

# THE Dental Trader

VOL. 17 NO. 5 • May '20  
No. Calif. Edition

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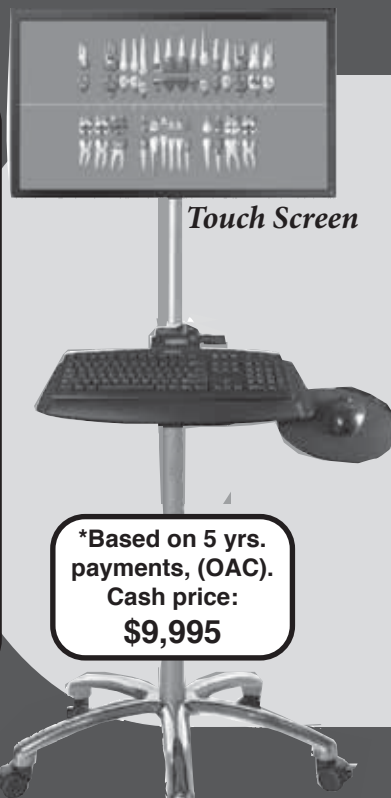
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### KERN COUNTY

**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

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### SAN BERNARDINO COUNTY

**SAN BERNARDINO** - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 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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- Practice & Equipment Financing
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- Locate & Negotiate Dental Lease Space
- 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. **SOLD**

**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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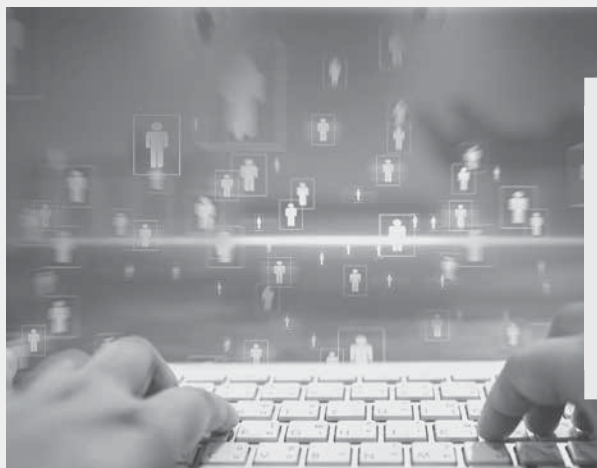
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~ Goretta Li, DDS

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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.

#### **Hawaiian 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.

#### **LA - 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** - Mostly PPO/FFS.

- 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.

#### **Lakeside** - New Listing!

- Doctor retires. Shopping center
- Grossed ~ \$254K on 3 days/wk

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

- Starter Practice. Gross ~ \$193K
- Shopping center. 4 equip. ops.

