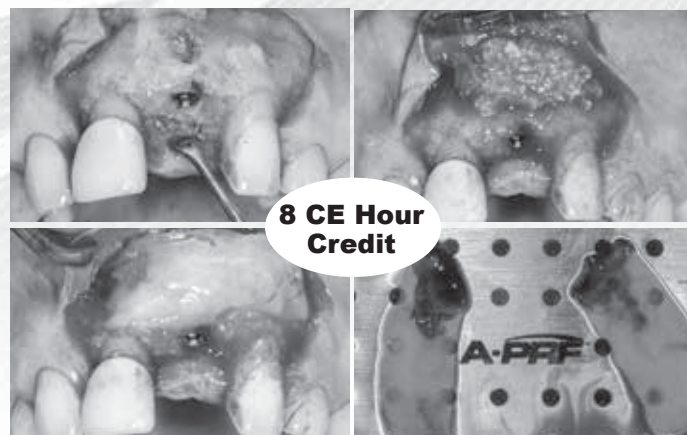
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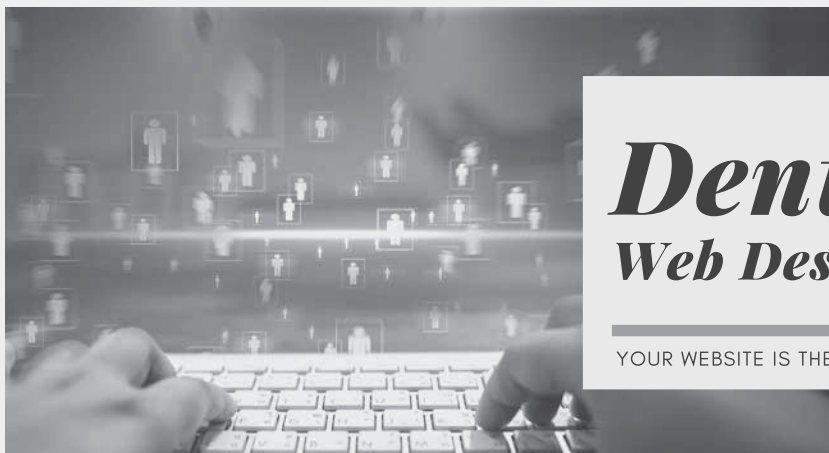
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Restorative Practice  
Seller retiring  
Prestigious Location  
2018 gross revenues \$627K  
  
**Call for more details**

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Restorative / dental practice Five  
(5) treatment rooms Four (4)  
equipped  
2019 proj. collections \$450K  
  
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community • Seller retiring •  
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equals 42.7%  
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offered as package  
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of parking

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Restorative practice  
Beautiful contemporary suite  
1,275 approx. sq. ft.  
Seller retiring  
Proj. 2019 collections \$660K  
  
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### Central Orange County #1131

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Exquisite contemporary  
suite Seller retiring  
2018 gross revenues \$582K  
  
