

# THE Dental Trader

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So. Calif. Edition

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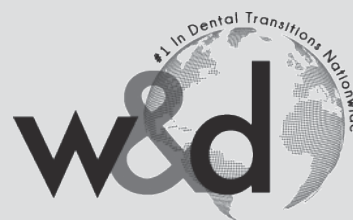
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### KERN COUNTY

**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. Dentrux, Digital x-rays & Pano, Trios Scanner, & Chartless. Newer eqt. Cash/PPO/HMO. Averaging \$452K/yr. in Collections. Selling to concentrate on main practice. **NEW**

**EAST SAN FERNANDO VALLEY ORTHO/PEDO** - Located in a free stand, duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition. **SOLD**

**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**

### D&M SERVICES:

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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/Ins/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2019 Gross Collect. \$600K+ p.t. Does no adv. Refers most specialty work. Growth potential.

**VENTURA #2** - (4) op comput G.P. in a strip ctr on a main thoroughfare. Some exposure & signage. (35) yrs of Goodwill. Cash/PPO Pts. No HMO & No Denti-Cal. No nights & No weekends. 2019 Gross Collect of \$615K+ on (3.5) days/wk. Favorable Lease. (4) days of Hygiene/wk. Seller does no adv. other than website & social media. Most specialty work referred. Seller retiring. Will assist with transition. **NEW**

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

**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. Dentrux & 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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**Sprintray 3D** printer in mint condition for sale.used few times. \$3500 OBO. Email:as7067@gmail.com

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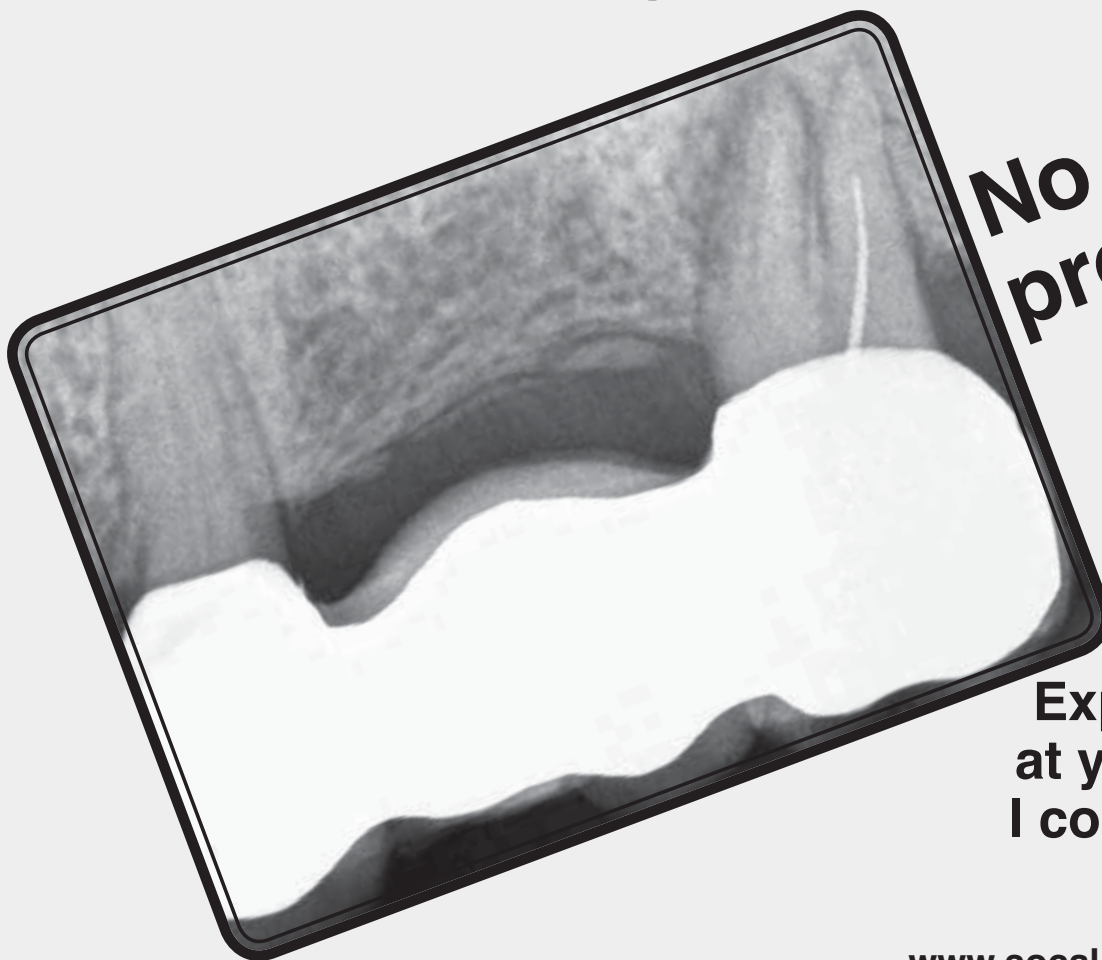
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### Los Angeles County

#### **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.

#### **Hawallan 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

#### **Anaheim** – **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!**

- Collects ~\$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.

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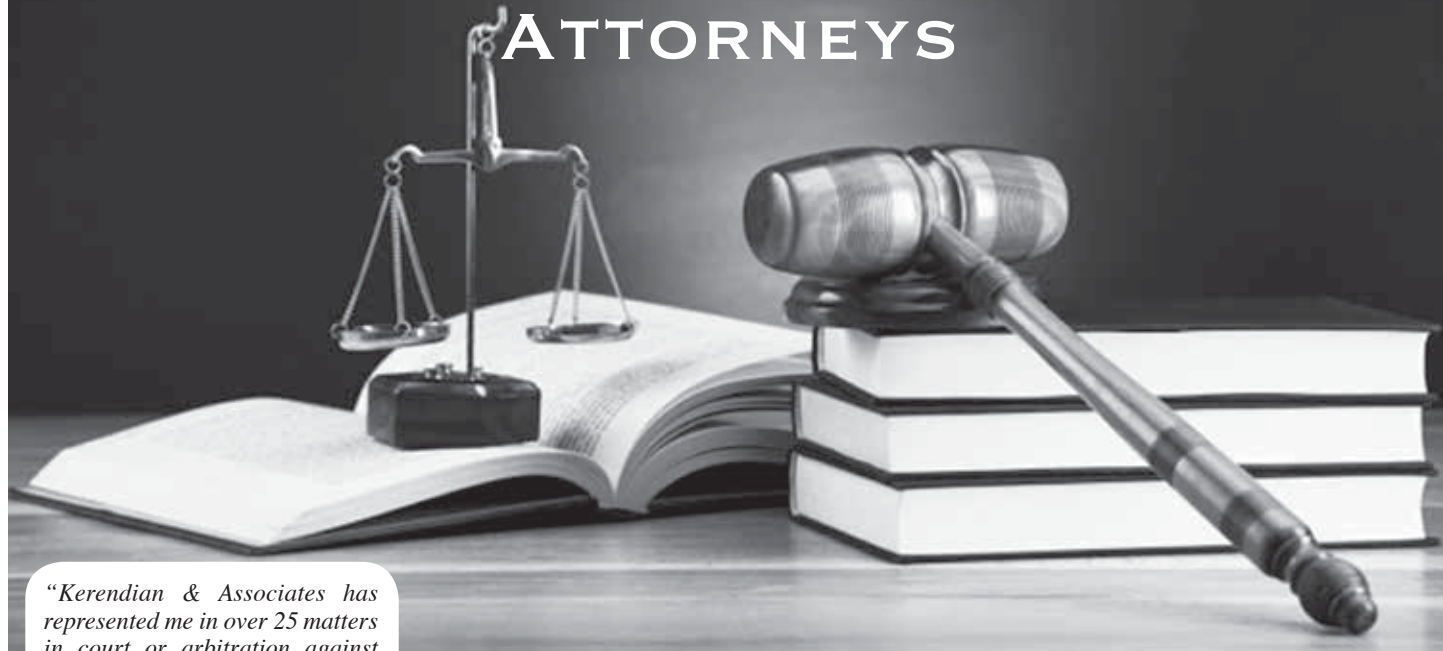
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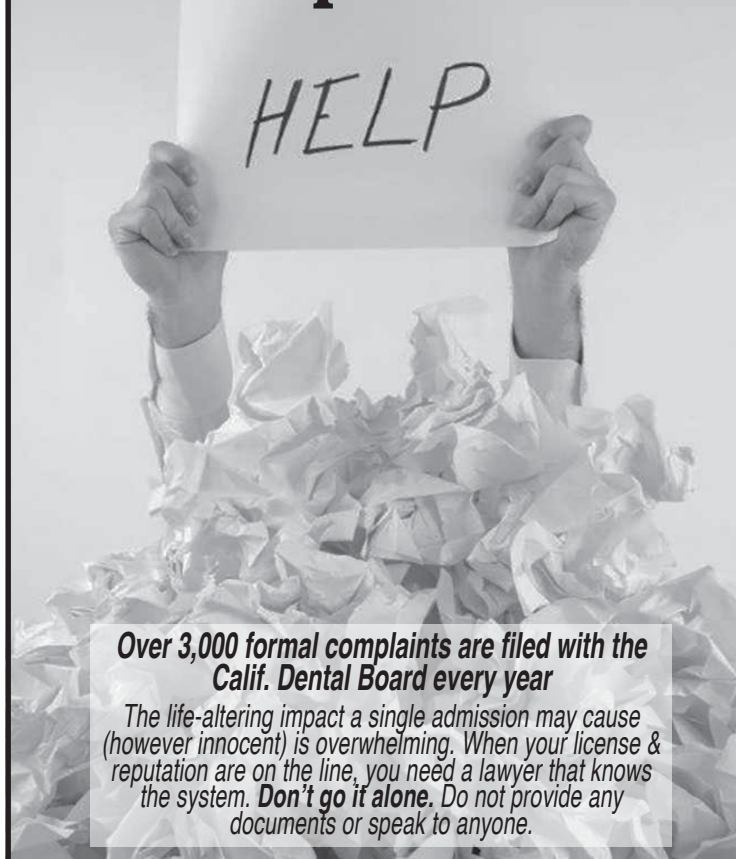
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# When it Comes to the Sale

## DENTAL PRACTICES FOR SALE

**DENTAL PRACTICES FOR SALE:** Beverly Hills, Chula Vista, Encino, La Canada, Lancaster, Moorpark, Newhall, Panorama City, Santa Barbara, Santa Clarita, Tustin, Valencia, Van Nuys, and Woodland Hills.

**WESTLAKE VILLAGE GENERAL PRACTICE FOR SALE:** Quality oriented, fee for service practice collects \$680,000+ per year with a net income of \$250,000+ on four days per week with five days of hygiene per week. Seller refers all endo, all oral surgery, all perio surgery and all ortho. The office is located in a popular one-story professional building with five equipped operatories, Dentrrix software, digital x-rays and a panoramic x-ray. Over 40% of the practice production is from hygiene, exams and x-rays. Asking \$560,000.

