

THE Dental Trader

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

Berkeley Practice looking for Endodontist or GP for endo Call Joanne @ (510)548-3368 or Email info@campusdentalcare.com

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

ADP Apollo Air Compressor & Vacuum for sale. Used good working condition. San Jose CA. 6502041357. All offers entertained

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Dental I-Cat, CT Scanner Excellent condition Dr retiring 25K 714889-9161

Belmont 20 dental chair for sale. please call (626)825-4406 or sofiao.aig@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. Dentrix, 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**

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

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. SOLD**

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- Pre-Sale Planning

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. **SOLD**

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. 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. Dentrix, Dexis, Digital Pano, Milling Machine & Impression Scanner. Seller can work back part time if Buyer wishes. **NEW**

WESTLAKE VILLAGE - (4) op comput. G.P. in a Prof. Bldg. with easy Fwy. access. (20+) years of Goodwill. Average Gross Collections of \$359K+/yr. part time. Cash/PPO pts. Dentrix & XDR. Referring out all Endo, Ortho, Perio Surgery, Diff. O.S. and Implant Placement. Doing very limited marketing. Excellent growth potential with more hours, advertising, and keeping specialty work in house. **NEW**

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VENTURA #2 - (4) op G.P. in Strip ctr. Cash/PPO. 2019 Collect \$615K+ on (3.5) days/wk. Most specialty work referred. D&M PRACTICE SALES (818) 591-1401

Air techniques ScanX 2004, 40#2, 2#1 and 2#0 phosphate plates plus barriers, Eraser. No software. 1,900 please email office@jameskandadds.com

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CENTRAL VALLEY PEDO -7 chairs, shared w/ortho practice, 3,800 SF. Part-time w/2019 GR \$610K. HSPPT- Jim Engel 925-330-2207 #CA660

Dental practice for sale LA.4ops forced sale due to health issues, good lease, great visible location collected \$400k 2018 ask \$199 obo 562.451.6638 Mike

North Fremont general practice for sell by owner 850 SF w/ 3 ops 2+1 add'l ask \$200K part time practice with 31 years goodwill Thriving shopping center location hde94555@gmail.com

TRACY: Spacious, beautiful, modernly equipped, well-designed and is a fully digital office! 2,200sf w/ 6 ops. \$490k (IN-1091) WPS/800-641-4179

Zeiss Microscope (Floor stand S100 OPMI Pico, LED lights), excellent condition! nimadmd@gmail.com or 310-663-5352

South Orange County Restorative Practice. Beautiful 1,275 sq. ft. contemporary suite. 2019 collections \$660K. Asking \$450K. Seller retiring. Contact info@wppps.com

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Los Angeles County

Beverly Hills - Just Renovated

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

Cerritos - New Listing!

- Premier Shopping Center
- Reasonable Rent. 3 ops.
- Seller sells for family reasons.

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.

Hawalian Gardens

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

Inglewood - Gross ~ \$1.05 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 - Shopping Center

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

Long Beach - New Listing!

- Boutique practice in shopping ct.
- 3 Ops. + 1 plumbed.

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 patients with Hispanic origin
- Strip mall close to MacArthur Park

Northridge -

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

San Diego County, CA

Chula Vista - 2019 Gross ~\$680K

- Mostly Cash/PPO. 4 eq. Ops
- Increased collection since 2018
- 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

Orange County

Anahelm - New Listing!

- Close to Freeway 5 & Disneyland
- Collects ~ \$190K, Mostly PPO/FFS

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.

Irvine - New Listing!

- Exclusively Ortho/Pedo Practice
- Large Shopping Center. 8 Ops.

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 ~ \$825K 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.
- Large Shopping plaza

Moreno Valley - New Listing!

- Collections ~\$894K. Family Dentistry
- Shopping plaza. By park & school.
- 16 ops. 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 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.

Kern County

Bakersfield - Practice & Real Estate

- New Listing! Gross ~ \$507K
- GP with specialty referrals.
- Seller retiring. Upside potentials.
- Professional suite. 5 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 - 1.7 Million
- PPO/FFS. High Profit Margin
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent
- GP dentistry with specialists

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.

Valejo - Gross ~ \$400K

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

Ventura County

Oxnard - Low Rent!