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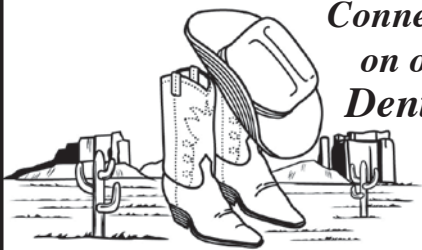
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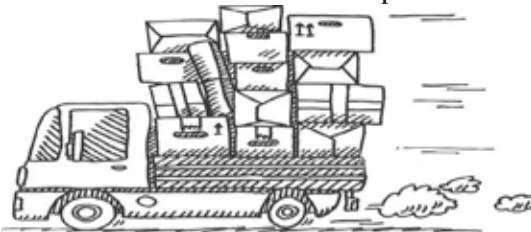
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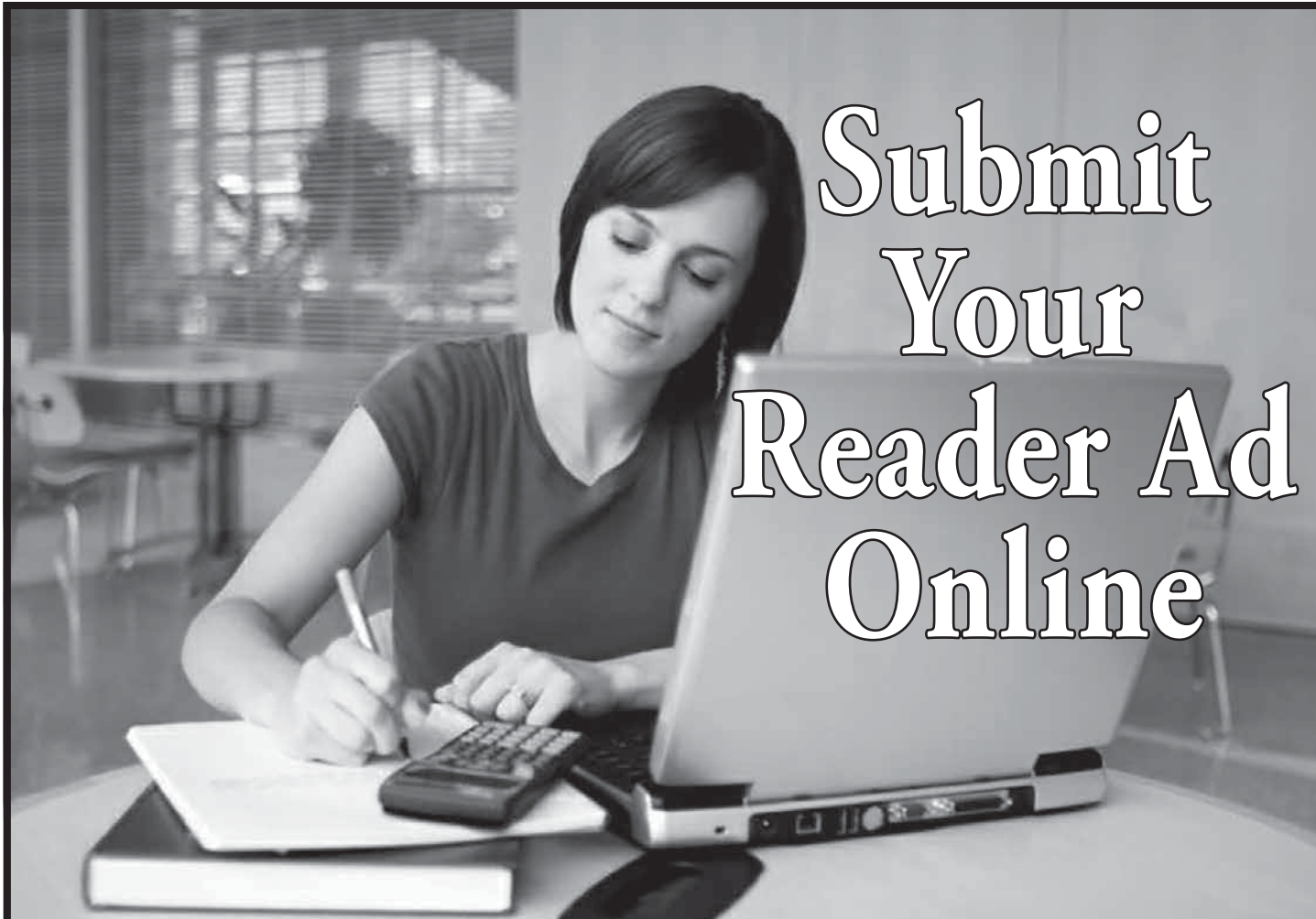
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- 6171 SANTA ROSA** Great DNA here for this long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. Consistent \$1+ Million in Collections in each of last 5-years. Great Team. 4-ops.
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**www.PPSsellsDDS.com**

For complete details  
 on any of these  
 opportunities, go to  
**www.PPSsellsDDS.com**

**Thinking on selling your practice? Call "PPS of The Great West" today.**  
**This shall be the best decision you make regarding this important change in your life!**

### 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!



*Ray and Edna Irving*

*Making  
2020 Great!*



**Professional Practice Sales**  
of The Great West

*Specialists in the  
Appraisal and Sale of Dental Practices  
Since 1966*

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DRE License #01422122

## **Professional Practice Sales Celebrates Fifty-Four Years Selling California Dental Practices**

**How is this possible?**

**PPS is not a Fortune 500 Company.**

**PPS is not owned by Dentists.**

**PPS is certainly not the largest brokerage.**

**Very simple.**

It is about having the time and attention  
to properly devote to each engagement.

When you place your practice "For Sale",  
you will feel vulnerable. To assist you during this  
anxious period, you need to feel secure knowing  
that the requisite care and attention is being  
implemented so you can make the proper decisions.

***And you expect to be properly protected!***

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!***