**TUSTIN GENERAL PRACTICE FOR SALE:** Well established practice consistently collects \$572,000-597,000 over the past four years with an average net income of \$245,000+/year. Seller works 4 days per week with 4 days of hygiene per week. Over 37% of the practice production is from hygiene, exams and x-rays suggesting a solid recall program and conservative practice. Seller refers all endo, all oral surgery, all perio surgery and all ortho. No advertising, no evenings and no weekends. Lots of upside for a buyer that does some specialty work and some marketing. Three equipped operatories with SoftDent software. Asking \$520,000.

**WEST LOS ANGELES PERIODONTAL PRACTICE FOR SALE:** Located in a highly desirable area of West Los Angeles in an office with incredible views to downtown from one side and Catalina on the other and with relatively low rent on top of it all. Practice consistently collects over \$1 million per year roughly equal production from implants and perio surgery. Seller works four days per week and there are four days of hygiene per week. Four equipped operatories. Seller is retiring. Asking \$600,000.

**MOORPARK GENERAL PRACTICE FOR SALE:** Thirty-three years of goodwill in the same retail location. This practice has a ton of potential! Seller works three and a half days per week with two and a half days a week of hygiene coverage. Collections are consistently at \$400,000 per year with an equally consistent net income of \$150,000 per year with the seller referring out all molar endo, all implant placement, almost all oral surgery, all perio surgery and all ortho. 42% of the production is from hygiene and exams. The practice does no advertising even though located in a retail shopping center. The office has 3 equipped operatories with EZ Dental software and digital x-rays. Tremendous opportunity. Asking \$285,000. - **PENDING**

**BEVERLY HILLS GENERAL PRACTICE FOR SALE:** Located in the Golden Triangle of Beverly Hills, this office is projected to collect \$471,000 in 2019 on two plus days per week. The seller purchased a larger practice in late 2018 and has been focused on that newer location. Collections in this office in 2018 were \$760,000. There are three days of hygiene coverage per week. No capitation or Denti-Cal. No evenings or weekend hours. Four equipped operatories with digital x-rays, laser and Dentrrix software. Asking \$310,000.

**ENCINO GENERAL PRACTICE FOR SALE:** Exceptional opportunity to acquire a full fee for service practice. This practice has been established in Encino for over 60 years and with the current owner in the current location for over 35 years. The practice is not in-network for any PPO or HMO plans. The seller refers all endo, all oral surgery, all perio and all ortho. Seller works 3 days per week with one day of hygiene per week and still collects \$430,000 per year. Asking \$250,000. But, if you are looking for an exceptional, once in a lifetime opportunity, combine this practice with the immediately following practice in Encino. Both practices are in the same building, on the same floor and side by side. Both sellers are retiring. Both leases have less than a year remaining before options. Buy both and combine for collections of over \$800,000 and a net income of over \$325,000 WITHOUT considering any specialty work. In 37 years of selling practices, I have never seen such an opportunity!

**ENCINO GENERAL PRACTICE FOR SALE:** An outstanding 48 years of goodwill with the same dentist in the same location! The practice collects \$370,000 per year on three days per week with two days of hygiene per week. Seller refers all endo, all perio, all oral surgery and all ortho. No advertising, no capitation, and no Denti-Cal. The office is spacious with four equipped operatories, Dentrrix software and digital x-rays. There is one year remaining on the current lease. This is an ideal practice to merge with a nearby practice and either move both practices to this location or abandon this location when the lease is up and move to the buyer's existing office. Asking \$250,000.

**ANTELOPE VALLEY GENERAL PRACTICE FOR SALE:** Collects \$680,000 per year on five days a week with five days of hygiene per week. Newer leasehold improvements and equipment. Five equipped operatories with Softdent software, digital x-rays and panoramic x-ray machine. Practice gets an average of 18 new patients per month. Practice refers implant placement, oral surgery, and ortho. Asking \$450,000. Real estate can also be purchased. Building is 4,400 square feet with just over half of that as dental office. The remainder is leased to a non-dental tenant. Asking price for the real estate is \$750,000. - **SOLD AT FULL PRICE FOR BOTH PRACTICE AND REAL ESTATE**

**VAN NUYS GENERAL PRACTICE FOR SALE:** Great opportunity for a satellite location or a starter practice. The office collects \$300,000 on two days per week with one day of hygiene per week. Seller does no marketing or promotion and does not work evenings or weekends. The office has four equipped operatories with digital x-rays, panoramic x-ray machine and SoftDent software. Seller is relocating out of the area. Asking price is just \$75,000.

**SANTA CLARITA VALLEY GENERAL PRACTICE FOR SALE:** Outstanding practice opportunity! This is a four day per week practice with the seller working three days in one office and one day in a second office that is not too far away, but a location that taps into a completely separate patient population. The practice collects \$1.6 million per year with a net income of over \$600,000. Eight plus days of hygiene per week with two plus hygienists working every day. Seller refers all perio surgery, all ortho, difficult endo and most oral surgery. The practice averages 20 new patients per month. There are 7 operatories in the one office and 4 in the other. The practice is computerized with Dentrrix software, digital x-rays and a panoramic x-ray. Asking \$1,340,000. - **SOLD AT FULL PRICE**



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First and foremost, the sky is not falling! This is clearly a historically unprecedented approach to dealing with a viral infection. We will, however, emerge on the other side intact. Don't panic. The CARES (Coronavirus Aid, Relief and Economic Security) Act has several provisions that could be helpful.

First, the Paycheck Protection Program (PPP) loans are 100% federally guaranteed loans to employers that maintain their payroll during this emergency. PPP has a number of attractive features, **including forgiveness of up to 8 weeks of payroll** based on employee retention and salary levels, no SBA fees, and at least 6 months of deferral with maximum deferrals of up to one year.

The CARES Act also provides for Economic Injury Disaster Loans (EIDL) and Emergency Economic Injury Grants. These grants provide an emergency advance of up to \$10,000 to small businesses harmed by COVID-19 within 3 days of applying for an SBA EIDL loan. **The advance does not need to be repaid under any circumstance** and may be used to keep employees, pay business obligations, including debts and rent. The EIDL loans are low interest loans for up to \$2 million. Virtually every dentist, including independent contractors, qualify for this program.

For those of you with practice loans, banks are responding. If you have an SBA loan, under the CARES Act Small Business Debt Relief Program, SBA will cover all loan payments on these SBA loans, including principal and interest, for six months. This relief will also be available to new borrowers who take out loans within 6 months of the signing the bill into law.

Several other lenders have offered 90-day deferred payment options for their loans in an attempt to mitigate some of the financial burden. All you have to do is call. In short, you have some options available to you.

While you may not be producing now, it goes without saying that people still need dental care and deferring it for two or three months does not mean that is suddenly going to change. Quite the contrary, as all of the dental work that should have been done during this period of social distancing will come full circle once we get back to normal. The profession of dentistry is solid. Your future earnings are virtually guaranteed. This is a time of patience and not a time to panic.

Stay safe, be well and don't panic. You have every reason to be optimistic.



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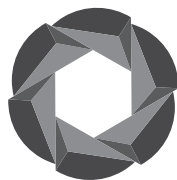
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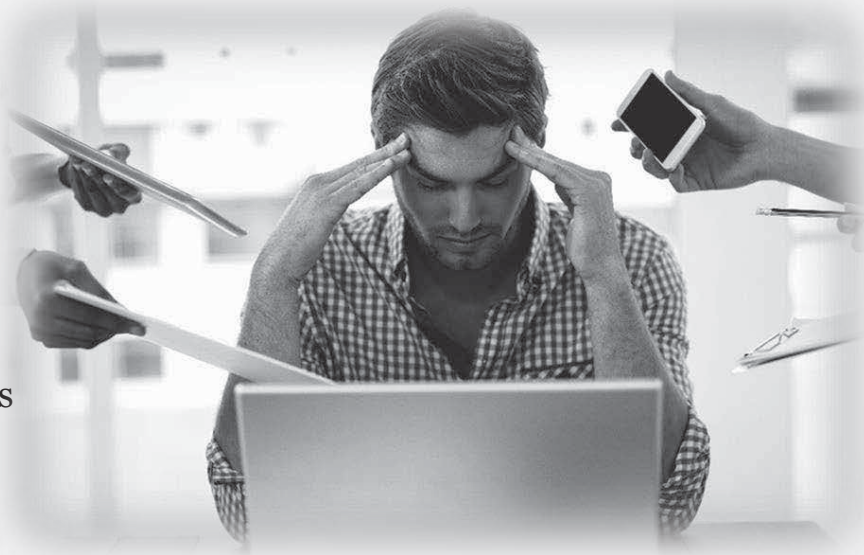
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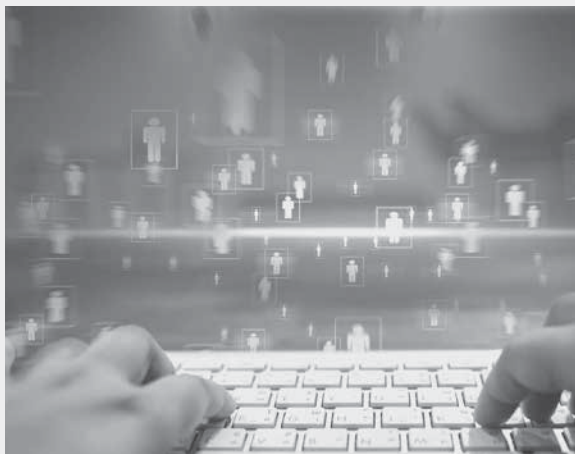
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**CORONA DEL MAR** – Well established General Practice located in a single story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq ft suite. It's computerized with Dentrix software and has digital X-ray. Retiring seller is currently working 4 days per week, O.S. 2x per month and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **Grossed approx. \$788K in 2019. Buyer's net of \$122K.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. Please contact your CPS Broker for more details. **Property ID #5285.**

**LA HABRA (GP/Implant/O.S.) Price Reduced!!!** – Established in 1992, this practice is located in a two story free standing building on major street with excellent street visibility. Seller owns the building. The seller currently work 4 days/wk, Associate 1 day/wk and 3 days/wk of hygiene. Sees approximately 25-30 patients/mo. The practice consists 4 equipped chairs and 2 surgery rooms. Computerized with Easy Dental software. **Grossed approx. \$974K in 2019.** Great signage. Heavy traffic flow. Next to residential area. Excellent staff. Please contact your CPS Broker for more information. **Property ID #5298.**

**ROWLAND HEIGHTS** – Established in 2009 this General Practice is located in a one story free standing building with front and back parking on a heavy traffic flow street of the city. Next to residential area. Great street visibility. Seller is current working 4 days/wk with 1 days/wk hygiene and 1x/mo of Ortho. Sees approximately 25 new patients/mo. PPO/Cash/Minor Denti-cal. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion. Computerized with Dentrix software and digital x-ray. Minimal advertising. **Grossed \$806K in 2019. Buyer's net of \$314K.** Please contact your CPS Broker for more details. **Property ID #5278.**