#### **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

- 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

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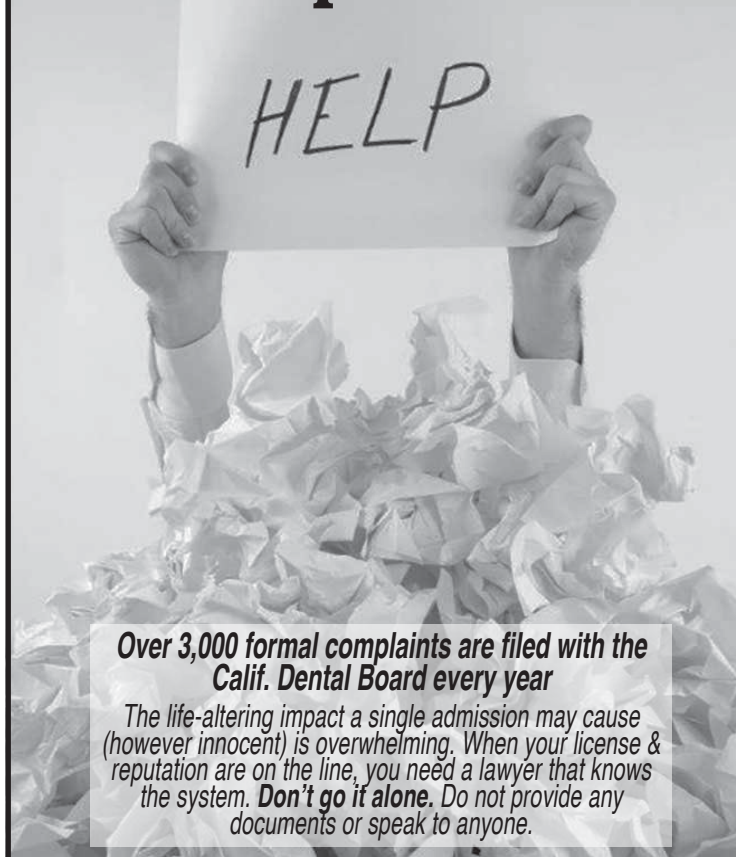
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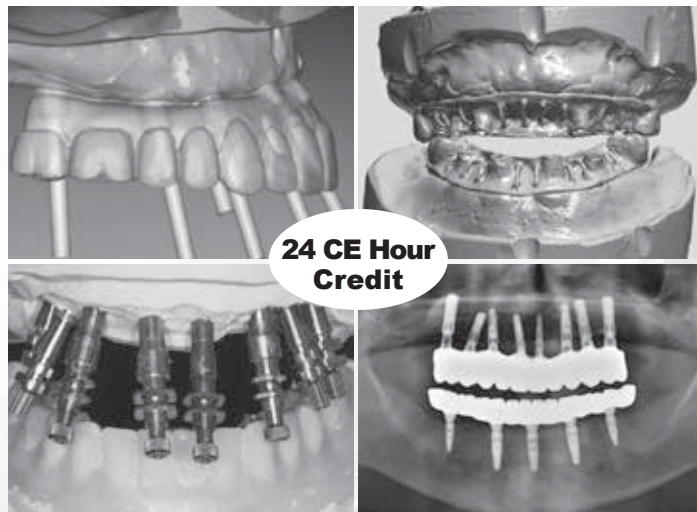
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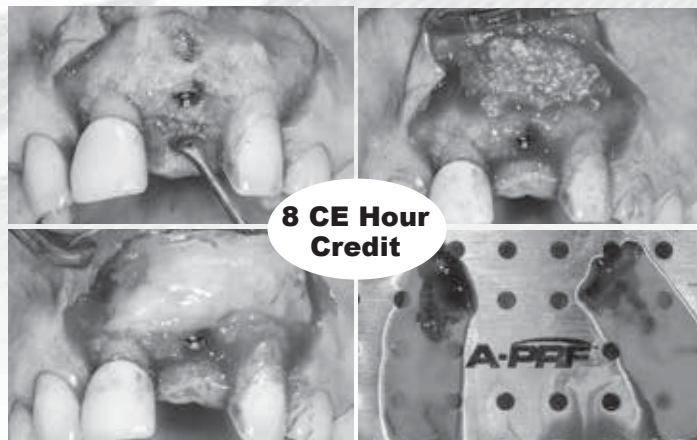
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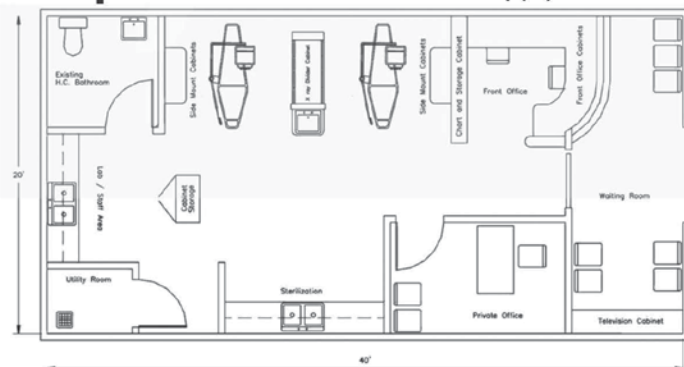


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### NORTHERN CALIFORNIA

**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 operator 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

**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 Operators 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

**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

**MENLO PARK - NEW LISTING** - A rare opportunity in this highly desirable Mid-Peninsula location serving some of California's elite patients. Minutes from 2 major freeways and blocks from one the busiest thoroughfares in the Bay Area. 2019 Revenue of \$1,018,000 with 6 days of Hygiene. Dexis digital X-rays, Intra-oral cameras, Itero Scanner, Dentrax PMS & paperless charts. Delta PPO and Fee-for-Service only and averaging 24 new patients per month. 4 treatment rooms housed in 958 sq. ft. ranging in age from 1-20 years. Owners are selling due to geographical issues but will remain to help for a smooth transition. This location will drive a great deal of interest, so make sure you are prepared to make an offer for your dream City! #CA686- 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 operator, 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