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

Dental Practice Wanted

- Pediatric Dental Practices
- Practices with Real Estates
- Practices in Long Beach, CA
- High Production, PPO/Cash Practice
- Starter Practices at Good Location

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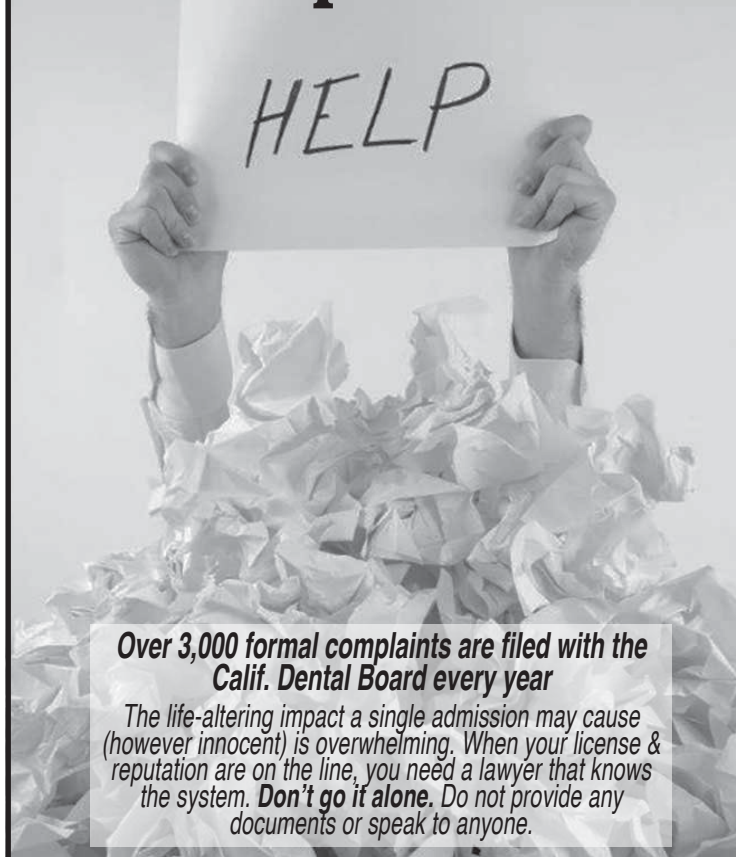
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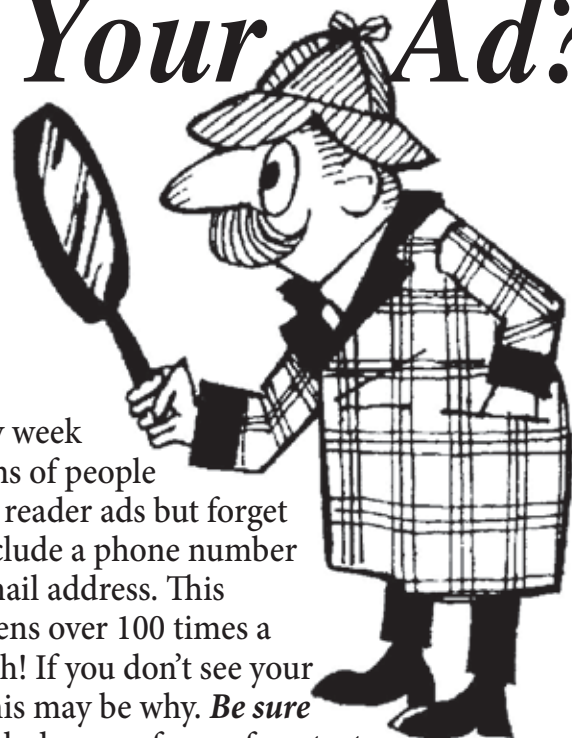
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Cecilia Chen came very highly recommended for her legal services. Immediately, it was clear that she was deserving of the referral. She quickly laid out what was required for my practice transition and clearly communicated her reasonable fees. She was a wonderful advocate in dealing with the other party, going above and beyond to look out for my best interest. She was always quick to respond and my transaction was completed in a timely manner. I have already referred Cecilia to a colleague and will continue to do so in the future.