**VENTURA** - This General practice has over 40 years of goodwill to offer, and an icon in this quiet beach community with a home town feel. The building is owner-occupied, with currently six tenants in common. The Buyer has the option of getting a very favorable lease, or with approval of the partnership, the Buyer could also buy into the building. The practice consist of 4 equipped operatories. Seller is currently working 5 days/wk with 4 days/wk of hygiene. PPO and Cash Only. Sees approximately 14-18 patients/day. **Grossed approx. \$470K in 2019.** Please contact your CPS Broker for more details. **Property ID #5288.**

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



## GENERAL PRACTICE IN GRANDA HILLS



- **Grossed \$392K in 2019**
- **BUYERS NET \$155K**
- 50 years of goodwill to offer
- At this location since 1970
- The practice has actually seen three generations of patients!
- The Seller is retiring
- The office consists of 3 equipped operatories
- Located in an approximate 1,200 sq. ft. suite

- Granada Hills is a highly diverse and high-income neighborhood
- The practice is exceptionally profitable because of the very low overhead of only ~52%
- First quarter of 2020 is up 15%
- The landlord is offering a very competitive lease for the area to further assist in the Buyer's success

**Please contact your CPS Broker for more details. Property ID #5276.**



Alice C. King, V.P.  
Lic #00602189

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES & VENTURA COUNTY LISTINGS

**BEVERLY HILLS – Grossed approximately \$1M with a Buyer's net if \$244K**, this general practice is located in a single story free standing building with rear parking. Store front with excellent street visibility and signage. Established in 1981. Consists of 5 equipped operatories and 3 plumbed not equipped on a 2,450 sq. ft. office. Semi-retiring seller owns the building. Please contact your CPS Broker for more information. **Property ID #5307.**

**BEVERLY HILLS (COMING SOON) – General Practice in 4 story medical dental building with 3 equipped operatories. Grossed \$591K in 2019.**

**CENTURY CITY – PRICE REDUCED!!** Well established General Practice located in an 11 story medical dental building. This practice consists of 4 equipped operatories and 2 plumbed not equipped operatories with windows views to the city in an approximately 1,955 sq ft suite. It's computerized with Eaglesoft software and digital x-rays. The seller works 1 days/wk with Associate 2 days/wk and hygiene 3 days/wk. PPO and Cash Only. Minimal advertising. **Grossed approx. \$443K in 2019.** Seller is focusing on primary office. Great staff. Please contact your CPS Broker for more details. **Property ID #4509.**

**CERRITOS –** Well established general practice with 40 years of goodwill located on the second floor of a busy shopping plaza with plenty of ample parking. Excellent visibility. This practice consists of 7 equipped operatories in an approximate 2,000 sq ft suite. Seller is currently working 4 days/wk with 9 days/wk of hygiene. **Grossed approx. \$1.4M in 2019. Buyer's net of \$261K.** 100% Patient Referral. Computerized with Eaglesoft software. Seller will stay 2 days/wk. Great opportunity. Please contact your CPS Broker for more information. **Property ID #5295.**

**GLENDALE –** This General practice established in 2013. Seller is currently working 5 days/wk and sees approximately 35-40 new patients/mo. 100% Patient Referral. PPO/CASH/Denti-Cal. The practice consists of 3 equipped operatories and 1 plumbed not equipped. Located in a 3 story medical professional building. Computerized with Eaglesoft software and digital x-ray. **Grossed approximately \$544K in 2019. Buyer's net of \$154K.** Located on major street with heavy traffic flow. Next to residential area and across from a hospital. Seller moving out of the country. Please contact your CPS Broker for more information. **Property ID #5305.**

**GRANADA HILLS (GP) -** With almost 50 years of goodwill to offer, the practice has been at this location since 1970. The practice has seen three generations of patients! The Seller has finally decided to retire after many years of success to focus on his other business ventures. The office consists of 3 equipped operatories in an approximate 1,200 sq. ft. suite. Granada Hills is a highly diverse and high-income neighborhood. Grossed approximately per the Tax Returns are \$328K for 2018, **\$392K for 2019 with a Buyer's Net of \$155,773 AFTER** the debt service of your acquisition loan and all office expenses. **The first quarter of 2020 is up 15%! The practice is exceptionally profitable because of the very low overhead of only ~52%. Isn't it time you bought your employment instead of being an associate?** The landlord is offering a very competitive lease for the area to further assist in the Buyer's success. Please contact your CPS Broker for more details. **Property ID #5276.**

**LA HABRA (GP/Implant/O.S.) Price Reduced!!! –** Established in 1992, this practice is located in a two story free standing building on major street with excellent street visibility. Seller owns the building. The seller currently work 4 days/wk, Associate 1 day/wk and 3 days/wk of hygiene. Sees approximately 25-30 patients/mo. The practice consists 4 equipped chairs and 2 surgery rooms. Computerized with Easy Dental software. **Grossed approx. \$974K in 2019.** Great signage. Heavy traffic flow. Next to residential area. Excellent staff. Please contact your CPS Broker for more information. **Property ID #5298.**

**LONG BEACH (GP) -** Our practice has 34 years of goodwill to offer and has been at this location for 26 years. The location of the practice is exceptional being right off of the 405 and near 710 Freeways. The practice is currently being run as an absentee. Current Associate works 3 days per week and sees approximately 16-20 patients per month. The practice consists of 3 equipped operatories in a 1,698 sq ft suite. Computerized with Open Dental software. 100% patient referral. **Grossed \$336K in 2018. Projecting approximately \$363K for 2019. Net \$122K.** Has long term staff. The landlord resides in and has his medical practice in the same building and is offering a very competitive lease to assist with the new Buyer's success. Please contact your CPS Broker for more information. **Property ID #5282.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Juana Dominguez  
Executive Administrator

**LONG BEACH** – General practice with approximately 60 years of Goodwill. This practice is located a two story medical dental plaza conveniently located right off the 405 freeway. Corner location with heavy traffic flow. Has reasonable rent for the area. The seller is currently working 4 days/wk with 4 days/wk of hygiene. Seeing approximately 16-20 new patients/mo. Cash/PPO/Capitation/Some Denti-cal. Practice consists of 3 equipped operatories in an approximately 932 sq. ft. suite. Computerized with Practice Web software. **Grossed \$373K in 2019.** The Seller is retiring. Great opportunity. Please contact your CPS Broker for more details. **Property ID #5303.**

**LONG BEACH** – Established since 1985, the General Practice is located in a two story professional building. On a major street of the city with excellent street visibility. Next to residential area. Seller is currently working 4 days per weeks with 4 days per week of hygiene. Sees an average of 15-20 new patients per month. PPO and Cash only. It consists of 4 equipped operatories and 2 plumbed not equipped for expansion in an approximate 1,800 sq. ft. suite. Computerized with Dentrux software. Does minimal advertising. **Grossed approximately \$718K for 2019. Buyer's net of \$249K.** Great opportunity. Please contact your CPS Broker for more information. **Property ID #5302.**

**RESEDA (COMING SOON)** – General Practice in single story building with 5 equipped operatories on 2,000 sq. ft. office.

**ROWLAND HEIGHTS** – Established in 2009 this General Practice is located in a one story free standing building with front and back parking on a heavy traffic flow street of the city. Next to residential area. Great street visibility. Seller is current working 4 days/wk with 1 days/wk hygiene and 1x/mo of Ortho. Sees approximately 25 new patients/mo. PPO/Cash/Minor Denti-cal. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion. Computerized with Dentrux software and digital x-ray. Minimal advertising. **Grossed approx. \$806K in 2019. Buyer's net of \$314K.** Please contact your CPS Broker for more details. **Property ID #5278.**

**SAN GABRIEL** – Established in 1978, this general practice is located in a 2 story building next to residential area school. Has great street visibility with heavy traffic flow. Seller will be the landlord. The practice consists of 11 equipped operatories in an approximate an approximate 3,020 sq. ft. office. Seller rents the lab upstairs (600 sq. ft.). It's computerized with Softdent software. Seller is currently working 2 days/wk with 4 days/wk of hygiene, GP Associate 4 days/wk, O.S. 2x/mo and Perio 2x/mo. Sees approximately 50 new patients/mo. PPO/Cash/Some Denti-cal and Some Capitation. **Grossed \$1.2M in 2018. Projecting approximately \$1.2M for 2019.** Buyer's net of \$243K. 41 years of goodwill. Please contact your CPS Broker for more details. **Property ID #5309.**

**VENTURA** - This General practice has over 40 years of goodwill to offer, and an icon in this quiet beach community with a home town feel. The building is owner-occupied, with currently six tenants in common. The Buyer has the option of getting a very favorable lease, or with approval of the partnership, the Buyer could also buy into the building. The practice consist of 4 equipped operatories. Seller is currently working 5 days/wk with 4 days/wk of hygiene. PPO and Cash Only. Sees approximately 14-18 patients/day. **Grossed approx. \$470K in 2019.** Please contact your CPS Broker for more details. **Property ID #5288.**

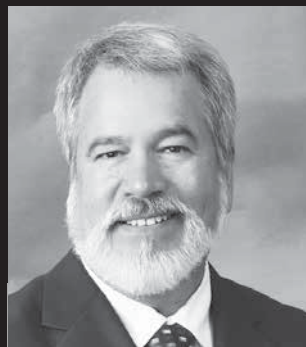
**VENTURA (LH)** – General practice with over 34 years of goodwill located in a two story medical professional building with ample parking. This office consists of 2 equipped operatories and 1 plumbed not equipped. This spacious practice has a reasonable rent for the area. Cash, PPO and Medi-cal. Historically **grossing approximately between \$140K-\$160K.** Retiring Seller refers out all specialties. Charts are being gifted. Great opportunity for a start-up. Please contact your CPS Broker for more details. **Property ID #5304.**

**WHITTIER – COMING SOON!**

## ORANGE COUNTY LISTINGS

**ANAHEIM** – General practice established circa 1960 is located in a small shopping center on a busy major street of the city. Next to residential area. Seller is currently working 5 days/wk and sees approximately 40-45 new patients/mo. PPO / Cash / Denti-cal / Some Cap. The office consists of 4 equipped operatories with Dentrux software and digital x-ray. Has reasonable rent and long term lease. **Grossed approximately \$1.3M in 2019. Buyer's net \$807K.** Excellent signage. Corner location. Please contact your CPS Broker for more information. **Property ID #5296.**





Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

**CORONA DEL MAR** – Well established General Practice located in a single story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq ft suite. It's computerized with Dentrax software and has digital X-ray. Retiring seller is currently working 4 days per week, O.S. 2x per month and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **Grossed approx. \$788K in 2019. Buyer's net of \$122K.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. Please contact your CPS Broker for more details. **Property ID #5285.**