**NORTHERN CALIFORNIA PEDIATRIC SPECIALTY** - 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** - 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 +- sf. 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

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**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 Operators, **SOLD** Dextrix PMS, paperless charts, Digital Pan, Intra-Oral Camera, and Diode Laser. Average age of equipment is 7 years with some items newer. Hurry if you want to see this great Western Contra Costa County practice! #CA654 - Jim Engel - 925-330-2207

**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 Dextrix PM Software with 8 workstations, Intra-Oral Camera, Digital Sensor, Digital Pan, 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

**REDDING AREA - NEW LISTING** - MUST SELL FAST - SELLER IS MOTIVATED WITH LOW ASKING PRICE and SELLER-FINANCING CONSIDERED... High-producing and great-looking GP practice with an Associate Dr. that works 32 hours per week, with practice open 40 hours per week. 20+ years Goodwill, six (6) Ops, 2,000 +/- SF office space, Dextrix PM Software, 10 computer workstations, digital x-ray, intra-oral cameras, patient education software, imaging system, and fiber optics in each Op. 8 hygiene days per week, scheduled out 6 months in advance. Approximate 49% of patients pay cash, 51% are PPO with average-range Delta Premier fee rates. Most specialties are referred out. 2019 Gross Receipts were \$782,000. #CA668- 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 Dextrix PM Software with 12 workstations, Intra-Oral Camera, Dexis Digital sensor, Laser, Imaging Software, Digital Pan, 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), Dextrix 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. 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. Dextrix Practice Management software, Dexis Digital x-rays and Digital Pan. Gross Revenue for 2018 was \$998,000 and 2017 was \$919,000. The practice's equipment is less than 10 years old. The practice will sell very quickly and seller will help with smooth transition. #CA600-Kim Ta - 408-687-5001

**SAN JOSE** - This beautiful general practice located in a very busy retail plaza in San Jose, could be your dream come true! This is a fantastic opportunity for anyone that would like to skip the long and expensive process of starting a practice from scratch or for a current owner that would like to expand. The seller had previously owned and operated 1 other practice and now would like to sell this and retire. The seller has an eye for design and this luxuriously designed 2,700 sq. ft. practice was built from scratch 14 years ago with 8 fully equipped operatories with top of the line ADEC equipment. Dextrix practice management software, Digital sensors and so many other features. 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 Dextrix PMS, Dexis Digital x-rays, and intra-oral camera. 60 years of Goodwill in the community. 2018 \$1.3M+ Gross Receipts, 8 Days of hygiene, on 4-Day Doctor work week. Growth of **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 Dextrix. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY** - Stunning, Modern General Practice offering a broad range of service. All 6 treatment rooms have serene window view in spacious 2,200 sq. ft. seller-owned facility. 2018 Gross Receipts of \$802K with 4 days of Hygiene. Dexis Digital x-rays, Dextrix PM, intra-oral camera, laser. Exquisite, MOVE-IN READY, will not last in a fast-growing demographic area. The owner is downsizing from multiple offices but will help with a smooth transition. #CA564- Gina Miller - 707-391-7048

**SONOMA COUNTY** - General Practice located in Sonoma County, desirable dental community. Has 31 years of Goodwill seeing three generations of patients. Strong 5 days hygiene program, 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, Dextrix Practice Management, XDR Digital x-ray sensors, and intra-oral camera. Selling both practice and portion of dental building ownership. The doctor is retiring and will work back for a smooth transition. #CA594- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 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

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**VACAVILLE AREA** - 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** - 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 Operators 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 PMS 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 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** - Great professional office location GP Practice with 30+ years of Goodwill in the community. 4 Operatories utilizing Dentrix 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

**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** - 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

# DENTAL PRACTICE BROKERAGE

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**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 \$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 works 3 days per week and is ready to retire. This practice has great potential for growth. 2019 GR of \$363K. #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 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 \$2M+ GR the last 3 years. #CA599- Kerri McCullough - 949-300-0312

