

# THE Dental Trader

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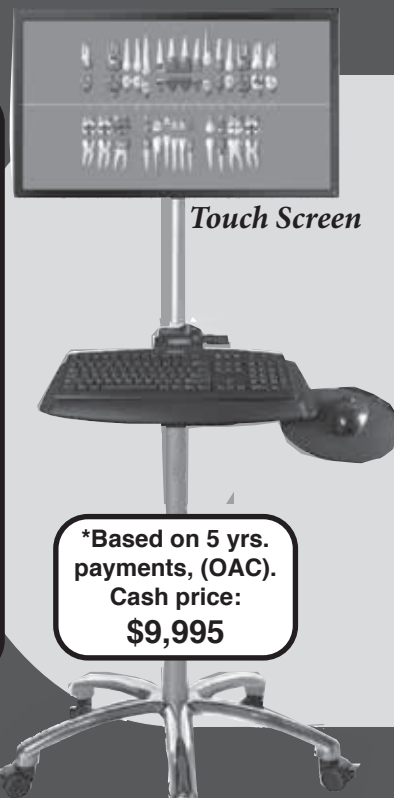
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### KERN COUNTY

**BAKERSFIELD #29** - (4) op computerized G.P./ (3) ops eq't'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.

**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. Dentrrix, 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 eq't'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**

**L.A. (BEVERLY HILLS ADJACENT)** - 4 op comput. GP/OS office. Digital, Dentrrix, Chartless. Cash/Ins/PPO & small amt. of HMO. (3) year Ave. Gross Collect. \$950K+. Seller works 1 to 1.5 days/wk. Associates work 3 to 4 days/wk. Located in a smaller professional bldg. on the first floor with exposure/visibility/signage/parking. Seller giving up private practice. **NEW**

**PACOIMA** - (9) op comput. G.P. 5 ops eq't'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. **PENDING**

**SHERMAN OAKS TURNKEY OFFICE** - (3) op comput. G.P. office. Fully equipped & furnished. Office located in a Prof. Bldg. Includes small patient base. Patients included but not guaranteed. **NEW**

### ORANGE COUNTY

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### RIVERSIDE COUNTY

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### SAN BERNARDINO COUNTY

**SAN BERNARDINO** - (5) op computerized G.P. (3) ops eq't'd, 4th partially eq't'd and 5th used for x-rays. First floor of a Prof. Bldg. 2018 Gross Collect. \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **REDUCED. SELLING @ 50% OF GROSS COLLECTIONS. SOLD**

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### SAN DIEGO COUNTY

**SABRE SPRINGS/POWAY** - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eq't'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 eq't'd. Located in a Prof. Bldg. Cash/Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **SOLD**

**SIMI VALLEY** - (4) op G.P. w newer Adec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2019 Gross Collect \$750K+. Digital x-rays w (2) sensors. 16 years of Good Will. Selling due to health, and to be closer to family. Seller will assist with an orderly transition. **SOLD**

**VENTURA HMO** - (6) op comput. G.P. with Pano, Ceph, Laser & soft-dent s/w. Cash/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2019 Gross Collect. \$600K+ p.t. Does no adv. Refers most specialty work. Growth potential.

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

**VENTURA #3** - (4) op G.P. in a Prof. Bldg. Cash/Ins/PPO pts. Average Collections of \$673K/yr. Dentrrix, 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. Dentrrix & 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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**BAKERSFIELD #29** - REDUCED (4) ops/(3) eqt'd. Cash/PPO/HMO/Denti-Cal. Cap Ck. ~\$3.5K/mos. Digital x-rays. Gross collect~ \$600K/yr. Low overhead (37%)/high net (63%). Seller retiring. D&M Practice Sales 818.591.1401

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# We do not publish a July edition

The Dental Trader staff is going  
on a summer break



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## The Dental Trader



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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.

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

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

#### **Hawaiian Gardens**

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

#### **Inglewood** - Gross ~ \$1.05 M

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

#### **Lawndale** - Equip. & Leasehold

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

#### **Long Beach** - Shopping Center

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

#### **Long Beach** - New Listing!

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

#### **Los Angeles** - Chlnatown

- Front Street Location. Low Rent
- 2 eq.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** - 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

#### **Lakeside** -

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

#### **National City** -

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

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

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

### Kern County

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

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

### Orange County

#### **Anahelm** - New Listing!

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

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

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

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

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

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

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

#### **Irvine** - New Listing!

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

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

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

### Riverside County

#### **Lake Elsinore** -

- 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** -

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

#### **Riverside** -

- Seller retires. ~3,000 sq.ft., 8 Ops.
- Large Shopping plaza

#### **Moreno Valley** -

- 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** -

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

### Upcoming Practices

- Huntington Beach - Starter Practice in Shopping Center
- Sherman Oaks - Leasehold
- Fremont - Gross ~\$500K

### Northern California

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

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

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

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

#### **Fairfield** - Seller Retiring

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

#### **Fremont** - Gross ~\$660K

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

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

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

#### **Sacramento** -

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

#### **San Francisco** -

- Gross ~ \$1.5 - 1.7 Million
- PPO/FFS. High Profit Margin
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent
- GP dentistry with specialists

#### **San Jose** -

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

#### **San Jose** -

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

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

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

### Ventura County

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

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

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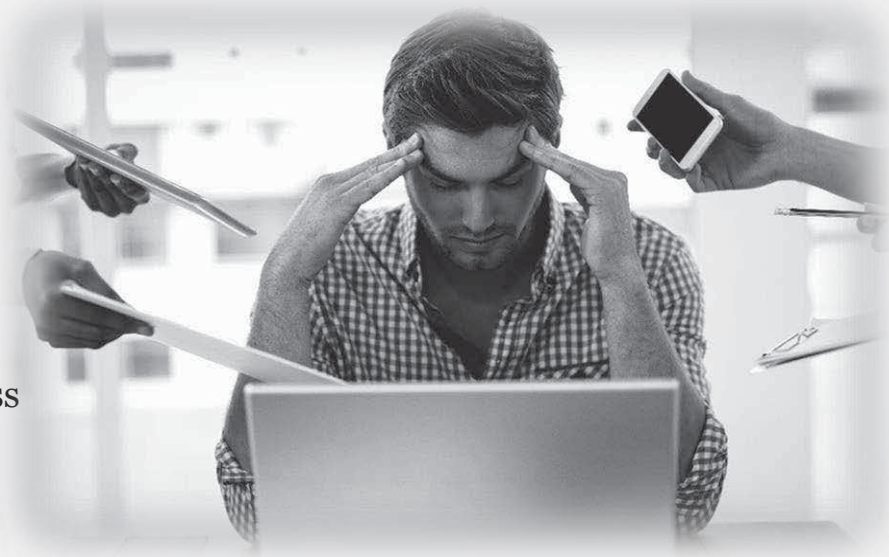
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Have you reviewed your lease and contracts?  
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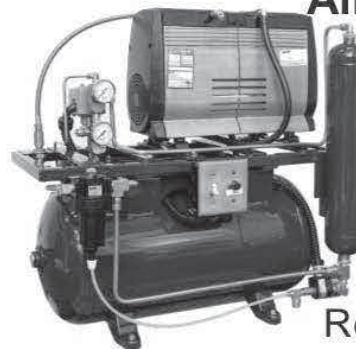
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As other dental publications seek to reduce costs and transition solely to digital editions, The Dental Trader will continue to print and mail this publication to you eleven times a year (we do not publish in July) as well as provide it in digital format on our website. Nothing has changed here. We are (and have been) **the only publication that reaches every dentist licensed to practice in California.** Nobody else even comes close!