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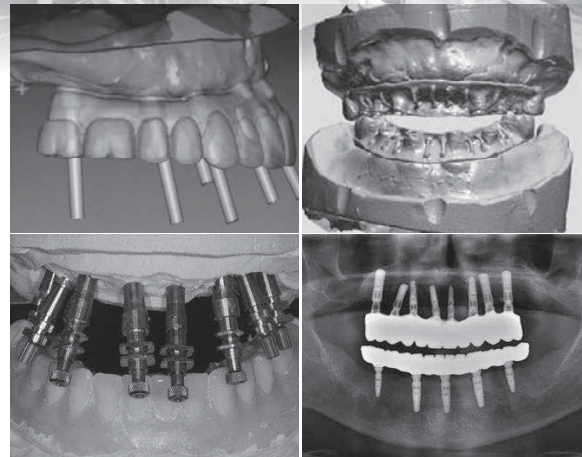
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Periklis Proussaefs DDS, MS

Dr. Proussaefs is a prosthodontist and Associate Professor at Loma Linda University. He is the founder of the California Institute of Dental Education. He has published over 55 peer-reviewed articles related to implant and prosthetic dentistry. Dr. Proussaefs has been editorial board member in several scientific journals with high impact factor. His seminars have an evidence-based approach enriched with his 20+ years of experience in advanced implant dentistry.



Dr. Angelo Cardarelli

Dr. Cardarelli has been specialized in Oral surgery at the Sapienza University of Rome. He has been an Adjunct Professor at the San Raffaele University of Milan. He maintains a private practice in Milan limited to implant dentistry. He has been lecturing internationally on topics related to complete arch implant reconstruction.

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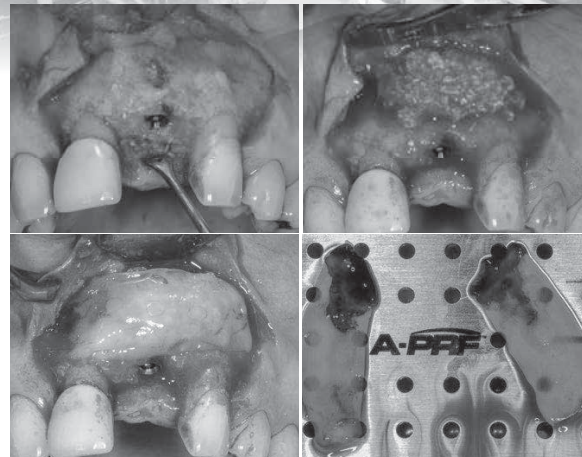


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Periklis Proussaefs DDS, MS

Dr. Proussaefs is a prosthodontist and Associate Professor at Loma Linda University. He is the founder of the California Institute of Dental Education. He has published over 55 peer-reviewed articles related to implant dentistry. Most of his award-winning publications involve bone grafting and alveolar ridge augmentation techniques. Dr. Proussaefs has been editorial board member in several scientific journals with high impact factor. He is one of the first published authors back in 2001 in topics related to utilizing autologous blood concentrates

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- 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
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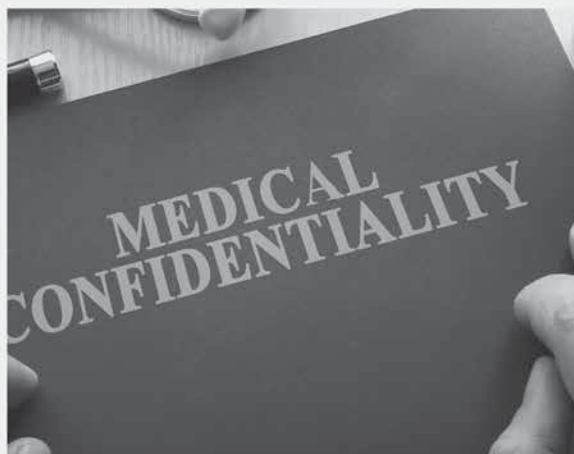
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CONTRA COSTA COUNTY - Successful 11+ year old Multi-Specialty Dental Practice is selling the Goodwill/Records for only the Pediatric and/or Orthodontic portion of the Practice. Ideally, the Buyer would purchase both sets of Goodwill/Records. Buyer 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 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 Dentrax 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 - Beautiful location central to most East Bay cities. 4 Operator 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 - 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 Dentrax 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 operator Digital practice with 11 workstations, I/O camera, Dentrax 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. 2019 Gross Receipts were \$802K. 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 Dentrax 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 - Well-established two doctor practice located in Greater Folsom/El Dorado Hills. This well-designed, nicely appointed office has approx. 3,000 sq. ft., 7 equipped Ops (space for 8th), digital pan, digital sensors, and intra-oral camera. 2019 production: \$2,281,000 and collections: \$2,062,000. Great opportunity to purchase one or both practices from motivated sellers. Owner(s) retiring and willing to work back to help buyer(s) with transition. #CA578- Thomas Wagner - 916-812-3255