**COASTAL ORANGE COUNTY** - *NEW LISTING* - This nicely appointed, 5 Op office with 22 years goodwill has a large waiting area with a beach motif. The office is next to a busy street and residential neighborhoods, near a busy mall. The practice has long-term staff and the seller refers out most of the specialty work. 2019 GR of \$456K. #CA679- 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 the well-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

**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

**EL CENTRO** - *NEW LISTING* - Nice office in a great location with low rent! 3 Ops equipped plus 1 add'l plumbed. Practice utilizes EagleSoft with Digital X-rays. 2019 GR of \$850K with a high Adj. Net. Growing patient base with 25+ years of goodwill. A must-see! #CA680- Dr. Rishi Salwan - 909-239-2800

**HUNTINGTON BEACH** - *NEW LISTING* - This General/ Restorative practice is in a highly desired location on a main street, features 5 Ops, Digital x-rays, and a strong hygiene program. This practice is mostly cash and nicely appointed. This is a much sought-after area to raise a family and offer excellence in dental care to a well dental-educated patient base. 2019 GR of \$604K. #CA685- Kerri McCullough - 949-300-0312

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**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

**INLAND EMPIRE GENERAL/ORTHO/PEDO - NEW LISTING** - Two dental offices next to each other, one General, one Ortho/Pedo. Great opportunity to buy a beautifully appointed, fully digital office. General office has 8 Operatories, the Ortho/Pedo office has 5. Real Estate is also for sale. 2019 GR of \$850K. A must-see! #CA681- Dr. Rishi Salwan - 909-239-2800

**INLAND EMPIRE - NEW LISTING** - Located across from a busy hospital. 4 Ops, fully digital, state-of-the-art office. This is your chance to purchase a great practice and the real estate! 2019 GR \$432K. Don't miss this practice. #CA682- Dr. Rishi Salwan - 909-239-2800

**LOS ALAMITOS - NEW LISTING** - Beautiful state-of-the-art practice with 4 Ops, and mostly associate-run. This practice is all digital and is a cash and PPO practice in a great location. GR of \$900K with \$390K Adj. Net. #CA662- Dr. Rishi Salwan - 909-239-2800

**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 check. 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 4 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. GR over \$900K. #CA606- Kerri McCullough - 949-300-0312

**N. ORANGE COUNTY - General Dentistry practice with 5 Ops, open since 1965!** Dentrux 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 - PRICE REDUCED!** 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 Dentrux, 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 op./wk., updated technology with Dentrux, 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 - 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 Dentrux, 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 operatory.** 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. 2019 GR of \$604K. #CA617- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES - NEW LISTING** - Family practice established in 1950 and the current owner is retiring after 30 years. 3 Ops, Digital x-rays, Dentrux, and 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. 2019 GR of \$696K. #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. 2019 GR of \$845K. #CA643- Kerri McCullough - 949-300-0312

**WEST COVINA - NEW LISTING** - This is a beautiful state-of-the-art practice. Mostly associate-run with only cash and PPO patients. This gorgeous office has 3 Ops and is all digital and modern with one day of Hygiene per week. 2019 GR of \$1.2M+ with \$420K Adj. Net in a great location with low rent. #CA661- Dr. Rishi Salwan - 909-239-2800

**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. PPO and HMO, Digital x-rays, EZ Dent practice software, excellent area of opportunity.** 2018 Gross Receipts of \$466K. #CA636- Russell Okihara - 619-694-7077

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

**POWAY - 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 Ops, 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

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

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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! 1931 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 practicing & raising your family here in this community! 1400sf w/ 3op. **Seller Motivated! Now \$198k**

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

**BN-1109 SAN LORENZO:** Seller is retiring and passing along almost 60 years of goodwill! 2700 sf w/ 6 ops + 2 add'l. **\$175k**

**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**

### BAY AREA CONTINUED

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

**CC-1115 WESTERN MARIN COUNTY:** One of a Kind Seaside Community! Seller Retiring. Established for 30 yrs 510 sf w/ 2 ops **ONLY \$75k**