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### NORTHERN CALIFORNIA

**AUBURN & FOOTHILLS AREA** - Fast-growing practice in a desirable and scenic area, with 30+ years goodwill. 6 Ops, 1 add'l plumbed in 2,500 sq. ft. Strong hygiene program, FFS and In-Network Delta Premier practice. 2019 GR on track to exceed \$1.2M on a 3 day average Dr. week. #CA632- Jay Harter - 916-812-0500

**EAST BAY/CONTRA COSTA COUNTY** - Beautiful location central to most East Bay cities. 4 Ops, Digital, in 1,350 sq. ft. Great cash flow, 2019 GR \$659K on 4 doctor days/week. Low rent and Seller will help with transition. #CA644- Dr. Rishi Salwan - 909-239-2800

**FAIRFIELD AREA** - Desirable and fast-growing area, 30 years goodwill, 4 Ops with 5th available, 1,500 sq. ft. with Intra-oral camera, Digital x-rays, and paperless with Dextrix. 4 to 5 days of hygiene/wk., PPO and out-of-pocket practice. 2018 GR \$840K on a 4-day week. #CA655- Jay Harter - 916-812-0500

**FOLSOM/RESCUE/EL DORADO HILLS AREA** - Rare opportunity to own a modern, well-established practice in a highly desirable area. 5 Ops, I/O camera, Dextrix, Dexis Digital x-rays, & Digital pano. Low overhead w/good hygiene program. Open 4 days per week, Dr. practice time is 14 days/mo., most specialties referred. 2019 GR \$802K. Office Condo also available for purchase. Seller will pre-approve buyers on financing pre-qualification and current Resume or CV. #CA581- Jay Harter - 916-812-0500

**GREATER EL DORADO HILLS** - Well-established two doctor practice in a well-designed, nicely appointed 3,000 sq. ft. suite with 7 Ops and space for 8th, digital pan, digital sensors, and intra-oral camera. 2019 GR \$2M+. Great opportunity to purchase one or both practices from motivated sellers. Owner(s) retiring and willing to work back to help buyer(s) with transition. #CA578- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - GP PPO office has been in a stable community for 33 years in well-known dental and medical area. Building also available for purchase. 1,392 sq. ft., 4 Ops, Digital x-rays, and intra-oral camera. #CA561- Jay Harter 916-812-0500

**GREATER SACRAMENTO** - 4 Ops in 1,100 sq. ft. with intra-oral camera, Digital x-rays, and Easy Dental. Successful practice in a desirable area with 38 years goodwill and 6 days hygiene/week. Growth potential with Ortho and Implants. 60% Delta Premier. 2018 GR \$1M+ on a 4-day week. #CA656- Jay Harter 916-812-0500

**HAYWARD** - Dr. is retiring from 900 sq. ft., cozy, 3 Op practice. This is great for anyone looking to start small and have opportunity to buy part of the building. 2019 GR \$175K. Desirable location with easy freeway access and low rent if building not purchased with practice. #CA649- Kim Ta - 408-687-5001

**LAKE TAHOE AREA ENDODONTIC** - 28 years of goodwill, with 10-15 referrals per week from local dentists. Digital x-rays, CBCT, and recently re-upholstered dental chairs. Great opportunity to have residency in CA or NV, and grow in a beautiful and vacation-oriented area. 2018 GR \$504K on 3-3½ days per week. 2019 GR projected to be higher than previous years. Asking price is below recent valuation. #CA602- Jay Harter - 916-812-0500

**LAKE TAHOE AREA** - Wonderful resort and waterfront-located practice with 6 Ops, 5 Equipped, overlooking the lake. 42+ years goodwill, 2,100 sq. ft. suite, and 6 hygiene days/week. Minimal Delta Premier patients, 2 Intra-Oral Cameras, Schick Digital sensors, Polaroid Imaging System, the Wand, Zoom, and film-based Pano. 2019 GR \$579K on 22 Dr. hours/wk. #CA608- Jay Harter 916-812-0500

**MENLO PARK - NEW LISTING** - A rare opportunity! 2019 GR of \$1M+ with 6 days Hygiene. 4 Ops, 958 sq. ft., Digital x-rays, Intra-oral cameras, Itero Scanner, and paperless with Dextrix. Delta PPO/FFS only and 24 NP/mo. Owners will remain to help for a smooth transition. This location will drive a great deal of interest, so be prepared to make an offer for your dream city! #CA686- Jim Engel - 925-330-2207

**MONTEREY** - This is a fairly newly-equipped 4 Op, 1,600 sq. ft., Digital practice located in an affluent and highly desirable area with an open lot and plenty of free parking. Shops and restaurants are all within walking distance. On a 32-hour work week, 2018 GR was \$1M+. The Dr. is looking forward to retirement. #CA650- Kim Ta - 408-687-5001

**NORTHERN CALIFORNIA PEDIATRIC SPECIALTY** - Large office in a downtown location, near schools, in affluent area. 2018 GR \$3M+ with over 5,900 active patients, averaging 70 NP/mo. Strong pre-booked Hygiene. Cheerful, modern, 5,000 sq. ft. office with 7 equipped Ops, 2 add'l Ops, plus room to expand. Fully Digital and paperless. Amazing opportunity for someone to inherit a thriving, well-run practice with sustained growth potential. #CA658- Gina Miller - 707-391-7048

**NORTHERN SACRAMENTO AREA** - Attractive, well-located, high traffic count, practice with 50+ years goodwill. 3 Ops with 4th available via reservation (per dental neighbor agreement), in 1,200 sq. ft. with views to beautiful garden spaces. Digital, paperless, Carestream, digital pano, and intra-oral cameras. 4 hygiene days/wk., scheduled 6 months. Most specialties are referred. 2019 GR \$616K on a 33-hour week. #CA667- Jay Harter - 916-812-0500