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 - 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 operator 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

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NORTHERN CALIFORNIA PEDIATRIC SPECIALITY - 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

NORTHERN SACRAMENTO AREA - NEW LISTING - Attractive, well-located, high traffic count, established GP Practice with 50+ years Goodwill. 3 Ops with 4th available via reservation (per dental neighbor agreement), in 1,200 +/- sq. ft. Each Op has view to private & beautiful garden spaces. Paperless (digital) practice with 'Carestream' PM Software, 7 computer workstations, digital pano x-ray, digital sensors, and intra-oral cameras. Four hygiene days per week, scheduled out 6 months in advance. This practice does have Delta Premier patients, but the PPO patients pay current PPO fees (not Premier fee rates). Most specialties are referred. 2019 GR of \$616K and 2018 Gross Receipts of \$555K on a 33 hour average work week. #CA667- Jay Harter - 916-812-0500

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. 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. 2019 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 - 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 Operatoriy office with a healthy hygiene program. Retiring Dentist willing to help transition or be an associate a couple of days per week following sale. 2019 Gross Receipts of \$740K+! #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. 2019 Gross: \$483K 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 a 4-Day Doctor work week. Growth **SOLD** 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. 2019 Gross Receipts above \$2,300,000. 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 - 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, 3/4 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 - 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 an approximate 1,700 square foot office space with 3 computer workstations, film-based panoramic x-ray, and Dextrix 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 - 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 Dextrix PM software with 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 Dextrix 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

CENTRAL VALLEY PEDIATRIC SPECIALTY - 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 ADECC) 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 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

MERCED AREA - Great professional office location GP Practice with 30+ years of Goodwill in the community. 4 Operatories utilizing Dextrix PM Software with 10 workstations, 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 - 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 Dextrix 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, Dextrix 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 - 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 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 - Nice GP office with 5 Ops, seller also owns the building which is for sale (make offer). Practice features Dextrix 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 \$327K for 2019. #CA628- Steve Caudill - 951-314-5542

SOUTHERN CALIFORNIA

BAKERSFIELD - NEW LISTING - Well-established practice in a medical/dental complex. 5 Ops, 4 equipped with a very warm and inviting feeling. Spacious equipped in-house dental lab area, with great potential. The practice is located on a main thoroughfare with very busy traffic flow. The condo suite is also for sale. The practice has maintained a wonderful reputation and most patients are internal referrals from other happy patients with many years to generations in the practice. Our selling doctor is ready to retire. 2019 GR of \$365K and 2018 GR of \$416K. This practice has great potential for growth. #CA674- Kerri McCullough - 949-300-0312

BAKERSFIELD - 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 with 6 Ops and 39 years of goodwill in the community. Practice features Dextrix, 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 \$2M+ 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 well-established family practice. Seller refers out most specialty work so there is room to grow. All new patients are from word of mouth, no marketing. #CA634- Kerri McCullough - 949-300-0312

DIAMOND BAR - NEW LISTING - Beautiful office, T.H.E. designed and built-out, 5 Operatories, located in a professional office building. Digital X-rays, Pelton and Crane equipment, Gendex X-rays in 4 of the 5 Ops. A must-see, call for an appointment. #CA672- Steve Caudill - 951-314-5542

HUNTINGTON BEACH - NEW LISTING - This General Dentistry practice with 4 Operatories is located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental PMS. 2019 Gross Receipts of \$466K. #CA673- Thinh Tran - 949-533-8308

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LOS ANGELES - General dentistry practice with 4 Ops in 1,200 sq. ft. stand-alone building. 36 years of goodwill with low rent and a \$6,000 cash back. Seller works 4 days per week and sees 15-20 NP/mo. with no marketing. #CA665- Dr. Rishi Salwan - 909-239-2800