**CC-1119 SANTA ROSA Facility:** You will not find another facility in this area with these build-outs at this price!! 1200 sf 3 ops **\$140k**

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

**CG-1110 PETALUMA:** Established 30+ years, with a large, stable and loyal patient base! ~ 2300 sf w/ 6 Ops **\$180K**

**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**

**DC-1111 SAN JOSE:** Established for 40 yrs. Dental Prof Bldg on major thoroughfare! 1200 sf w/ 4 1/2 fully equipped ops **\$1.05M**

**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-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. Reduced Price: **\$495k**

**DG-1112 LOS GATOS:** Hesitate and you might just miss out on the opportunity of a lifetime! ~ 850 sf w/ 3 ops. **\$375k**

**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**

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**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**



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**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**

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**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 Nevada 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-1116 AUBURN VICINITY:** Family-oriented practice, loaded with warmth, charm and personalized service! ~ 1430 sf w/ 4 ops **\$525k**

**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**

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

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**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**

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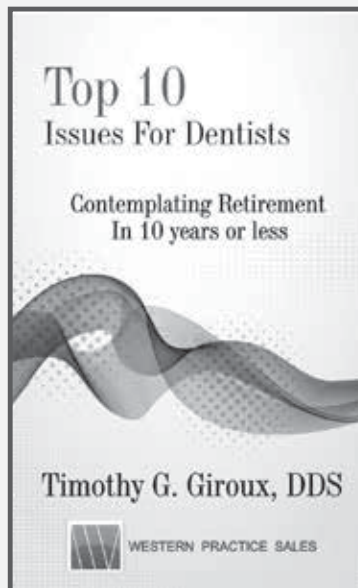
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Timothy Giroux  
DDS/Broker

## ASK THE BROKER

### WE WILL GET THROUGH THIS!

We are still in business, but I did apply for the PPP loan this week. Hopefully you have already applied and we will all get approved for that loan soon. Speak to your CPA if you have not filled out that paperwork yet.

I encourage all potential buyers to take advantage of this time to continue their due diligence and loan processing. I also encourage all owners to contact us if they need a referral for refinancing their office to help alleviate any cash flow issues they may be experiencing. Some lenders are definitely more aggressive than others right now, whether it be refinancing or future acquisitions. I am spending the majority of my time on home projects. Now is a great time to also do whatever chores need to be done in your offices that normally would interfere in your busy patient schedules.

While I do believe that there will be a back-log of dentistry to be done initially, there might be some cause for concern moving forward until the general public feels safe again. Also, many patients may be experiencing some temporary cash flow concerns until the economy ramps back up. Unfortunately, others might have lost their jobs permanently. WE WILL GET THROUGH THIS! There will always be people with teeth that need to be treated. Most downturns in the economy usually result in a downturn in dentistry of only around 5% or so. While this one might be different for a while longer, at some point I believe that the economy will come roaring back even stronger when the public confidence returns. I expect more manufacturing to come back to the United States and our government seems to have the will to make it happen.

There is no denying that this uncertainty produces downward pressure on practice transitions and practice valuations. However, I still believe that owning one's own business is still more gratifying than working for corporate dentistry. Lots of corporate-contracted dentists are only getting 25%-30% of their normal income right now. It may take months to have a better understanding of the situation, but I believe we will return to normal. Until then, the ongoing and changing market forces will dictate what happens for those of you that need to retire in these uncertain times. Better exposure of practice opportunities to the market should help keep valuations up, but simple common sense suggests that these are uncertain times. (I would be cautious about "experts" that claim otherwise.)

*See you on the other side, hopefully sooner than later!*

**Timothy Giroux, DDS owns Western Practice Sales and is president of the nationally recognized dental organization, ADS Transitions.**