**REDDING AREA - NEW LISTING** - SELLER IS MOTIVATED - LOW ASKING PRICE/SELLER-FINANCING - 20+ years goodwill, 6 Ops, 2,000 sq. ft. suite, Dextrix, Digital x-rays, and intra-oral cameras. 8 hygiene days/wk., scheduled 6 months. About half of patients pay cash, the rest are PPO with average-range Delta Premier fees. Most specialties referred out. 2019 GR \$782K. #CA668- Jay Harter - 916-812-0500

**REDDING AREA** - Modern, 1,600 sq. ft. practice in a busy part of town, attractive office building. 5 Ops, 4 equipped, Dextrix, Intra-Oral Camera, Digital Sensor, Digital Pano, and newer CEREC (with CEREC-trained staff). 23 NP/mo. with no marketing, and 5 hygiene days/wk. Most Specialties referred out. 2019 GR \$558K on a 32-hour week. Seller can work back P/T. #CA648- Jay Harter - 916-812-0500

**ROCKLIN/LINCOLN AREA** - 10 Ops, 6 equipped, with 13+ years goodwill in 2,619 sq. ft. Lease is mo. to mo., so buyer could renew for long-term lease or move. Paperless with Dextrix, Intra-Oral Camera, Dexis Digital sensor, Laser, Digital Pano, and newer CEREC with CEREC-trained staff. 18 NP/mo., and 4 days hygiene/week, booked 6 mo. in advance. 80% HMO/10% PPO. Growth potential in all specialties. 2018 GR \$747K on 4-days/wk. Seller can work back for 3 months. #CA641- Jay Harter - 916-812-0500

**SACRAMENTO AREA - ASKING PRICE REDUCED** - Beautiful, modern, and upgraded GP/Specialty practice in a 3,500 sq. ft. suite. Stand-alone 5,000 sq. ft. dental office building for sale with tenant in place. 90% HMO/10% PPO with 9 Ops, walk-through sterilization room, Digital x-rays, intra-oral camera, and Digital pano. 2018 GR \$680K. Asking price well below recent appraised price. #CA567- Jay Harter - 916-812-0500

**SACRAMENTO AREA** - Appraised Price reduced by \$103,000... MUST SELL DUE TO DR. ILLNESS. 47 years goodwill, 4 Ops, 1 add'l plumbed, Dextrix, Dexis Digital sensors, Soft Tissue Laser, E4D Digital Scanning, and Pano/Ceph Digital X-Ray unit. 4 hygiene days/wk, booked 6 months with only 24 Dr. hours worked per week. Well-trained staff, can add endo, implants, and oral surgery. 2018 GR \$574K. 1,403 sq. ft. Condo to be purchased with this practice. Seller-financing may be available for Condo. #CA603- Jay Harter - 916-812-0500

**SAN FRANCISCO FACILITY ONLY - NEW LISTING** - 3 Ops located in the heart of the city! Leasehold and equipment only, low rent, asking \$125K. #CA677- Dr. Rishi Salwan - 909-239-2800

**SAN FRANCISCO - LOW RENT!** 30+ Years of goodwill. Highly desirable practice! Location, Location! 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 GR of \$740K+. #CA657- Dr. Rishi Salwan - 909-239-2800

**SAN JOSE** - This beautiful practice is in a very busy retail plaza and is a fantastic opportunity to skip the long and expensive process of starting a practice or for an owner that wants to expand. Luxuriously designed, 2,700 sq. ft., built from scratch 14 years ago with 8 ADEC-equipped Ops, Dextrix, Digital sensors, and much more. 2019 GR \$483K. Priced to sell! #CA627- Kim Ta - 408-687-5001

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**SONOMA COUNTY** - Large family practice with 31+ years goodwill and 2019 GR of \$2.3M+. GP/ Specialties in a free-standing 3,000 sq. ft. building, highly visible. Averages 72 NP/mo., 10 days of Hygiene/wk. 6 Ops, modern and high-tech with Pano, Dexis sensors, Intra-Oral cameras, Laser, and fully paperless with Dextrix. Real Estate also for sale. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

**SONOMA COUNTY** - Desirable dental community with 31 years goodwill seeing three generations of patients. 5 days hygiene/wk., 3½ doctor days. High profits, low expense ratio. 2018 GR \$906K. 1,000 sq. ft., 3 fully equipped, modern rooms, scenic garden views, with the opportunity to expand. Paperless, Dextrix, XDR Digital x-rays, and intra-oral camera. Selling both practice and portion of dental building. Doctor is retiring and will work back for a smooth transition. #CA594- Gina Miller - 707-391-7048

**SONOMA COUNTY** - The location is known to be one of the most desirable places to live and visit. Beautiful scenery, relaxing atmosphere, 43 years goodwill in this affluent community. 13 hygiene days/wk., GR above \$2M, 3,240 sq. ft., with 8 fully equipped Ops. High-tech equipment- CEREC, Digital Sensors, Intra-Oral cameras, Laser, and paperless with EagleSoft. Doctor is retiring and looking for a quick sale and will work back. #CA601- Gina Miller - 707-391-7048

**VACAVILLE AREA** - Centrally-located, high-traffic location, well-established practice with 28 years goodwill. 5 Ops in 1,700 sq. ft., film-based Pano, and Dextrix. 36 hours hygiene/wk., booked for 6 months. Only 14 patients eligible for Delta Premier. 2019 GR \$556K on a 32-hour work week. #CA645- Jay Harter - 916-812-0500

**VALLEJO** - This great family practice is waiting for a buyer to take it to new heights. 4 Ops in 1,650 sq. ft. with below-market rent, Digital x-rays, Digital Pan, Diode Laser, Intra-Oral Camera, and paperless with Eaglesoft. 2019 GR \$791K with 40+% adj. net. Equipment is 1-6 years years old, 4 days of Hygiene, booked 6 months in advance. Seller will work with buyer for smooth transition. #CA469 - Jim Engel - 925-330-2207

### CENTRAL CALIFORNIA

**CENTRAL VALLEY PEDIATRIC SPECIALTY** - Great location in very new complex of only one year with over 30 years goodwill. Shared space with an Ortho Practice totaling 3,800 sq. ft. and 7 chairs. 2018 GR \$559K as a P/T practice and totaled over \$610K in 2019. Eaglesoft, Digital x-rays, CBCT, and paperless charts. Owner has another practice 20 miles away and needs to dedicate F/T there. Great opportunity for your first practice or a satellite office. #CA660- Jim Engel - 925-330-2207