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. 2019 GR \$609K. #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 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! Dentrix 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 \$1.1M+ 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 Dentrix, 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 Dentrix, 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. 2019 Gross Receipts \$107K. 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 Dentrix, 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, Dentrix 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. 2019 GR of \$970K+. #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. 2019 GR of \$405K. #CA614- Kerri McCullough - 949-300-0312

SAN DIEGO

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

LA JOLLA - *NEW LISTING* - La Jolla/UTC Leasehold sale, Excellent location with strong retail anchors, 7 Operatories, Digital, and Dentrix. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- Russell Okihara - 619-694-7077

NORTH COUNTY COASTAL ORTHODONTIC - 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 Dentrix. 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

BURIEN AREA, WASHINGTON - *NEW LISTING* - Efficient 3 Op practice is located in a busy mixed Dental/ Professional building which has great foot traffic, cross referrals and the potential to be relocated into a bigger space in the same building. Landlord is offering TI dollars for cosmetic updates with a lease renewal. 2019 GR \$551K. Very low overhead and great cash flow. Great price point! #WA102- Jessica Burbon - 503-332-6462

EUGENE, OREGON - Mid-sized practice in a central Eugene location with 2,500 sq. ft., 4 ops, Eaglesoft, and 30 years of goodwill. #OR114- Jessica Burbon - 503-332-6462

CENTRAL 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., 10 ops, Eaglesoft, Dexis, Pano. Collections for 2018 were \$740K. Building available for sale. #OR113- Jessica Burbon - 503-332-6462

SOUTHWEST PORTLAND, OREGON - 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. Dentrix PMS, Dexis Digital x-rays, intra-oral, Pano. 2019 Gross Receipts \$598K. #OR115- Jessica Burbon - 503-332-6462

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5 Operatories
2019 collections \$1,431,120
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South Orange County #1132

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equipped
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BAY AREA

AC-989 SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops **Price Reduced \$99k**

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**

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 **\$60k**

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: Extraordinary practice in prime location. 30k+cars drive by per day! 1683sf w/5ops. Great opportunity! **Only \$325k**

CC-1049 SANTA ROSA: Fully Remodeled, Amazing Location. 2000 sf w/ 5 ops **\$500k Real Estate Also Available**

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

BAY AREA CONTINUED

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 + 1add'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-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 **\$295k**

DG-1099 SANTA CRUZ: Consistently voted as the BEST DENTIST in Santa Cruz! ~ 1,547 sf w/ 4 Ops. **\$550k**

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: Built-out in 2015, this beautiful, spacious, modern office is conveniently located! 2204sf w/ 4 ops + 2 add'l **Now Only \$495k**

DN-1107 SAN JOSE: Quality, family-oriented practice. Hesitate & you may miss out on the best decision of your life! 1200sf w/ 3op. **\$535k**

NORTHERN CALIFORNIA

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



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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 **\$330k**

EG-1061 SOUTH AUBURN VICINITY: Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops **\$330k**

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

EG-1100 CARMICHAEL: Be rewarded for your talent and skill at this proven location. ~ 2,271 sf w/ 5 Ops **\$535k Real Estate Available**

EG-1104 ROSEVILLE: Spacious, modern office is equipped with mostly new, state-of-the-art equipment. ~ 1500 sf w/ 4 Ops **\$295k**

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**

EN-1095 SACRAMENTO: Outstanding Growth Potential! Seller retiring and refers out most Specialties. 1000 sf w/ 3 Ops. **\$75k**

EN-1108 GRANITE BAY Facility: Perfect for a satellite office or start-up practice! Updated & equipped with high-tech equipment! 1,500 sf w/ 5 ops. **\$195k**

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 PARADISE: Quality, fee-for-service practice with a stellar reputation! 1800sf w/ ops. **Reduced! \$325k / Real Estate Available**

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**

NORTHERN CALIFORNIA CONTINUED

HG-815 TRUCKEE AREA: Amazingly priced at 50% of Collections! ~1000 sf w/ 3 ops **\$150k/ 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**

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

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**

SPECIALTY PRACTICES

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

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

IC-1102 MERCED Endo: Strong Referral Base, Professional Corridor, Highly Desirable Neighborhood. 2500 sf w/ 5 ops. Plumbed for 2 add'l **\$210k**