**FOUNTAIN VALLEY** – This General Practice is located a busy corner strip shopping center with good street visibility. Has larger parking from and back. The practice consists of 4 equipped operatories and 1 plumbed not equipped for expansion in an approximate 1,637 sq ft suite. Has Digital X-ray and it's computerized with Eaglesoft. The retiring seller is currently working 3 days/wk and sees approximately 18 new patient/mo. PPO / Cash / Denti-cal / Some Cap. Does minimal advertising. **Grossed approx. \$238K in 2019.** Established in 2003. Has excellent staff. Please contact your CPS Broker for more information. **Property #5293.**

**IRVINE (TURN-KEY)** – General well established practice located in a 3 story medical dental professional building. Easy freeway access. Next to shopping center and residential area. The office has 3 fully equipped operatories and 2 plumbed not equipped, room for expansion in an approximate 1,562 sq. ft. suite. Seller is currently working an average of 4 days/wk. **Grossed approximately \$265,677 in 2019.** Computerized with Dentrax software. Please contact your CPS Broker for more details. **Property ID #5311.**

**IRVINE (COMING SOON)** – General Practice with Specialties in a 2 story dental building. **Grossed approx. \$1.1M in 2019.**

**LAGUNA NIGUEL (COMING SOON)** – General Practice with 3 equipped operatories in a single story shopping center. **Grossed approx. \$514K in 2019.**

**NEWPORT BEACH** – Beautiful fee for service General practice is located in a corner 2 story medical dental building. Heavy traffic flow. Well established with 4 equipped operatories with window views in a 1,450 useable sq. ft. office. Seller is currently working 3 days/wk with 2-3 days/wk of hygiene. Sees an average of 8-10 patients/day. 100% Patient Referral. Computerized with Eaglesoft. **Grossed approximately \$616K in 2019 with monthly revenues of \$51K.** Next to other professional building and residential area. Seller will be retiring. Please contact your CPS Broker for more details. **Property ID #5310.**

**SANTA ANA (COMING SOON)** – Turn-Key General Practice in single story shopping center with 3 equipped operatories. **Grossed approx. \$180K in 2019.**

**Westminster** – Established in 1978 this paperless general practice is located near to the intersection of Huntington Beach, Fountain Valley, and Westminster in a two story free standing building with ample parking. Next to residential area. Excellent signage and street visibility. The practice consists of 6 equipped operatories in an approximate 2,461 sq ft office. Has Dentrax software and digital x-ray. Seller is currently working 4.5 days per week with 4 days per week of hygiene. Sees an average of 20 new patients per month. PPO and Cash. No HMO or Denti-cal. Does minimal advertising. Has reasonable rent for the area. **Grossed approx. \$763K in 2019. Buyer's net of \$206K. Great practice with 41 years of goodwill. Easy freeway access to the 405.** Please contact your CPS Broker for more details. **Property ID #5291.**

**YORBA LINDA** – This beautiful general practice is located in a strip shopping center with large ample parking. Great signage. Established in 1987. Fee for service office. Consists of 3 equipped operatories in an approximate 1,205 sq ft office. It's computerized with Dentrax software and Scan X. **Grossed approx. \$285K in 2019. Buyer's net of \$80K.** Seller is open to transition. Please contact your CPS Broker for more information. **Property ID #5299.**

### RIVERSIDE & SAN BERNARDINO COUNTY LISTING

**LA QUINTA** - Well established general practice with over 28 years of goodwill in high end neighborhood. This modern designed practice with 8 spacious operatories is located in a busy shopping plaza (fully occupied) with ample parking adjacent to the suite. On the busiest major intersection with heavy traffic flow in the desert. No longer a seasonal practice. Has year round golf, tennis and hiking. There's a private airport 3 miles away. Polo, Coachella Fest, Stagecoach. One the largest GP Practices in Coachella Valley. Seller is willing to stay for one year for transition. **Projecting approximately \$1.5M for 2019. Buyer's net of \$344K.** Please contact your CPS Broker for more details. **Property ID #5130.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Dan Parnell, V.P.  
Lic #00901038

**SAN BERNARDINO** – General practice established in circa 1950 located a 2 story building. The practice consists of 4 equipped operatories in an approximate 1,500 sq. ft suite. Seller is currently working an average of 3 days/wk and sees approximately 8-12 patients/day. 100% patient referral. Mostly PPO Insurance, some Denti-cal and HMO. **Grossed approximately \$322,440 in 2019. Seller is retiring. Please contact your CPS Broker for more details. Property ID #5292.**

**UPLAND** – Well established beautiful office located in a two story building with ample parking. This office consists of 4 equipped operatories with window views. Computerized with Dentrix Software and Digital X-ray. Seller manages only. Associate works 4 days/wk and sees approximately 60 new patients/mo. PPO and Cash Only. No Denti-cal. Excellent advertising. **Grossed approx. \$896K in 2019. Buyer's net of \$122K.** Great staff. Established in 2013. Please contact your CPS Broker for more information. **Property ID #5237.**

### SAN DIEGO & IMPERIAL COUNTY LISTINGS

**CARLSBAD (GP)** - This beautiful practice started from scratch by the Seller and has over 22 years of goodwill to offer. Located in a two story professional – medical building and the only dentist. A top-like atmosphere office with 4 equipped operatories in a 1,800 sq ft suite. Computerized with Dentrix software. **THIS IS A RARE 100% FEE FOR SERVICE PRACTICE ALLOWING FOR THE BUYER TO SET THEIR OWN FEE SCHEDULE INCLUDING MODEL.** Currently, the practice refers all specialties out. Only inlays, onlays, and crowns are the majority of the holistic procedures being performed in-house **Grossed approximately \$440K for 2018. Don't miss this rare opportunity. Property ID #5256.**

**EI CAJON (GP/Specialty)** - This office is equipped with the latest 3D Sirona CBCT Digital X-ray and the practice has been digital for over 10 years. It is located in a two story free standing building. Absentee owner established the practice circa 1969. The practice is in a well-developed area with easy access to multiple freeways. **Collections over a Million for over 10 years with just 3 working days of production - plenty of room to expand the schedule and increase production.** This office consists of 5 equipped operatories and 2 plumbed not equipped in a 2,814 sq ft suite. There is also an operational in-house lab ready to be used. Computerized with Eaglesoft software. Excellent staff. Please contact your CPS Broker for more details. **Property ID #5265.**

**LEMON GROVE (GP)** – Our rare “Fee for Service” practice has over 48 years of goodwill and its located in a two story corner building. The practice consists of 4 equipped operatories, exam room and 1 plumbed not equipped in a 1,800 sq. ft. suite. It's computerized with Eaglesoft software. The seller is currently working 3 days/wk with 3 days/wk of hygiene. **Grossed approximately \$398K in 2019.** One unique feature of this office is LANAP (Laser Assisted New Attachment Procedure) & LAPIP (Laser Assisted Periodontal Implant Procedure). Long standing in the community. Lots of capacity for growth. Excellent opportunity. Please contact your CPS Broker for more information. **Property ID #5308.**

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**Robert A. Palumbo:** [rpalumbo@calpracticesales.com](mailto:rpalumbo@calpracticesales.com)

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**Dan Parnell:** [dparnell@calpracticesales.com](mailto:dparnell@calpracticesales.com)

**Fred Vuittonet:** [fvuittonet@calpracticesales.com](mailto:fvuittonet@calpracticesales.com)

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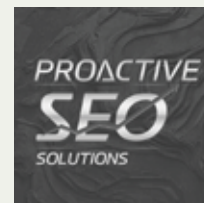


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### SOUTHERN CALIFORNIA

**BAKERSFIELD - NEW LISTING** - Well-established practice in a medical/dental professional complex. 5 Ops, 4 equipped with a very warm and inviting feeling. The seller's income is based on a 3-day work week schedule. 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. The practice has 5 Operatories and utilizes Easy Dental. Four doctor days and four hygiene days per week. Room to grow the practice as most specialty procedures are referred to local specialists. Real estate also available to purchase. Exceptional opportunity to purchase two practices in same building and merge. See listing #CA622 for more info. 2019 Gross Receipts 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 Gross Receipts 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 to purchase a successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Great opportunity for someone to have a thriving, well-run practice with 30+ years of goodwill and to transition with an experienced partner. Currently over 4,000 active patients averaging 40 new patients a month. The practice is currently open 5 days a week and closed on the weekends. The orthodontist works 4 days a month and the oral surgeon works one day a month. The practice averaged \$2M+ in annual gross collections for the past 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 Gross Receipts of \$456K. #CA679- Kerri McCullough - 949-300-0312

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

**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 Gross Receipts of \$850K with a high adjusted net income. Growing patient base with over 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 area is a much sought-after area to raise a family and offer excellence in dental care to a well dental-educated patient base. 2019 Gross Receipts of \$604K. #CA685- Kerri McCullough - 949-300-0312

**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 Gross Receipts of \$850K. A must-see! #CA681- Dr. Rishi Salwan - 909-239-2800

**INLAND EMPIRE - NEW LISTING** - Beautiful office 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 Gross Receipts \$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. Gross Receipts of \$900K with \$390K Adjusted Net. #CA662- Dr. Rishi Salwan - 909-239-2800

**LOS ANGELES** - General dentistry practice with 4 Ops in 1,200 sq. ft. stand-alone building. Practice has 36 years of goodwill with low rent and a \$6,000 CAP check monthly. The practice is located near a busy grocery store, 7-11, and gas station with great visibility and signage. Seller works 4 days per week and sees 15-20 new patients per month 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 Gross Receipts of \$609K. #CA640- Kerri McCullough - 949-300-0312

**LOS ANGELES** - This practice is located in the one of the most desired areas of Los Angeles. There are 5 treatment rooms and a 3 chair ortho bay in a 3,000 sq. ft. suite with free parking. The practice has a visiting Periodontist 2 days per month and 2 days of hygiene per week. Practice opened in 2005. The practice has E-Z Dental software and utilizes 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 L.A. 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

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**N. ORANGE COUNTY** - General Dentistry practice with 5 Operatories is now available. This practice has been in operation since 1965 and utilizes Dentrix practice management software and a Digital Pano. Our retiring seller will assist with a smooth transition. Great single-story professional building location near residential, schools, and businesses. 2018 Gross Receipts 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 Operatories, Digital X-rays with 2 monitors in each room, and paperless. 2019 Gross Receipts 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 Operatories, 5 Equipped, with 3 Microscopes, Cone Beam CT, fully digitized and paperless. Collections have been consistent for the past 4 years at \$1.1M+ with very low overhead. Excellent opportunity. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

**PALM SPRINGS AREA MULTI-SPECIALTY** - Price Reduced! Multi-Specialty practice with 5 fully equipped rooms, private office, lecture room, and lab, in a 2,500 sq. ft. suite. The practice has over 28 years of goodwill and consistent collections of over \$1M/year. Practice features Dentrix software, Digital X-ray, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller is working 4 days/week with 8-10 weeks of vacation every year. 2019 Gross income of \$1,260,000. Priced to sell at \$775,000. 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 hygiene/week and patients are pre-appointed for their next visit. 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** - Great potential! Low Rent! Pomona - beautiful 4 operatory practice. Dentist open only 2 days per week and retiring. 2019 Gross Receipts \$170K. Priced to sell. #CA610- Dr. Rishi Salwan - 909-239-2800