**FRESNO AREA** - ASKING PRICE REDUCED BY \$50,000: GP/Prosthodontic practice in an attractive building, with 40 years goodwill. Nice opportunity for a restorative-focused GP to do procedures that aren't currently being addressed. Seller will remain P/T to work with a GP buyer. 4 Ops, DentalMate, intra-oral camera, 2 XDR Digital x-ray sensors, and film-based Pano. Average age of (mostly ADEC) equipment is 7 years old. 2018 GR \$386K. #CA588- Jay Harter - 916-812-0500

**GREATER FRESNO** - NEW LISTING - 22 years goodwill in a fast-growing area with high-visibility, and low overhead. 4 Ops, Easy Dental, Digital x-rays, and intra-oral cameras. 75% of patients are PPO and/or DentiCal, with remainder Cash/out of pocket, no Delta Premier. Refers out most specialties, and Seller may work back P/T to assist. 2019 GR \$523K on a 32-hour week. Stand-alone 1,200 sq. ft. dental building also available for purchase or Seller may offer free rent to qualified buyer w/lease. #CA676- Jay Harter - 916-812-0500

**GREATER FRESNO** - Great location, 42 years goodwill. Free-standing professional building with dedicated and experienced team members. 6 Ops, 3 Digital sensors, and Diamond Dental. Good hygiene program, pre-booked 99% of the time. 60% PPO/40% Cash. 2018 GR \$638K on a 4-day week. #CA621- Jay Harter - 916-812-0500

**MERCED AREA** - Practice with 30+ years goodwill and 4 Ops with Dextrix, Intra-Oral Camera, Digital x-rays, Laser, and Pano/Ceph. 20 NP/mo., 3 to 4 days hygiene days/wk. 80% PPO, 20% Out of Pocket with growth potential in all specialties. 2018 GR \$691K. Associate would likely stay with new owner. #CA642- Jay Harter - 916-812-0500

**MODESTO AREA** - 5 Ops, 62 years goodwill, Dextrix, intra-oral camera, 2 Dexis Digital sensors, hard/soft tissue laser, and Digital Pano. 8 hygiene days/wk. Good opportunity to grow specialties. Practice only open 3 days/wk. with 2018 GR \$1.1M+. 1,450 sq. ft. dental office condo (with upstairs bonus rooms included) can be purchased or leased. #CA635- Jay Harter - 916-812-0500

**STOCKTON AREA** - 7 Ops, 19+ years goodwill, Associate in place that is willing to stay. 2,052 sq. ft in a garden-style building. 2 Dexis Digital sensors, Digital Pano, Tru-Def Scanner, and remodeled 10 years ago. Priced below recent professionally-completed valuation. Paperless with 75% HMO/20% PPO. Low overhead, 40 NP/mo., solid and friendly staff. #CA572- Jay Harter - 916-812-0500

**STOCKTON AREA** - Great location, 30+ years goodwill. 6 Ops with Practice Works, 6 hygiene days/wk. and 21 NP/mo. Growth potential in specialties. Delta PPO/Premier practice. 2018 GR \$1M+. 3,000 sq. ft. office building available for purchase, preference offered to buyers purchasing both entities. #CA616- Jay Harter - 916-812-0500

**VISALIA** - 5 Ops, Real Estate also for sale. Dextrix, Digital x-rays in 2,000 sq. ft. suite. Great visibility, main street frontage with signage and easy, free parking. Room to grow with specialties. 2019 GR \$327K. #CA628- Steve Caudill - 951-314-5542

### SOUTHERN CALIFORNIA

**BAKERSFIELD** - Well-established practice in a medical/dental complex. 5 Ops, 4 equipped with a very warm and inviting feeling. Spacious, equipped in-house dental lab, with great potential, located on a main street with very busy traffic flow. The condo suite is also for sale. Selling doctor works 3 days/wk and is ready to retire. Practice has great growth potential. 2019 GR \$363K. #CA674- Kerri McCullough - 949-300-0312

**BAKERSFIELD PEDODONTIC** - Successful 30+ year old Pedito practice with ortho and oral surgery services provides a great opportunity for someone to buy a thriving, well-run practice with 30+ years of goodwill. 40 NP/month. Averaged \$2M+ GR the last 3 years. #CA599- Kerri McCullough - 949-300-0312

**COASTAL ORANGE COUNTY** - NEW LISTING - Steps to the beach. 3 Ops, CEREC, Digital, Microscope, CBCT, priced to sell. 2019 GR \$169K. #CA683- Dr. Rishi Salwan - 909-239-2800

**COASTAL ORANGE COUNTY** - NEW LISTING - This nicely appointed, 5 Op office with 22 years goodwill is next to a busy street, residential neighborhoods, and a busy mall. Practice has long-term staff and seller refers out most specialty work. 2019 GR \$456K. #CA679- Kerri McCullough - 949-300-0312

**DIAMOND BAR** - Beautiful office, T.H.E. designed and built-out, 5 Ops, located in a professional office building with Pelton & Crane equipment and Digital x-rays. 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. Eaglesoft with Digital x-rays. 2019 GR \$850K with a high Adj. Net. Growing patient base with 25+ years goodwill. A must-see! #CA680- Dr. Rishi Salwan - 909-239-2800

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

**HUNTINGTON BEACH - NEW LISTING** - 4 Ops, located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental. 2019 GR \$466K. #CA673- Thanh Tran - 949-533-8308

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

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

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

**LOS ANGELES, WEST SIDE - PRICE REDUCED!** 60-year history, located in a newly remodeled medical building, with outstanding views of Hollywood Hills. This 4 Op office (with one add'l to expand) is located in an up-and-coming area with new hotels and high-end apartments being built nearby. Modern, fully Digital with Schick X-rays, Blue Cam ready to scan your preps and send them to the lab. 2019 GR \$609K. #CA640- Kerri McCullough - 949-300-0312

**LOS ANGELES** - 7 Ops, professional building in a great location of LA. Practice has a strong hygiene program in place with 5+ days of hygiene per week and 37 years goodwill. GR \$900K+. #CA606- Kerri McCullough - 949-300-0312

**N. ORANGE COUNTY** - 5 Ops, open since 1965 with Dentrux and Digital Pano. Retiring seller will assist with a smooth transition. 2018 GR \$231K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

**ORANGE COUNTY** - Beautiful office with 5 Ops, Digital x-rays and paperless. 2019 GR \$501K, 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, practice features 6 Ops, 5 Equipped, with 3 Scopes, Cone Beam CT, fully digitized and paperless. Consistent collections for past 4 yrs. at \$1.1M+ with very low overhead. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