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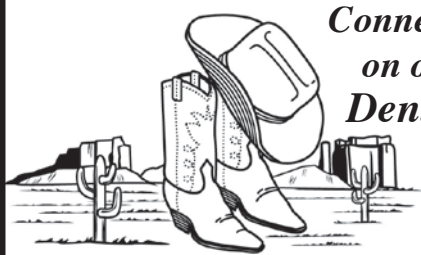
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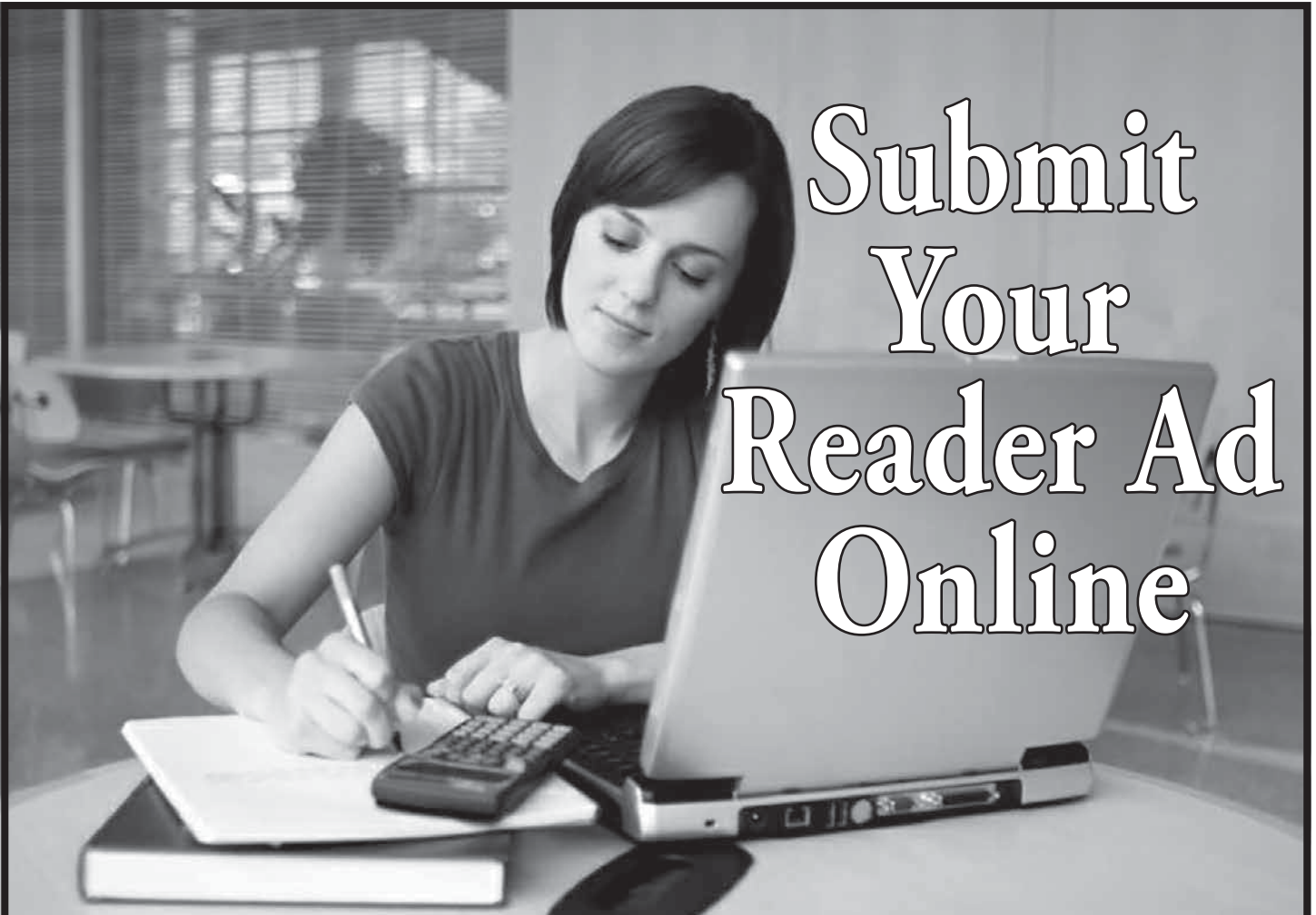
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# Professional Practice Sales of The Great West