**SAN FERNANDO VALLEY** - Amazing opportunity with 10 Operatories, 8 equipped. In a professional building location, 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 Operatories and Digital x-rays. Our retiring seller has owned the practice for 35 years, practice has been in the area for 65 years. Most specialty work is referred out, and most PPO plans are accepted. Practice is located on a main road and has great visibility. Seller sees patients 4 days per week. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- Kerri McCullough - 949-300-0312

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

**SIMI VALLEY** - General Dentistry practice with 3 Operatories 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 Gross Receipts of \$263K. #CA626- Steve Caudill - 951-314-5542

**SIMI VALLEY** - General Dentistry practice with 6 Operatories 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 Gross Receipts of \$604K. #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 of practicing. The office features 3 Operatories, 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. 2019 Gross Receipts 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 operatories 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 Gross Receipts of \$970K+. #CA624- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY PERIODONTAL** - 4 Operatories, 3 equipped, in a beautiful coastal community in South OC. Practice open since 2008. This office has a large surgery suite for implants and other perio procedures. The office is nicely appointed, modern, and in a busy strip center location close to other business and high-end residential. The seller is open to helping to new owner with proper introductions to the referring dentists. 2019 Gross Receipts 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 Operatories and is all digital and modern with one day of Hygiene per week. 2019 Gross Receipts of \$1.2M+ with an adjusted net of \$420K in a great location with low rent. Come see it today! #CA661- Dr. Rishi Salwan - 909-239-2800

**WESTERN SAN FERNANDO VALLEY** - General Dentistry Practice with 5 Operatories, 4 Equipped, in an upscale area of the western San Fernando Valley. Computerized with EagleSoft and utilizes an 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 Gross Receipts of \$405K. #CA614- Kerri McCullough - 949-300-0312

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### SAN DIEGO

**EAST COUNTY** - Spring Valley General family practice with 3 Operatories 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 Operatories, 3 Equipped. Newer equipment including a CT Scanner and Digital x-rays and Dentrrix. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 Gross Receipts were \$269K. #CA605- Russell Okihara - 619-694-7077

**POWAY** - This General Dentistry Practice with 3 Operatories 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 2,600 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

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

### NORTHERN CALIFORNIA

**AUBURN & FOOTHILLS AREA** - Spacious 2,500+- sq. ft. 6 Op practice (with a 7th plumbed but not equipped) utilizing Practice Works PM Software. 2019 Gross Receipts are on track to exceed \$1.2M on a 3 day average Dr. work week. #CA632- Jay Harter - 916-812-0500

**CONTRA COSTA COUNTY** - Goodwill/Records for only the Pediatric and Orthodontic portion of the Practice. 11+ year old practice. Buyer must be within 15 miles of Contra Costa County. Asking Price is below appraised value. #CA576- Jay Harter - 916-812-0500

**EAST BAY/CONTRA COSTA COUNTY** - 4 Ops, 1,350 square feet. 2019 Gross Receipts of \$659K 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** - 4 Ops with a 5th available but not equipped in 1,500 sq. ft. suite, Intra-oral camera, Digital x-rays, and Dentrrix PM Software in a paperless practice. 2018 GR \$840K on 4 days/week. #CA655- Jay Harter - 916-812-0500

**FOLSOM/RESCUE/EL DORADO HILLS AREA** - 5 Op Digital practice. Office open 4 days per week, but actual Dr. practice time is 14 days per month. 2019 Gross Receipts were \$802K. Office Condo also available for purchase. #CA581- Jay Harter - 916-812-0500

**FREMONT** - 4 equipped Ops in 1,800 sq. ft., Dentrrix PMS, Digital x-rays, Diode Laser, and intra-oral camera. #CA547- Jim Engel - 925-330-2207

**GREATER EL DORADO HILLS** - Multi-doctor practice in Greater El Dorado Hills. 3,000 sq. ft. office, possible 8 Ops, 7 equipped, intra-oral camera, Digital x-rays, and Digital Pan. 2019 GR \$2,062,000. Sellers will consider working back part-time. #CA578- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - PPO Practice with 4 Ops, Digital sensors, imaging system, and intra-oral camera. Practice in business for 33 years. Office Condo available for purchase with this practice. #CA561- Jay Harter - 916-812-0500

**GREATER SACRAMENTO** - 4 Operatories in 1,100 sq. ft. office space with, Intra-oral camera, Digital x-ray, and Easy Dental PM Software. Growth potential with Ortho and Implants. 2018 Gross Receipts were \$1M+ on a 4 day/32 hour average work week. #CA656- Jay Harter 916-812-0500

**HAYWARD** - Dr. retiring from general practice, 900 sq. ft., cozy, 3 Operatory practice. Great for anyone looking to start small and have the opportunity to buy part of the building. The office is in a desirable area with easy freeway access and low rent if not purchasing the building. #CA649- Kim Ta - 408-687-5001

**LAKE TAHOE AREA ENDODONTIC** - 3 Ops, 3 Digital sensors, Cone Beam in 1,100 sq. ft. 2018 GR \$504K on 32 average Dr. hours/week, with 2019 projected higher. #CA602- Jay Harter - 916-812-0500

**LAKE TAHOE AREA** - GP practice with 5 Ops w/6th Open, Operatory views of Lake Tahoe, only 34 Delta Premier patients, 2,100 sq. ft., 2019 GR \$579K on 22 avg. Dr. hours/week. #CA608- Jay Harter 916-812-0500

**MENLO PARK - NEW LISTING** - A rare opportunity in this highly desirable location serving some of California's elite patients. 4 Ops with 6 days of Hygiene, Dexis digital X-rays, Intra-oral cameras, Itero Scanner, Dentrrix, and paperless charts. Delta PPO and FFS only and averaging 24 NP/mo. Selling due to geographical issues but will remain to help with a smooth transition. 2019 GR of \$1M+. 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** - 4 Ops, 1,600 sq. ft., Digital, general practice. 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** - 2018 GR \$3M+ on 5 Day work week. Modern, 5,000 sq. ft. office, very spacious. 7 equipped Ops, 2 additional patient rooms, with room for expansion. #CA658- Gina Miller - 707-391-7048

**NORTHERN SACRAMENTO AREA** - Established GP Practice with 50+ years Goodwill. Each Op has view to private & beautiful garden spaces. 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** - 2018 Gross Revenue of \$762K on 4 days/week. 23+ years of goodwill housed in a 1,438 sq. ft. modern office. 4 Ops, Dentrax PMS, Paperless Charts, Digital Pan, Intra-Oral Camera, and Diode Laser. #CA654 - Jim Engel - 925-330-2207

**REDDING AREA** - GP Practice in 1,600 sq. ft., 5 Operatories (4 equipped + 1 plumbed, not equipped) utilizes Dentrax PM Software, Intra-Oral Camera, Digital Sensor, Digital Pano, and newer CEREC (with CEREC-trained staff). 2019 Gross Receipts \$558K on a 32 hour (spread over 5 days) work week. #CA648- Jay Harter - 916-812-0500

**REDDING AREA - NEW LISTING** - MUST SELL FAST - SELLER IS MOTIVATED with LOW ASKING PRICE and SELLER-FINANCING CONSIDERED. 20+ years Goodwill, six (6) Ops, 2,000 +/- SF office space. 8 hygiene days per week, scheduled out 6 months in advance. 2019 GR \$782K. #CA668- Jay Harter - 916-812-0500

**ROCKLIN/LINCOLN AREA** - 10 Ops (6 equipped + 4 plumbed) in 2,619 sq. ft. space. Paperless practice with Dentrax, intra-oral camera, Dexis Digital sensor, Laser, imaging software, Digital Pano, and newer CEREC with CEREC-trained staff. 2018 GR \$747K on 4 days/week. #CA641- Jay Harter - 916-812-0500

**SACRAMENTO AREA - PRICE REDUCED** BY \$100K! GP & Specialty HMO/some PPO Practice. 9 Ops, Digital sensors, imaging system, intra-oral camera, Digital pano. 2017 GR \$1.1M+, 2018 Quickbooks (to be verified) GR \$680K. 5,000 sq. ft. building available with practice. #CA567- Jay Harter - 916-812-0500

**SACRAMENTO - PRICE REDUCED** - Downtown / Midtown Sacramento: High-traffic GP, 4 Op location with under 5% Delta Premier patients. 2018 Gross Receipts \$607K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

**SACRAMENTO AREA - SELLER MUST SELL DUE TO DR ILLNESS** - 4 equipped Ops, 1 additional plumbed. 47 years of Goodwill, only 24 Dr. hours/week. 2018 Production was \$574K. 1,403 sq. ft. office Condo must be purchased with this dental practice. #CA603- Jay Harter - 916-812-0500

**SAN FRANCISCO - LOW RENT!** 30+ Years of Goodwill. Highly desirable practice! Beautiful 4 Op 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** - The office is a spacious 3,150 Sq. Ft. with 6 equipped Ops and 4 unequipped. Dentrax, Dexis Digital x-rays and Digital Pan. Gross Revenue for 2018 was \$998K and 2017 was \$919K. #CA600- Kim Ta - 408-687-5001

**SAN JOSE** - 2,700 sq. ft. practice with 8 fully equipped Ops with top of the line ADEC equipment. Dentrax Digital sensors and so many other features. 2018 Gross: \$465K on a 34-hour work week. This practice is priced to sell! #CA627- Kim Ta - 408-687-5001

**SAN MATEO COUNTY** - General Family Practice, 2nd generation. Highly desirable Bay Area location. 2019 above \$1.3M Gross Receipts, 8 Days of Hygiene, on 4 Day Doctor work week. #CA639- Gina Miller - 707-391-7048

**SONOMA COUNTY** - Large General Family Practice 30+ years of Goodwill. Solo dentist owner with In-house specialists. 2019 Gross Receipts above \$2.3M. Real Estate for Sale or Lease option. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 6 Ops in 2,200 sq. ft. space. Seller-owned facility. 2018 GR of \$802K with 4 Hyg days. Dexis Digital x-rays, Dentrax PM, intra-oral camera, laser. #CA564- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 2018 GR \$906K. 1,000 sq. ft. 3 Ops w/opportunity to expand. Paperless, Dentrax PM, XDR Digital sensors, and intra-oral camera. Selling both Practice and portion of dental building ownership. #CA594- Gina Miller - 707-391-7048

**SONOMA COUNTY** - GP practice located Sonoma County, GR above \$2M. 8 Ops, in a 4,600 sq. ft. facility, 13 days of Hyg. on 4½ Day work week. 42 Yrs. Goodwill. Doctor retiring and enthusiastically looking for quick sale. Paperless, Digital x-rays, high-tech, modern. #CA601- Gina Miller - 707-391-7048