**PALM SPRINGS AREA MULTI-SPECIALTY - PRICE REDUCED!** 5 Ops, private office, lecture room, and lab, in a 2,500 sq. ft. suite. 28 years goodwill and consistent collections of over \$1M/year. Practice features Dentrux, Digital x-rays, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks of vacation every year. 2019 GR \$1.2M+. Priced to sell at \$775K. This is a mostly cash practice, non-referral. Great opportunity! #CA604- Kerri McCullough - 949-300-0312

**SAN FERNANDO VALLEY** - Amazing opportunity, 10 Ops, 8 equipped. This high-tech practice is in a fantastic location with excellent cash flow. Dentrux, Digital x-rays, Pano, CT Scan, and much more. This practice will go quickly, be first to call. 2019 GR \$1.1M+ with \$490K+ Adj. Net. #CA664- Kerri McCullough - 949-300-0312

**SAN GABRIEL VALLEY** - 4 Ops, main road location with great visibility and 65 years of goodwill. This PPO practice features Digital x-rays and most specialty work referred out. Nicely appointed and excellent opportunity for a growing area in SoCal. #CA596- Kerri McCullough - 949-300-0312

**SHERMAN OAKS - NEW LISTING** - 5 Ops, 4 equipped with 44 years goodwill. Nicely appointed in high-end building. Strong hygiene program, refers out specialty work, room to grow. Legacy practice. 2019 GR \$940K. #CA688- Kerri McCullough - 949-300-0312

**SIMI VALLEY** - Beautiful practice established for over 45 years, 6 Ops, 5 equipped, nitrous equipped in every op. 2018 GR \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

**SIMI VALLEY** - 3 Ops and 30+ years goodwill, this is an older office with 1,100 sq. ft., located in a strip mall shopping center close to a residential area. Most specialty procedures are referred out. 2018 GR \$263K. #CA626- Steve Caudill - 951-314-5542

**SIMI VALLEY** - 6 Ops, 39 years goodwill and loyal, dedicated staff with strong hygiene program in place. Great professional building location. EagleSoft, Digital x-rays, intra-oral cameras, and Pano. 2019 GR \$604K. #CA617- Kerri McCullough - 949-300-0312

**SOUTH BAY, LOS ANGELES** - Family practice est. in 1950 and current owner is retiring after 30 years. 3 Ops, Digital x-rays, Dentrux, and strong hygiene program. This is a well-run office in a lovely residential area with opportunity to grow as most specialty procedures are referred. 2019 GR \$696K. #CA671- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY PERIODONTAL** - 4 Ops, 3 equipped in a beautiful coastal town, open since 2008. Lg surgery suite for implants, nicely appointed, modern, and in a busy strip center location. Seller is will help new owner with introductions to referring dentists. 2019 GR \$845K. #CA643- Kerri McCullough - 949-300-0312

**WEST COVINA** - This is a beautiful state-of-the-art practice. Mostly associate-run with only cash and PPO patients. 3 Ops, Digital and modern with 1 day of Hygiene per week. 2019 GR \$1.2M+ with \$420K Adj. Net in a great location with low rent. #CA661- Dr. Rishi Salwan - 909-239-2800

**WESTERN SAN FERNANDO VALLEY** - 5 Ops, 4 Equipped, in upscale area. EagleSoft, intra-oral camera, Schick Digital x-rays, and laser. 12+ years goodwill, professional building near a hospital. Accepts PPO and 3 HMO plans. 2019 GR \$405K. #CA614- Kerri McCullough - 949-300-0312

## SAN DIEGO

**ENCINITAS** - 6 Ops in a busy retail center, remodeled 5 years ago with new equipment, Dentrux, Digital x-rays, Pano, and laser. 4 days of hygiene per week. 2018 GR \$813K. #CA574- Russell Okihara - 619-694-7077

**LA JOLLA FACILITY ONLY - NEW LISTING** - Excellent UTC location with strong retail anchors, 7 Ops, Digital, and Dentrux. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- Russell Okihara - 619-694-7077

**NORTH COUNTY PERIODONTAL** - Beautiful Perio Practice with 4 Ops, 3 Equipped. CT Scan, Digital x-rays, and Dentrux in an excellent location. Priced to sell quickly. 2018 GR \$269K. #CA605- Russell Okihara - 619-694-7077

**POWAY** - Centrally located with 3 Ops, busy strip center location with room to grow. Digital x-rays, intra-oral Camera, Pano, and Laser. #CA659- Russell Okihara - 619-694-7077

**SAN DIEGO - NEW LISTING** - 7 Ops, 5 Equipped, located in a busy, large retail center. EagleSoft, PPO/ Cash, 3 year average collections of \$509K. #CA687- Russell Okihara - 619-694-7077

**SAN DIEGO COUNTY ORTHODONTIC** - Rare Opportunity, established Ortho office with updated computer hardware. Paperless with many years of goodwill. Excellent location. #CA615- Russell Okihara - 619-694-7077.

## OUTSIDE OF CALIFORNIA

**BURIEN AREA, WASHINGTON - NEW LISTING** - Efficient 3 Op practice in a busy Dental/Professional building with great foot traffic. Landlord offering TI dollars for cosmetic updates with lease renewal. 2019 GR \$551K. Very low overhead. Great price point! #WA102- Jessica Burbon - 503-332-6462

**CENTRAL COAST, OREGON** - Beautiful practice nestled on a lake inlet, minutes to the ocean. Dr. works 3 days per week, 2 days hygiene. GR \$404K, practice positioned for growth, Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

**SOUTHWEST PORTLAND, OREGON** - This established private practice is located in a mixed business complex off a main thoroughfare. 2,634 sq. ft. leased building is well-maintained with 6 Ops, 1 more plumbed/ready. Dentrux, Dexis Digital x-rays, intra-oral, Pano. 2019 GR \$598K. #OR115- Jessica Burbon - 503-332-6462