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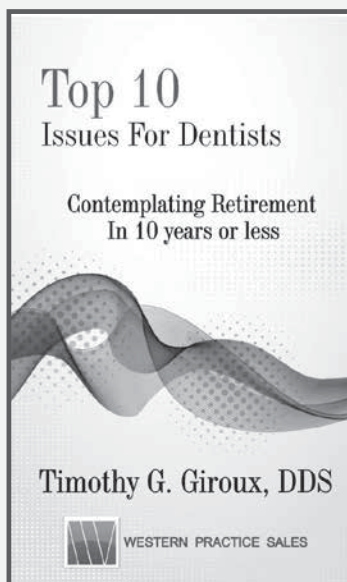
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How do you determine the listing price of my practice?

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!**

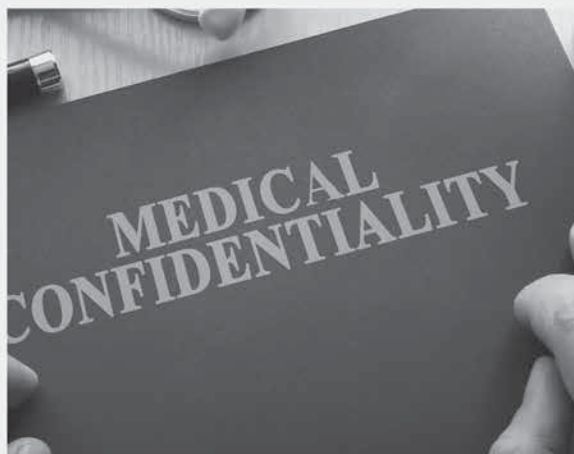
With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to 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".