**VACAVILLE AREA** - GP Practice with 28 years of Goodwill in the community. 5 Op practice in a 1,700 sq. ft. office space with film-based panoramic x-rays, and Dentrax PM Software. 2019 GRs were \$556K on a 32 hour average work week. #CA645- Jay Harter - 916-812-0500

**VALLEJO** - 4 Ops in 1,650 sq. ft. with below-market rent, Digital x-rays, Digital Pan, Diode Laser, Intra-Oral Camera, and Eaglesoft with paperless Charts. 2019 GR of \$791,000 with 40+% Adj. Net and growing by nearly 10% in 2019. Average age of Equipment is 1-6 years. 4 days of Hygiene and booked out 6 months. Sellers will work with buyer for a smooth transition. #CA469 - Jim Engel - 925-330-2207

**WOODLAND/DAVIS AREA** - 6 fully equipped Ops in 2,100 sq. ft. 2018 GR \$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 GP Practice with 3 Ops w/4th Open in 1,400 sq. ft. Priced below professional Valuation. 2018 GR \$271K. #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** - Shared space with an Ortho Practice totaling 3,800 sq. ft. and 7 treatment chairs. 2018 revenue of \$559K as a part-time practice and totaled over \$610K in 2019. #CA660- Jim Engel - 925-330-2207

**FRESNO AREA** - Price Reduced \$50K! GP and Prosthodontic Practice prime for a GP to purchase. 4 Ops in 1,500 sq. ft. with Digital sensors, film Pano, DentalMate Software, attractive office building and space. 2018 GR \$386K. #CA588- Jay Harter - 916-812-0500

**GREATER FRESNO AREA** - 6 Operatory practice with 7 computer workstations, 3 Digital sensors, and Diamond Dental PM Software. 2018 Gross Receipts were \$638K on a 4 day work week. #CA621- Jay Harter - 916-812-0500

**MERCED AREA** - 4 Ops, 20 new patients per month average, 3 to 4 days of hygiene per week, and hygiene schedule is booked out 6 months in advance. 2018 Gross Receipts were \$691,000. #CA642- Jay Harter - 916-812-0500

**MODESTO AREA** - Established neighborhood with 62 years of Goodwill, 5 Ops. Practice only open 3 days per week and 2018 Gross Receipts were \$1.M+. 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 - PRICE REDUCED!** 4 Ops and 5th available in 1,600 sq. ft., LANAP Laser and Digital sensor. 2019 GR \$455K on 4 days per week. Dental Building also available. #CA598- Jay Harter - 916-812-0500

**STOCKTON AREA** - 6 Ops, 2018 GR were \$1M+ on a 37 hour average work week. Professional Office Building (3,000+ SF) also available for purchase. #CA616- Jay Harter - 916-812-0500

**TRACY** - Practice established 55+ years, central location. 1,700 sq. ft. w/4 Ops, Digital x-rays, Digital Pano, CAD/CAM. 2018 GR \$732K. #CA630- Jim Engel - 925-330-2207

**VISALIA** - Nice GP office with 5 Ops, seller also owns the building which is for sale (make offer), Digital, 2,000 sq. ft. Office has great visibility, main street frontage with sign and easy, free parking. Crown and bridge and cosmetic, no Ortho, some basic Endo, Perio, Oral and no implants, Collections of \$327K for 2019. #CA628- Steve Caudill - 951-314-5542

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**SUN VALLEY/BURBANK** GP-FOR SALE! 4 ops Contact Agent Maria(Lic#01275112) 657-246-9770 / Dentalpractices-4sale@gmail.com

**RDH Needed** for FFS/PPO office in OC. Saturday & mid-week. Great comp and benefits. Email: Careers@OC Smile.com

**Want to sell your Dental Practice?** We have pre-approved buyers looking for dental practices throughout California. Those with Real Estates are especially in high demand. Call Loc Pham, BRE#01875780. (714) 714 – 7944. <https://LCFpracticesales.com>

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**Reseda Practice** sale, 3ops, digital, Rent \$1850 w/utilities, \$99.000, has parking call 8186439887 [lifetimesmiles@yahoo.com](mailto:lifetimesmiles@yahoo.com)

**ORTHODONTIST & PEDODONTIST WANTED** 1-2+ days/month. High earning potential, state of the art private practice, located in EL Centro, CA. Hotel provided. Admin@IDSdentistry.com cell(818)438-7407

**LAS VEGAS** DENTAL OFFICE FOR SALE! GREAT LOCATION! GREAT OPPORTUNITY! RAIDERS COMING! Email: DrTGonzales@aol.com



**LONG BEACH GP** located on 2 major street,digital xray,3ops,low rent,asking 205k,collection 375k,by owner TEXT 7147157649

**PRACTICE FOR SALE/VENTURA (LH)** Located in a 2 story med professional bldg w/ 2 eq ops; 1 plmbd not eq. Charts are being gifted. California Practice Sales, Inc. Phone: 714-639-2775

**CEREC MC. 3 Piece Latest Software,5 years old, Excellent Condition, Low Mill \$39K.Owner Retired. Unlimited Warranty. Contact 818 422 6981**

**Fullerton Space Sharing Opportunity.** 5,000 sqft. 9 ops. Beautiful All Digital Office. Email: Info@OCsMile.com

**iTero Element2** New scanner for sale. Purchased for \$30,000. Selling for \$25,565. Text/call 661 998-9599 for more details

**TUSTIN PRACTICE** FOR SALE \$150K, 3 op, general/Ortho. Busy Shopping Center. Ped1976@yahoo.com

**RANCHO CUCUMONGA** AREA PERIODONTAL PRACTICE FOR SALE – 5 ops in 2100 sq ft condo grossing \$630,000/yr – 6 days hygiene –rent only \$3250/mo - Thomas & Fees Practice Sales (714) 544-4341

**Sublease West SF Valley** Professional Medical Building, Just Remodeled, 3 Ops, 818-554-4655 / kbamshad@yahoo.com

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**INLAND EMPIRE** GP/ORTHO/PEDO: Fully digital. 13 Ops, Digital GR \$850K. HSPPT- Rishi Salwan-909-239-2800 #CA681

**Carestream81003D CBCT, Dexis Platinum Sensors(2), Progeny Midmark Xrays(3), Belmont Track lights(3), 7 drawer mobile cabinets(7), System B obturation(6), Nitrous 2 and 4 tank mobile units, Midmark M9 autoclave, Dentsply Aseptico AEU electric motor and handpieces (5), Obtura obturation(5), Oxygen emergency mobile(2), Marus complete chair units(3), Airtechnique Airstar 220V compressor, 1HP vacuum(2), OPMI 1 Zeiss scopes (2), Ultrasonic Cleaners(2), June available, icmttallac@sbcglobal.net**

**Beautiful 3op** office in great location in Downtown Los Angeles for sale. AVG \$340K/year on a 2-day/wk drsamlavi@aol.com

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**full office** equipments and supplies for sale, office closing, please contact Dr. nadine at 818-749-9319.

**6102 Temecula** Shopping ctr, High Identity 5 ops FP \$350k Call Tom Fitterer (714) 345-9659

**Adult oral sedation** certification course, 3-day weekend, attend and get certified, can be a career changing course, [www.dentaloralsedation.com](http://www.dentaloralsedation.com) (805) 676-1063

**Associate Needed: 3 days/week in beautiful San Luis Obispo. One of our associates took home 30k/mo on such schedule. 5+ yr experience, high skillset, and care for patients needed. [jerry@slopeakdentistry.com](mailto:jerry@slopeakdentistry.com) (805)598-0519**

**FOR SALE LIKE NEW** The Wand Single tooth anesthesia \$2499. Please email [vidadentistry@gmail.com](mailto:vidadentistry@gmail.com)

**Practice for Sale:** Santa Clarita. Seller disabled / retiring willing to assist in transfer. Solid / Stable revenues. Associate run. Call Broker Lou at 818.999.9595


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### LOS ANGELES/VENTURA/KERN COUNTY

#### BEVERLY HILLS

**3 eq. treatment rooms** in a 600 sq. ft., efficient suite located in a multi-story professional building in the heart of Beverly Hills. One block from Rodeo Drive. Building shows very well and rent is only \$3,200/month. Two hours of free public parking across the street. 70% Insurance and 30% Cash. \$165,000

#### BEVERLY HILLS

The location is on the ground floor, which is rare, and sought after in Beverly Hills. **4 eq. ops. in a 1,100 sq. ft. suite** with charm and attention to detail from floor to ceiling! Crown molding, ceiling medallions, chandeliers, coffered ceiling, and ornate architectural elements make up this must-see practice! Rent is \$7,910/month (negotiable). Seller currently has a Dentist subletting that pays half the rent. 28 Years of Community Goodwill. \$10,000

#### BEVERLY HILLS

2 eq. ops. and 1 plumbed not eq. op. in a beautifully designed, bright, efficient 600 sq. ft. suite located in a prominent Medical building on a busy corner. Large windows in the ops with nice views. Rent is \$4,053/month. **70% Cash & 30% PPO**. Seller only works this location 2 days a week and is projecting approximately \$477,483 in 2019. **\$170,000**

#### CENTURY CITY - NEW LISTING:

**3 eq. ops. & 2 plumbed ops w/ xray units in a 1,497 sq. ft. suite that was remodeled in 2008 and offers stunning views.** Great pride of ownership. Hardwood floors and ceramic tile throughout. Currently a perio-implant practice, this would be perfect for a single high producer or a partnership. First Class location with onsite Pharmacy, Cleaners, Restaurants, Valet and more. Current rent is \$8,233 a month, and you can negotiate your own new lease. A must see to appreciate!

#### COVINA - NEW LISTING

**2 eq. ops. & 1 plumbed not eq. op. in a 900 sq. ft. suite** that is bright and ready to go! Located in a single story, professional building on a busy street with plenty of parking in the rear of the building. **Rent is only \$2,300/month.** Projecting ~\$154,317 in 2020 on a part time schedule. Seller is moving out of state. \$90,000. Seller will consider any reasonable offer!

#### COVINA - NEW LISTING

**3 eq. ops. in a 1,000 sq. ft. suite** located in a single story, professional building on a busy street. Plenty of parking in the front and back. Established as a dental practice for over 30 years. **Digital x-rays.** Rent is a bargain in today's market at **\$1,400/month.** This location is ready to go! Leasehold Improvements & Equipment Only. Current owner has been subleasing to a friend who has decided to move to another location.