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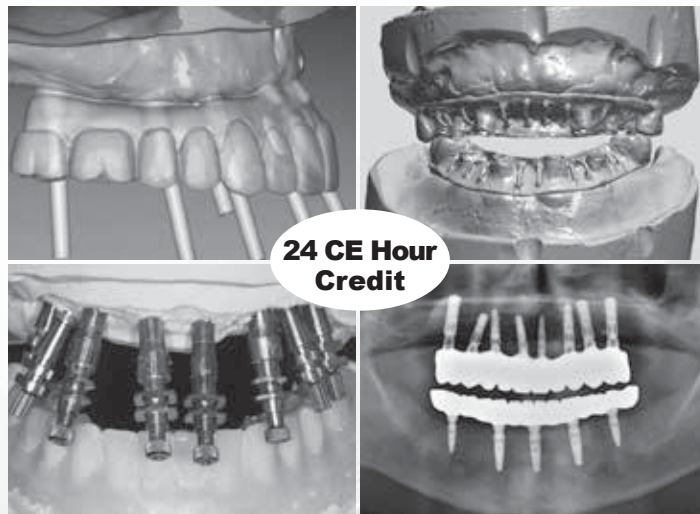
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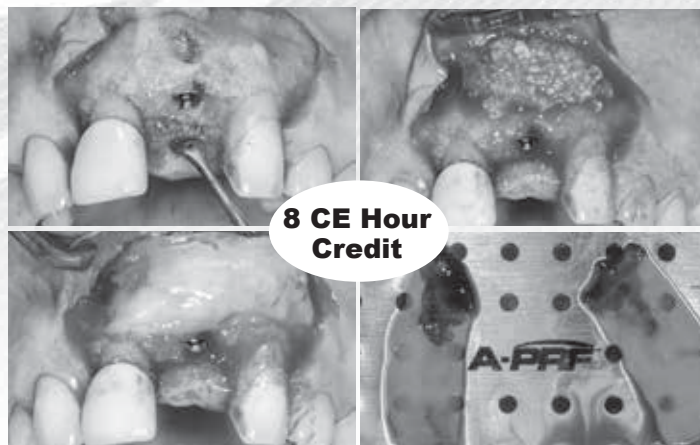
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**AG-993 WEST PORTAL AREA:** Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops **Reduced Price: \$395k**

**AG-1079 SAN FRANCISCO:** Quality Practice in Heart of City! 1931 sf w/ 5 ops offering in-house specialists **\$685k**

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

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

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

**BC-1056 SAN RAMON (Facility):** Move-in ready facility in well maintained professional complex. 1698 sf w/ 4 ops **\$60k**

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

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

**BN-1060 LAYAFETTE:** Imagine practicing & raising your family here in this community! 1400sf w/ 3op. **Seller Motivated! Now \$198k**

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

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

**CC-846 SAN RAFAEL:** Prof/Retail Building Complex. 3 ops 640 sf Collections **\$433k in 2017 \$275k**

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

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

**CC-1030 SANTA ROSA:** Extraordinary practice in prime location. 30k+cars drive by per day! 1683sf w/5ops. **Great opportunity! Only \$325k**

**CC-1049 SANTA ROSA:** Fully Remodeled, Amazing Location. 2000 sf w/ 5 ops **\$400k Real Estate: \$735k**

### BAY AREA CONTINUED

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

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

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

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

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

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

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

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

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

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

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

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

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

**DG-1081 SAN JOSE:** Located in popular retail shopping center. Spacious 2800 sf office w/ 8 fully equipped ops **\$295k**

**DG-1099 SANTA CRUZ:** Consistently voted as the BEST DENTIST in Santa Cruz! ~ 1,547 sf w / 4 Ops. **Reduced Price: \$495k**

**DG-1112 LOS GATOS:** Hesitate and you might just miss out on the opportunity of a lifetime! ~ 850 sf w/ 3 ops. **\$350k**

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

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

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

**DN-1084 SAN JOSE:** Built-out in 2015, this beautiful, spacious, modern office is conveniently located! 2204sf w/ 4 ops + 2 add'l **Now Only \$495k**

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

## NORTHERN CALIFORNIA

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

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

**EG-1039 SIERRA FOOTHILLS:** The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops **Reduced Price \$310k**

**EG-1061 SOUTH AUBURN VICINITY:** Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops **Reduced Price \$310k**

**EG-1092 GRASS VALLEY/AUBURN:** Priced to sell! This incredible opportunity won't last long! ~ 1500 sf w/ 4 Ops **Reduced Price \$150k**

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

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

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

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

**EN-1077 DAVIS:** Imagine living and practicing here! Hesitate and you may miss out on your dream! 1100sf. w/ 5 ops. **Reduced \$495k**

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

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

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

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

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

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

**GN-1073 PARADISE:** Quality, fee-for-service practice with a stellar reputation! 1800sf w/ ops. **Reduced! \$325k / Real Estate Available**

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

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

## NORTHERN CALIFORNIA CONTINUED

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

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

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

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

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

## CENTRAL VALLEY & SOUTHERN CALIFORNIA

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

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

**IN-1113 LODI:** Small town charm, stable patient base and low overhead! 1,100sf w/ 3ops. **\$225k**

**JC-811 FRESNO COUNTY:** Seller willing to consider Associateship for qualified DDS w. intention to Buy In! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

**JC-823 LOS BANOS:** Heavy emphasis on hygiene. 1000 sf w/ 3 ops **\$80k**

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

## SPECIALTY PRACTICES

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

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



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## **ASK THE BROKER**

# **BUY A PRACTICE...NOW???**

**Timothy Giroux, DDS/Broker**

Although I believe we will bounce back from this, COVID-19 has put all of us in a quandary of what to do moving forward. From a strictly financial basis, it is ALWAYS better to own a practice than to be an associate, both in terms of income and, in times like these, job security.

We had the best economy with the lowest unemployment OF ALL TIME prior to this virus. Because of that, there is no reason to believe that the economic pain will be long or protracted with no end in sight. The seemingly "safe" course to NOT become a practice owner just assures less income at any stage of the economy. Even taking into account the standard practice overhead, reasonable producing owners will always take home more than associates for the same amount of production whether the economy is strong or weak.

**"BUT I AM ALREADY \$400k IN DEBT FROM DENTAL SCHOOL AND CAN'T AFFORD TO BUY A PRACTICE UNTIL I AM IN A BETTER FINANCIAL POSITION".** I hear this every week from young dentists. The reality is that I do not believe dental students understood the magnitude of their debts before attending graduate school. Complete a debt service analysis, and it is frightening what it takes to pay off undergraduate and graduate school debt in a timely manner. While I can certainly understand the fear of adding to that debt with a practice purchase, the reality is, the best way to retire all this debt is to get paid almost twice as much for the same amount of work as you would be paid for being an associate.

**"OK, I GET IT, BUT I WANT TO BUY A SMALLER, LESS EXPENSIVE PRACTICE TO GET STARTED"** I also hear this comment every week. But, if you do the math, a less expensive practice doesn't work due to the fixed ex-

penses of rent, utilities, some staff, insurance, dues, and other expenses. This was even true when I graduated from dental school and the interest rates were above 15%. It is even 'truer now with interest rates below 4%!

**KNOW YOURSELF.** You as a buyer need to do your own due diligence in any practice to determine if YOU can duplicate the production the selling doctor does to get to the numbers presented. You need to compare what you can produce on THE FEE SCHEDULE OF THE PRACTICE YOU ARE PURCHASING. You need to verify that the treatment plans presented to the patients are consistent with what you would personally diagnose. Many times, a retiring dentist refers out a great deal of dentistry that you might be able to do. This factor is normally a much greater benefit to you than any other perceived issue with the practice or a possible reduction in fees due to a possible Delta insurance issue.