Specialists in the Sale of Dental Practices since 1966

## Always there when you need Us!

- 6177 SALINAS** During Great Recession, Salinas dentists did well as Salinas Valley is one of California's most productive agricultural regions and is the engine driving the area's economy. Salinas shall bounce back quickly once Covid-19 Shutdown is lifted. Practice has been \$900,000 per year performer. Housed in well maintained suite. Condo optional purchase.
- 6176 SANTA CRUZ** Delta PPO practice seeks Successor skilled in placing implants. Last 2-years averaged \$1.18 Million in collections and \$735,000 in Available Profits. \$400,000+ invested in technology to make this possible. 4-days of Hygiene.
- 6175 OAKLAND'S DESIRABLE COMMUNITY** Collections last 2-years averaged \$1.425 Million with Available Profits averaging \$560,000. Has been consistent performer. 11-days of Hygiene per week booked 6+ months in advance. Great location. Housed in stand alone building dedicated to practice.
- 6174 HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY - ARCATA** Special area to raise one's family and enjoy quality of life benefits. Best location, great foundation, dedicated Team. Seller works 3-day week by choice. 2019 collected \$360,000. Before reducing schedule, collected \$420,000 in 2018. Beautiful Victorian building available as optional purchase. Practice wants to be full-time.
- 6173 SAN FRANCISCO - OUT-OF-NETWORK** 2019 collected \$1,315,000. 6-ops. 8-days of Hygiene. 1,500+ active patients. Contract with specialists to perform referred work in-house and take to next level.
- 6172 SAN FRANCISCO'S EAST BAY - OUT-OF-NETWORK** 2019 collected \$850,000 with Profits of \$430,000. 4-days of Hygiene. Requires skilled, easy temperament and great communicator as Successor. Seller shall work-back to assist in transition.
- 6171 SANTA ROSA** Great DNA here in long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. 2019 collected \$990,000 with Available Profits of \$338,000. Great Team. 4-operatories. Full Price \$285,000.
- 6170 MANTECA / RIPON AREA** 2019's revenues totaled \$860,000 with Available Profits of \$352,000. 5-days of Hygiene. Refers endo, most OS and implant placements. Extensive patient base. Successor should contract with specialists to perform referred work. Facility perfect for making this a full-service practice. Full price \$450,000.
- 6169 VACAVILLE** Long established Delta PPO practice. 5-days of hygiene. 2019 trending \$700,000 with Available Profits of \$285,000. Great north side location. Great area to raise one's family.
- 6167 DOWNTOWN PALO ALTO - OUT-OF-NETWORK** Perfect for skilled Dentist seeking strong patient relationships and insurance independency! 2019 trending \$800,000+ on Owner's 3-day week with 5-days of Hygiene. Office has been completely upgraded and charting is paperless.
- 6165 ROSEVILLE ORTHO - OUT-OF-NETWORK** Stanford Ranch. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. Averages 3 New Patients per month. Full Price \$125,000.
- 6164 SAN FRANCISCO'S UNION STREET - OUT-OF-NETWORK** Highly regarded as evidenced by 25+ new patients per month and 9-days of Hygiene per week. Collections have topped \$2 Million each of last 3-years with Profits averaging \$1 Million. Paperless. 3D Cone Beam.
- 6163 LAKEPORT** Attractive option to practicing in competitive areas in expensive housing markets. Completely networked. Great main street location. 2019 collected \$969,000. 4-days of Hygiene.
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt, adjacent to Ferndale. Perfect for Dentist seeking small town living. 2019 collected \$379,000. 6-weeks off. Lots of work referred. Building optional purchase.



**Ray and Edna Irving**  
(415) 899-8580 ~ (800) 422-2818  
[www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

For complete details  
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opportunities, go to  
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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*

*The Sun  
shall Rise!*



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Since 1966*

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***Know when this Storm passes,  
your Rainbow shall shine bright.***

***We take you for granted. Been late  
for appointments. Complain if we  
waited. And we expect perfection  
in an imperfect world and then  
complain about the costs.***

***You always do your best to provide  
the best care possible within the  
constraints of your marketplace;  
your struggles to manage your  
Practice, provide for your Team  
and hoping to support your  
Family. And you smile and  
thank us when we leave.***

***Know that when you open your  
doors again, you will receive  
the love which is long overdue.***

***And know that your Team shall be  
embraced like never before.***

***So here goes. We love you; we miss  
you and we long to see you back  
in the saddle where you belong!  
Our oral healthcare depends upon it!***

***Dentists Rock!  
Always Have. Always will!***