#### DOWNEY

3 eq. ops. in a 1,214 sq. ft. suite located in a community established, four story, medical building on a busy corner with **50+ Years of Goodwill.** Rent is only \$2,738.21/month. Solid Patient Base and Caring Staff. Collected approx. \$338,989 in 2019 on a 2 day work week. Motivated Seller! **\$195,000 FIRM**

#### ENCINO TURN-KEY - NEW LISTING

2 eq. ops & 2 plumbed not eq. ops in a recently remodeled 1,005 sq. ft. suite located in a multi-story professional building convenient to the 101 and 405. **Low overhead:** Rent is only **\$2,793/month and includes electricity, water, and security with 25 years of options!** Paperless All-Digital Suite with amazing views, Planmeca Digital Pano and Picasso Laser included! Collected \$60K on 2days/month schedule with no advertising. Primed for growth. Seller does not have the time to focus on this practice and would like to concentrate on his Bakersfield location. **\$150,000 OBO**

#### LANCASTER

**3 eq. ops.** in an efficient 1,000 sq. ft. suite located in a **single story center** close to the area hospital in the city's "Medical Mile." Plenty of Parking. Rent is \$1,800/month. Low Overhead. **40+ Years of Goodwill.** Approx. 200-300 charts included but not guaranteed. \$110,000

#### LAWDALE - NEW LISTING

We don't often see **9 plumbed rooms.** Seller has relocated to Gardena, and has moved his patient base. The practice sits on Hawthorne Blvd, and a few blocks off the 405. This location has been a **dental office for 30+ years.** He has five equipped, one that needs the chair repaired, and is leaving some of the equipment. This is a **2,200 sq. ft. suite** with 8 years left on the lease. **Excellent visibility with plenty of parking.** You know with leaseholds we don't give financial information, but he did share he did

Doctors, Ellen and I want to let each of you know that we are praying for everyone's safety and well-being. Our lines are open as we are continuing to list, market and sell offices. We are also available for one-on-one consultations or to just chat. Stay safe.

Greg Beamer



**Ellen Wood**  
RE Agent - Sales & Marketing Associate  
18 Years in the Dental Practice Sales Industry  
DRE License #02006320

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a shade over \$700,000 in 2019 from this facility. **Great space for a Multi-Specialty practice!**

#### LONG BEACH

3 eq. ops. & 2 plumbed not eq. ops. in a 1,800 sq. ft., single story, free standing building on a busy street with Pole signage. 7 years of Goodwill. Nicely designed, newer, welcoming interior. Easy Dental Software, Digital X-rays w/ 2 sensors, and Intra Oral Camera. REAL ESTATE FOR SALE or LEASE

#### MONTCLAIR – NEW LISTING

**2 eq. ops. & 2 plumbed not eq. ops. in a 1,260 sq. ft. suite** located in a busy strip shopping center off the 10 freeway. **Rent is only \$2,394/month- Low Overhead!** Established as a dental practice for 26 years. Clean, bright suite that is ready to go! **Motivated Seller- \$99,000**

#### NEWBURY PARK

2 eq. ops. & 2 plumbed not eq. ops. in a 1,267 sq. ft. suite located in a two story, upscale, professional building off the 101 freeway, State of the Art, Paperless suite custom designed by George Fedyna. Suite for Sale or Lease. Leasehold Improvements & Equipment Only

#### PASADENA - NEW LISTING

2 eq. ops. & 1 plumbed op. with a chair (no delivery) in a **1,000 sq. ft.** suite located in a busy strip shopping center with excellent visibility and **pole signage** close to the Filmore Station. Rent is only \$3,850/month. Established as a dental practice for over 10 years. Seller would like to focus on her Eagle Rock practice. **Seller will pay 6 months rent. \$79,500**

#### PACOIMA - NEW LISTING:

**6 eq. ops & 3 plumbed not eq. ops. in a 3,500 sq. ft. suite** located in a busy, single story, strip shopping center right off the 5 freeway. Corner location with excellent visibility, signage, and plenty of parking. 11 Years of Goodwill. Digital practice with Eaglesoft software, Digital Xray, Intra Oral Camera, Belmont Equipment, Pano, and more.. This practice has it all! Seller works 25 hours a week, GP Associate 1 day/wk and an Ortho comes in 2 days/mo. **Collected approx. \$1,086,071 in 2019.**

#### PANORAMA CITY – NEW LISTING

**Total of 5 plumbed ops. w/ 2 eq. in a 1,574 sq. ft. suite** located in a single story, busy, strip shopping center on a

major street convenient to the 405 freeway. **Excellent visibility and pole signage. 20 Years of Community Goodwill.** Rent is \$3,400/month. **Low Overhead. Retiring Seller** currently works 3-4 days/week. **Collected ~\$333,391 in 2019.**

#### RESEDA – NEW LISTING

**3 eq. ops. in a 1,100 sq. ft. suite** located in a two story professional building next to a busy strip center and church. Suite has room for a 4th treatment room. Private, gated parking. **Rent is only \$1,945/mo and includes utilities.** Seller purchased the practice in April but works in Bakersfield and needs to concentrate on one location. **\$99,900!**

#### REDONDO BEACH - RECENTLY REDUCED

**Ocean Views and Breezes included! 5 eq. ops. in a 1,995 sq. ft. suite** located in a multi story, professional building with over **50 years of Goodwill**. Only a few blocks from the beach. Strong Patient Base. Long term, quality, caring staff. Potential to implement advertising and create a website to attract new patients. 50% Insurance & 50% Cash income stream. Collected \$339,277 in 2018. **\$95,000.**

#### VALLEY VILLAGE - PRICE REDUCTION

**3 eq. ops in a 1,000 sq. ft. suite** located in a single story, professional center with excellent visibility on a busy street. **Rent is only \$2,691/month; Low Overhead! 30 Years of Goodwill.** New, Large condo complex next door. Collected \$180,914 in 2019 on a part-time schedule. **\$135,000**

#### WALNUT/DIAMOND BAR – RECENTLY REDUCED

Location, Location, Location! 2 eq. ops. and 1 plumbed not eq. op. in a 1,100 sq. ft. suite located in a very busy, strip center on a major street. **Excellent signage, visibility, and foot traffic!** Rent is very reasonable at \$3,850/month. 30+ years of area Goodwill. Retiring seller. Collected ~\$267,897 in 2019. **\$150,000.**

#### WESTCHESTER

**4 eq. ops. in a 1,300 sq. ft., recently remodeled suite** located in a well-known, community established high rise on a busy corner. **11th floor view!** Rent is \$4,263/month and all utilities are included except internet and phone service. **39+ Years of Goodwill.** 70% PPO - 30% Cash. Intra Oral Camera, Digital X-ray, and equipment that averages 5 years old. No advertising plan in place. Projecting approx. \$284,485 on a 3.5 work week in 2019. **\$126,000.**





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### ORANGE COUNTY

#### ALISO VIEJO - NEW LISTING

PRACTICE/REAL ESTATE COMBINATION SALE- **3 eq. ops. & 1 plumbed not eq. op.** in an immaculate, nicely designed suite with **24 Years of Goodwill**. Professional Complex in the heart of Aliso Viejo. **Retiring Seller** that currently works 32/hours a week. **80% PPO and 20% Cash**. Excellent opportunity to invest in a great condo suite and established practice!

#### CORONA DEL MAR - NEW LISTING

**5 eq. ops. in a 2,500 sq. ft.** suite located in an upscale professional building near Fashion Island and the ocean. **Recently updated and offers crown molding, wainscoting, wood baseboards, and large windows through-out.** Room to put in a 6th chair. **Luxuriously designed, light, bright and airy suite. Would be a great multi-specialty location.** Leasehold Improvements & Equipment Only

#### LAGUNA BEACH - NEW LISTING

**Amazing location - just a few blocks from the beach! 3 eq. ops.** in a 1,000 sq. ft. suite located in an upgraded professional building w/ underground /covered parking. **Rent is \$3,030/mo.** Suite is nicely designed and wired to go all digital. Established as a dental practice for 50+ years. Seller is an Endo and moved his practice to Tustin. The office is very well-appointed. Fully loaded chair with electric motor, Intra oral camera, Peizo, Curing Light, ultra leather, memory foam and much more - you need to see it to appreciate it!

#### NEWPORT BEACH - NEW LISTING

**2 eq. ops.** in an efficiently designed 881 sq. ft. suite located in an amazing area on Birch off the 73 and 55 freeways. **Two story, boutique, high-end professional building** that services Newport Beach, Corona Del Mar, Costa Mesa, and Irvine. A must see to appreciate. **Well maintained equipment that looks new.** Rent is \$4.49/sq.ft. **Established as a dental practice for 15 years.** Pano is negotiable. **Leasehold Improvements & Equipment \$15,000.**

#### SOUTH ORANGE COUNTY SEASIDE PRACTICE - RECENTLY REDUCED

**3 eq. ops.** in a spacious suite with room to expand and ocean views. Amazing location close to the beach, 5 freeway, and local shops/restaurants. Rent is only \$2,938/month! **80% Insurance and 20% Cash Income Stream.** Collected approx. \$621,308 in 2019 on a part time schedule.

#### TUSTIN - RECENTLY REDUCED

**3 eq. ops.** in a 1,100 sq. ft. suite located in a busy, single story, strip center off the 5 freeway. Starbucks in one of the anchor tenants. Nicely designed suite with newer equipment. Rent is \$4,100/month and includes utilities. Seller would like to concentrate on his other practices that are over 30 miles away. Collected approx. \$200,000 in 2019 on a minimal schedule. Practice has the potential to be open more. \$149,000!

### SAN BERNARDINO / SAN DIEGO / RIVERSIDE COUNTIES

#### CHINO W/ REAL ESTATE FOR SALE

**4 eq. ops.** in a ~1,450 sq. ft. suite located in a busy single story, strip center convenient to the 60 freeway. The bottom floor is ~1,000 sq. ft. and the second floor is ~450 sq. ft. The second floor offers a private office, storage space, kitchenette/lounge and a full bathroom. **34 Years of Goodwill.** Retiring Seller that currently works 3 days a week. Collected \$323,661 in 2019 with a PPO/Cash income stream. The

suite next door is also for sale. The suite has the same sq. footage as the dental suite. You can purchase the second suite to expand the dental practice or rent it out.

#### CHINO HILLS - NEW LISTING

**3 eq. ops. & 1 plumbed not eq. op.** in a spacious suite located in one of the busiest shopping centers in Chino Hills off the 71 freeway. Turn-Key practice that has it all. A must see to appreciate!

#### CORONA - NEW LISTING

**4 eq. ops. & 1 plumbed not eq. op. in a 1,800 sq. ft.** suite located in a single story, free standing building with excellent signage. Close to the area Medical Center, Shopping, Schools and the 91 freeway. **Rent is very reasonable at \$3,000/month.** Sellers work a total of 4 days a week with 1.5 days a week of hygiene. **70% PPO and 30% Cash.** Open Dental Software, Digital X-ray, Pano, and Intra Oral Camera. **Collected approx. \$469,520 in 2019.**

#### HESPERIA - NEW LISTING

**3 eq. ops. & 4 chairs in an open bay** located in a beautifully designed, spacious, bright suite situated in the retail center of town on a very busy street (~43,000 cars pass everyday). **Great visibility and signage.** Rent is \$4,500/month and the landlord is ready to negotiate a new lease. **Amazing build-out and equipment is in great shape!** Established as a Dental practice for 10 Years. A must see to appreciate! **LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY**

#### LA QUINTA - PRICE ADJUSTMENT

**8 modern eq. ops.** in a state of the art 2,275 sq. foot suite located in a frequented shopping center with over 30 Years of Community Goodwill. Dentrax G5 Software, 10 Intra Oral Cameras, Digital X-ray, Pano, and equipment that averages 10 years old that is in excellent condition. Long-term, Knowledgeable staff. **Strong Hygiene department -10 days/week. Qualified Specialists in place. Retiring Seller.** 60% Cash 40% PPO/Delta (no HMO or CAP). History of Collecting \$1.5+ Million.