**THE EXCEPTION.** Some of you may never be "big producers". That is a relative term and there is nothing to be ashamed of if you fit into that category. However, if you do fit into this category, you might be best suited for an associate position that pays a healthy per diem salary or a government type of position. I personally worked for corporate dentistry myself just out of school. It was a great training ground to learn how to triage a busy schedule and hone my skills and hand speed. Once you can produce \$2000 to \$3000 a day, you are ready for practice ownership.

For all of these reasons, my advice is to purchase the largest practice you are capable of handling to pay off your school loans as quickly as possible once you hone your skills. Eventually merging two smaller practices into one is also an option I will discuss in a future article.



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

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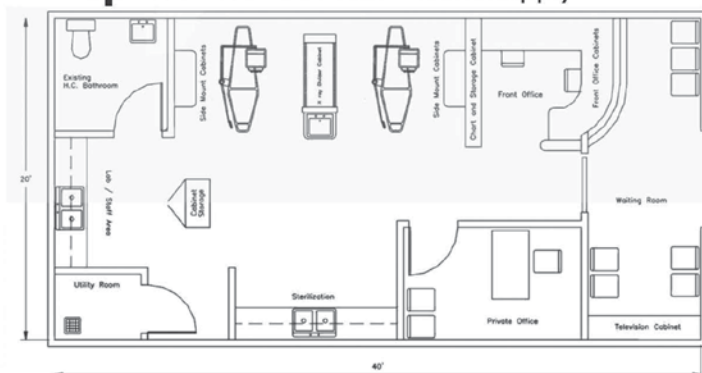
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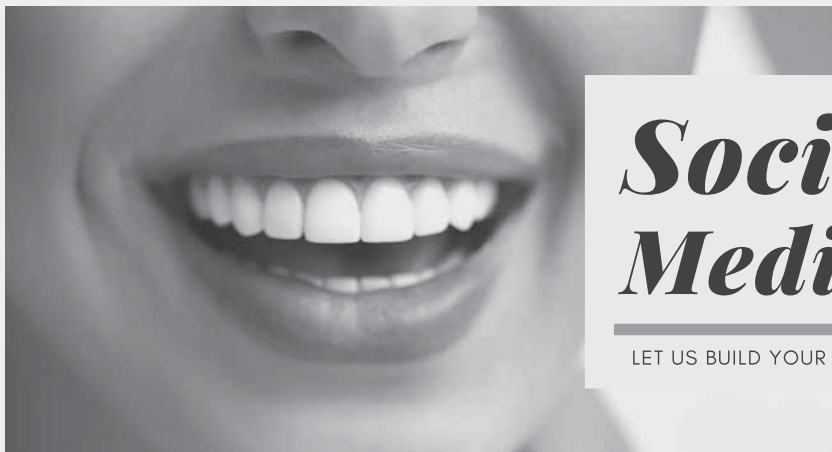
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### South Orange County #1135

Restorative Practice  
Seller retiring  
Prestigious Location  
2019 gross revenues \$522K  
**Asking \$450,000**

### Kern County #1137

Seller retiring after 40 years  
FFS/PPO/GP  
5 Operatories  
2019 collections \$1,431,120  
**Asking \$900,00**

### South Orange County #1136

Restorative FFS Practice  
Prestigious South OC Location  
Turnkey high-tech suite  
2019 Gross Revenues \$1,070,000  
Four year average net profit 39%  
**Asking \$917,000**

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**More Premium Practices  
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### South Bay LA #1139

FFS/PPO/GP  
Seller Retiring After 35 Years  
4 Operatories  
1500 Sq. Ft. Office  
\$778K Collected in 2019  
**Asking \$710,000**  
Call for more details

### South of Downtown LA #1138

PPO Practice - no HMO  
6 Operatories  
3 Year Average Collections \$558K  
Mixed Use Real Estate Available  
3 Income Units Above Main Floor  
**Asking \$395K**  
Call for more details

### South Orange County #1132

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





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# ● THE DUE DILIGENCE PROCESS BEFORE PURCHASING A DENTAL PRACTICE HAS NEVER BEEN SO IMPORTANT DUE TO COVID-19!

## **Should I continue my search for buying an office?**

How is the valuation affected by the shut down- Missing 2 or 3 months of production-  
Missing 2 or 3 months of net income?

How do I get the highest value for my practice?

Has COVID-19 Impacted Practice Sales?

Has COVID-19 Impacted Valuations?

Has COVID-19 impacted Potential Buyers?

Has Covid -19 impacted Lenders?

How do we get to the Finish Line?

- Valuation will be based on financials through the end of 2020-year financials
- Practice valuation after COVID-19 after December 31,2020 will be based upon pre COVID-19 financials and 2020 full year financials
- Buyers and lenders will look at the immediate 12 months financials
- Buyers and lenders will look at the financials from the point of reporting
- If the practice numbers resume to where they were pre-Covid-19 practice value may be perceived as an accurate measure for the value
- If the practice numbers are substantially lower then where they were pre Covid-19, the practice value may not be perceived as an accurate measure for the practice value

***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 thier practices, staff and patients.***

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## Buying a Dental Practice?

### Practice Ownership Post COVID-19 Pandemic!



#### SOME TOP REASONS:

- Sellers knowingly or unknowingly were not disclosing material facts.
- Practice could not produce enough income to pay for loan and buyer's income.
- Buyer overpaid for practice.
- Buyer did not know what information to ask for and review.
- Buyer did not engage any consultants and dealt with seller and broker on his/her own.
- Buyer oversaw substantial expenses.
- Buyer took over bad staff, bad working culture or overpaid staff.

Buying a dental practice without proper analysis is like purchasing a house before a home inspector has reviewed it. Except this purchase determines your quality of life. Profitability must be immediate, sustainable and able to grow over time. Don't just buy a practice, buy **the practice**.