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

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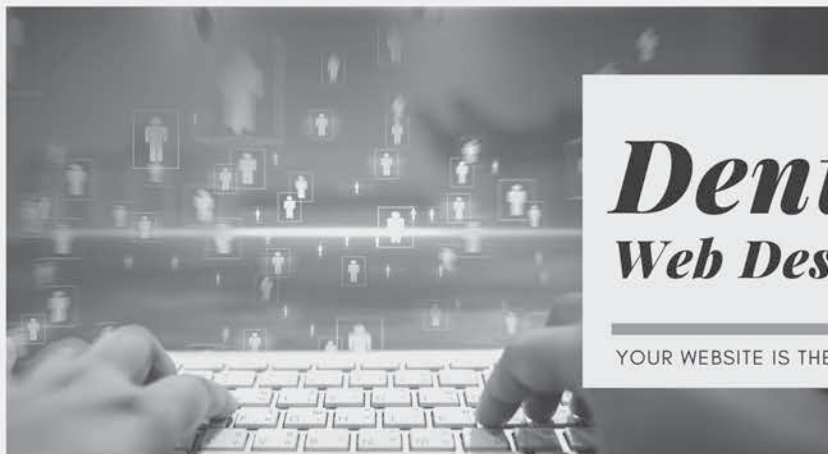
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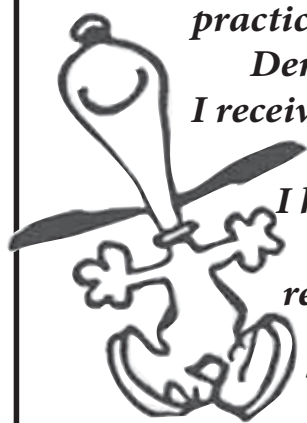
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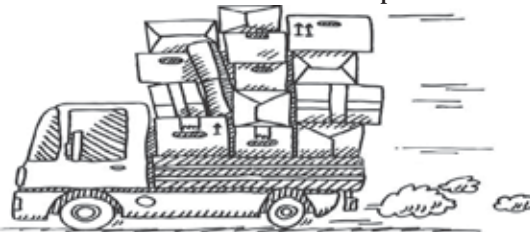
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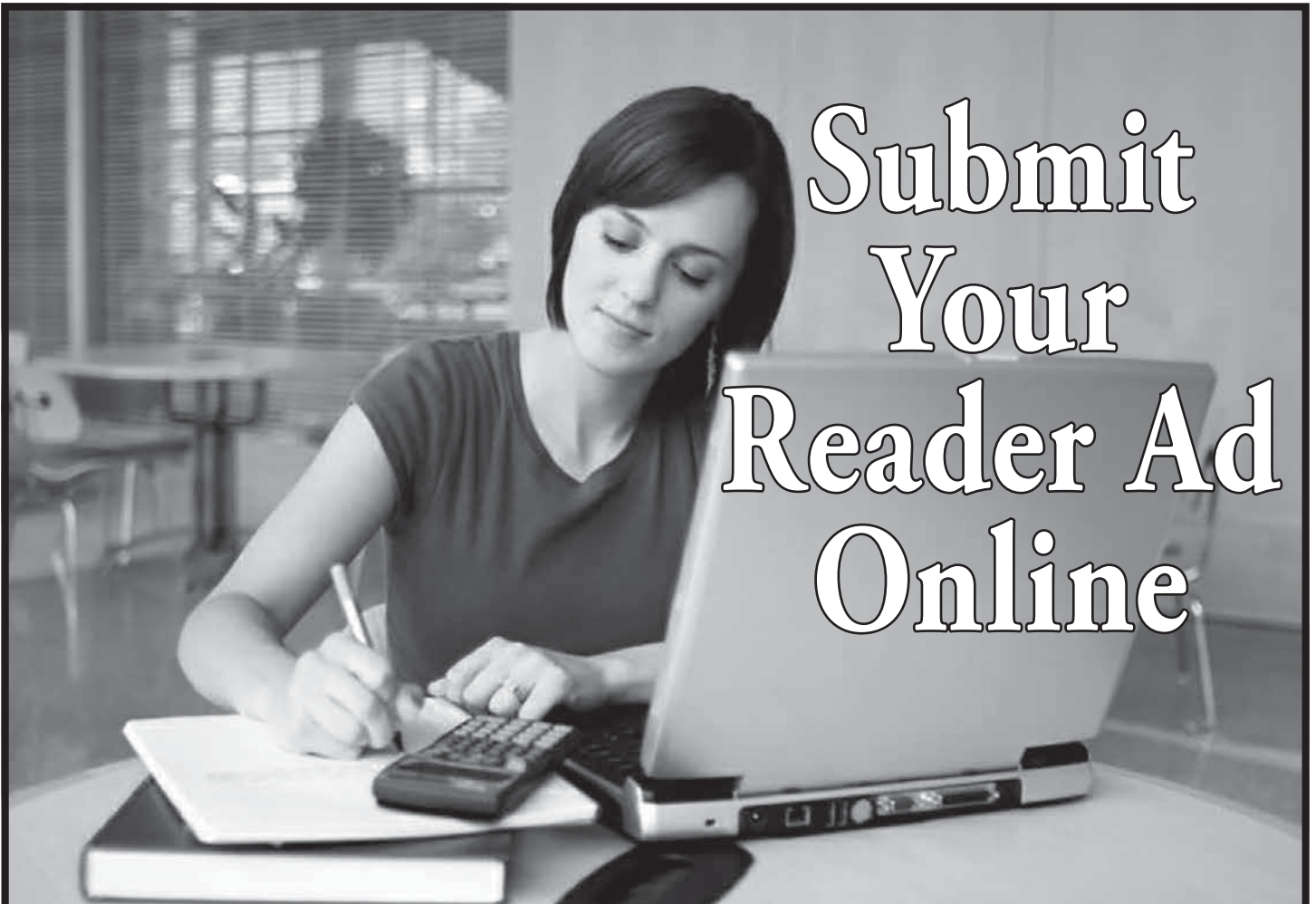
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Today's Changing Private Practice Marketplace

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!



600+ dental practices will be FOR SALE in California in 2020.

**Some will sell. Many won't.
Will your practice stand out?**

Maximizing the transferability of your practice is key to a high valuation and a successful sale.

There are many pitfalls that make it very hard to go from a valuation on paper to money in the bank. Recognizing and addressing these problems early make a successful transition far more likely.

That's why we at Integrity Practice Sales developed a new **transferability analysis** designed to compliment our expert practice sales process.

Get your own IPS Transferability Analysis (+ valuation) today! We will meet with you confidentially and provide a written analysis within two weeks with concrete steps to help you build a more valuable practice that appeals to more buyers.

Special Offer! Get the detailed, in-office analysis for only \$1,975 (usually \$3,950) through April 30th!



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