#### PALM DESERT GP

**7 eq. ops.** in a spacious, well designed suite located in a busy center on a major thoroughfare off the 10 freeway. **30+ Years of Community Goodwill. Attracting 50+ new patients per month. Strong hygiene department. Oral Surgeon and Endo Associates** in place. 70% PPO, 15% Cash, 15% HMO/CAP Income Stream. **Collected approx. \$1,413,290 in 2019 on a part time schedule.**

#### TEMECULA - \$109,000!

**3 eq. ops. & 1 plumbed not eq. op.** in a 1,400 sq. ft., nicely designed suite located in a single story, busy strip center with great signage and visibility off the 15 freeway. Lots of foot traffic! Rent is only \$2,129/month. Seller's main practice is in San Bernardino and he has not had the time to grow this location to its full potential. Excellent Yelp reviews. **Digital Suite w/ Intra Oral Camera, 2 Kodak Digital X-ray sensors, Dentimax Software, and Pano.**

#### VICTORVILLE

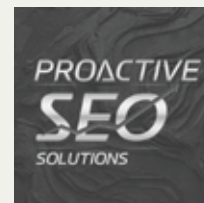
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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has received formal training in all forms of sedation since 1997. He has been providing dental care under I.V. (moderate) or oral (minimal) sedation. His seminars focus on patient safety, airway management, monitoring, and handling emergencies. The course involves lecturing, hands-on training on a manikin, and real patient experience.

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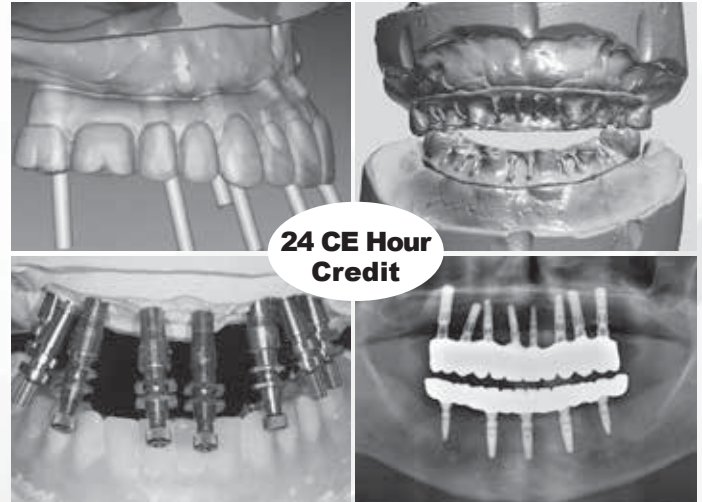
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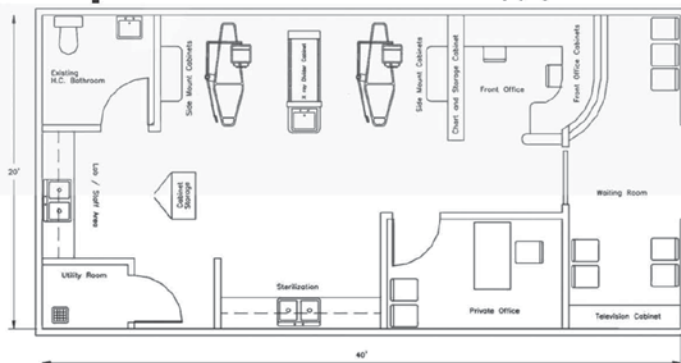


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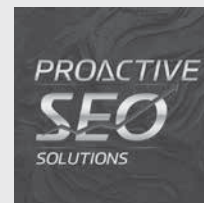


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**May 14, 2020:**

### **Buying a Dental Practice During Covid-19 Times?**

The COVID-19 outbreak and its impact on our daily lives is rapidly evolving.

We discuss some resources and guidance to help Buyers and Sellers navigate this unprecedented time for their practices, staff and patients.

## **WEBINAR 2**

**May 21 and May 28, 2020:**

### **Tax and Financial Planning for New and Associate Dentists**

Limited financial and dental business specific education is provided in dental school. Our services are specifically designed to help you excel, and to achieve your career goals and financial freedom.

## **WEBINAR 3**

**May 7, 2020:**

### **CARES Act- EDIL vs PPP – How to request and use them? FAQs?**

With the Paycheck Protection Program (PPP) and funding for the Small Business Administration's (SBA) Economic Injury Disaster Loans (EDIL) unlocking a combined total of over \$360 billion for loans to cover urgent business costs, including payroll costs, employee benefits and leave, mortgage interest payments, debt refinancing, rent and utilities, the CARES Act has extended an essential lifeline targeted at eligible small businesses

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- How to prepare before buying a dental practice?

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**Kern County (great area):** (Includes Real Estate) Beautiful office in a serene park environment 3000sqft on large lot with room for an additional 4000sqft building. 7 fully equiped treatment rooms; in a masterful layout. This office is fully digital. This seasoned office has the look of just being built. Over \$1Million in collections.

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**Mission Hills:** 40+ year practice with low rent 3 ops in this well designed homey office Collects approx. \$300k. Digital, room for CBCT.

**Valley Village:** Well designed office in a great area of North Hollywood, located in a retail center with active business neighbors. 3 treatment rooms and digital sensors. Opportunity and Location.

**Marina Del Rey1:** Spacious office 5, treatment rooms in Marina Del Rey. This is a well established office, Doctor is retiring and looking for quick sale. Office uses Eaglesoft and has stupendous views from large ops.

**Calabassas:** Incredible upscale office with more than 2200sqft. 5 Ops and with room for expansion to at least 7. Great private office. Newer equipment in modern building. Dentrix and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost.

**Norwalk, CA:** 4 treatment rooms, sensors, recently remodeled in a great retail center near starbucks. Lots of new equipment and chairs.

**West Hollywood:** 4 treatment rooms, Great collections, lots of foot traffic at RETAIL CENTER. Located on the famous Sunset Blvd, on the ground floor High collections, street exposure with great signage. This upscale office has: Easy Dental, and Dexis. Room for expansion, and room for growth. **Sold**

**West Hollywood:** 3 treatment rooms, \$1.2M in collections, lots of foot traffic at RETAIL CENTER. Located on Sunset Blvd, street exposure with great signage. This upscale office is digital and is associate run.

**Encino:** 5 treatment rooms, Eaglesoft, Dexis Sensors, Intraoral Cameras, Intra-Oral Scanner, Cerec, Caries Detection. This office has a stupendous view, with plenty of room. Double entry ops, Private treatment room, private office. Plenty of clerical space. Retiring dentist. Great Collections.

**North Hollywood:** Turnkey + 4 ops, 3 equipped, small one day a week practice \$50K and you own this one.

**San Fernando:** 9 ops collections Tracking over \$600K on busy street. Room for expansion, associate run. Digital sensors.

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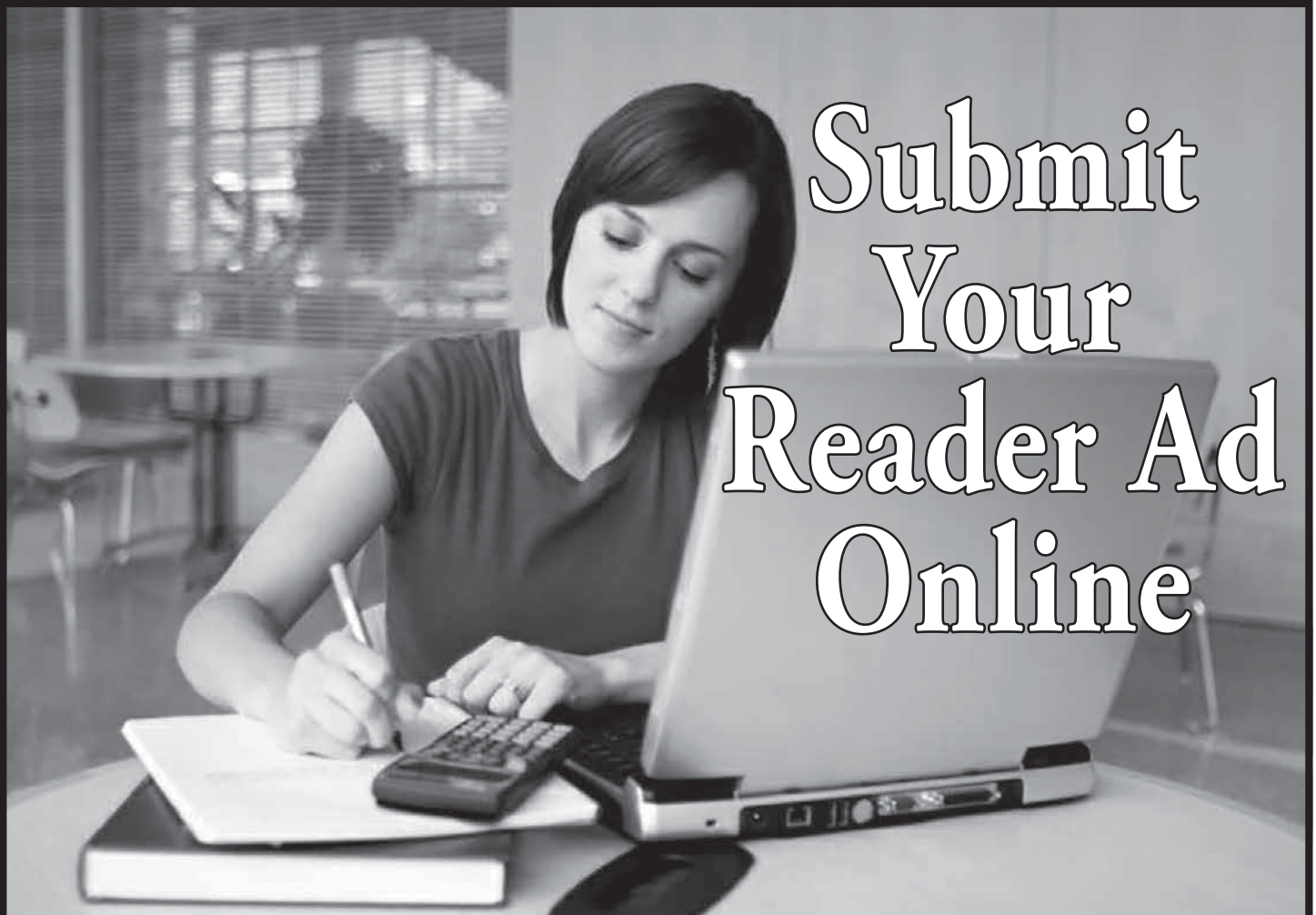
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