#### **PRACTICE FUNDAMENTALS HAVE NEVER BEEN SO IMPORTANT**

*Additional Post COVID-19 Due Diligence issues:*

**DECREASING REVENUES, NET INCOME AND CASH FLOW  
MORE EXPENSES THROUGH PPE, STAFF NOT RETURNING TO WORK**

*Check schedule for future weeks & Review of charts more important*

*How much hygiene was cancelled and rescheduled?*

*Was seller proactive? How did they approach closure?*

*Did practice have good communication to staff and patients?*

*Elevator, accessibility and parking more important than ever.*

*Did seller put protocols and systems in place? Osha? Improvements? Patient flow?*

*How will She/He use this PPP?*



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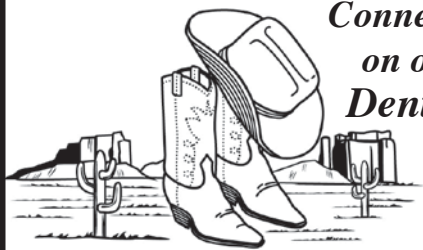
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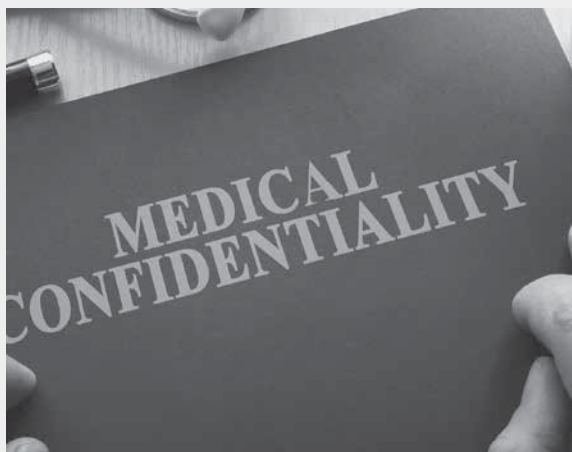
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**Thomas Sudbijo, DMD** (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536

**We do not publish** The Dental Trader in July, look for your next issue in August. Thanks for reading! Be safe & be well. Our office will reopen in July.

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## This is the Time to Prep to Kick Tail!

- 6177 SALINAS** During Great Recession, Salinas dentists did well as Salinas Valley is one of California's most productive agricultural regions and is the engine driving the area's economy. Salinas shall bounce back quickly once Covid-19 Shutdown is lifted. Practice has been \$900,000 per year performer. Housed in well maintained suite. Condo optional purchase.
- 6176 SANTA CRUZ** Delta PPO practice seeks Successor skilled in placing implants. Last 2-years averaged \$1.18 Million in collections and \$735,000 in Available Profits. \$400,000+ invested in technology to make this possible. 4-days of Hygiene.
- 6175 OAKLAND'S DESIRABLE COMMUNITY** Collections last 2-years averaged \$1.425 Million with Available Profits averaging \$560,000. Has been consistent performer. 11-days of Hygiene per week booked 6+ months in advance. Great location. Housed in stand alone building dedicated to practice.
- 6174 ARCATA - HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY** Special area to raise one's family and enjoy quality of life benefits. Best location, great foundation, dedicated Team. Seller works 3-day week by choice. 2019 collected \$360,000. Before reducing schedule, collected \$420,000 in 2018. Beautiful Victorian building available as optional purchase. Practice wants to be full-time. Full Price \$50,000.
- 6173 SAN FRANCISCO-"OUT-OF-NETWORK"** 2019 collected \$1,315,000. 6-ops. 8-days of Hygiene. 1,500+ active patients. Contract with specialists to perform referred work in-house and take to next level.
- 6172 SAN FRANCISCO'S EAST BAY - "OUT-OF-NETWORK"** 2019 collected \$850,000 with Profits of \$430,000. 4-days of Hygiene. Requires skilled, easy-temperament and great communicator as Successor. Seller shall work-back to assist in transition.
- 6171 SANTA ROSA** Great DNA here for this long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. Consistent \$1+ Million in Collections each of last 5-years. Great Team. 4-operatories. Full Price \$285,000.
- 6170 MANTECA / RIPON AREA** 2019's revenues totaled \$850,000 with Available Profits of \$352,000. 5-days of Hygiene. Refers endo, most OS and implant placements. Extensive patient base. Successor should contract with specialists to perform referred work. Facility perfect for making this a full-service practice. Full Price \$450,000.
- 6169 VACAVILLE** Long established Delta PPO practice. 5-days of hygiene. 2019 trending \$700,000 with Available Profits of \$285,000. Great north side location. Great area to raise one's family.
- 6167 DOWNTOWN PALO ALTO - "OUT-OF-NETWORK"** Perfect for Skilled Dentist seeking strong patient relationships and insurance independency! 2019 trending \$800,000+ on Owner's 3-day week. Office has been completely upgraded and charting is paperless.
- 6165 ROSEVILLE ORTHO - "OUT-OF-NETWORK"** Stanford Ranch. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. Averages 3 New Patients per month. Full Price \$125,000.
- 6164 SAN FRANCISCO'S UNION STREET - "OUT-OF-NETWORK"** Highly regarded as evidenced by 25+ New patients per month 9-days of Hygiene per week. Collections have topped \$2 Million each of last 3-years with Profits averaging \$1 Million. Paperless. 3D Cone Beam.
- 6163 LAKEPORT** Attractive option to practicing in competitive areas in expensive housing market. Top facility completely networked. 2019 collected \$999,000.
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt. adjacent to Ferndale. Perfect for Dentist seeking small town living. 2019 collected \$379,000. 6-weeks off. Lots of work referred. Building optional purchase.



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### Make Lemonade out of Lemons!

Open your eyes! Understand the opportunity presenting itself. 1-in-5 practices are predicted to shut down. DSO's are sucking air. Their margins are thin; and their models are not driven by customer care and patient relationships. Many are trying to unload offices. A vacuum is being created. Millions of patients shall be seeking a new dentist. During the Great Recession, John Christensen, Founder of Chrisad which is the nation's largest dental marketing firm, stated their Detroit clients did extremely well and grew their practices despite the problems with the auto industry.

Align with great coaches. Work on your mental and emotional fitness. Surround yourself with grey hairs who have been around 30+ years and have worked clients through economic recessions and health scares. Be a Leader! Communicate, communicate, communicate! Reinforce the strengths of your practice and its core values with your staff. This is not the first virus epidemic. Simply focus on this area to ease the fears of your staff and patients.

Dial into your most valuable asset, your Hygiene Department. Reschedule patients whose appointments were cancelled during the shut-down. Hire temp Hygienists. Expand Hygiene into Saturday and evenings. Your Front Desk will be working harder! Everyone needs to support them. Phones need to be answered now with the right things being said. Here is a strong message: "Your immune system shall be enhanced with a hygiene appointment!" Make it easy for new patients to get into your practice.

The day your office opens place balloons and banners outside. Keep them up. Draw attention to your office stating to the community "We are opened!" Create that POP Factor!

This shall be the most productive period EVER for those of you who are Proactive! Understand that Dentists shall fix Private Practice. Do not sit on the sidelines. Be part of the fix. You are essential to health-care. Be a Rock Star!

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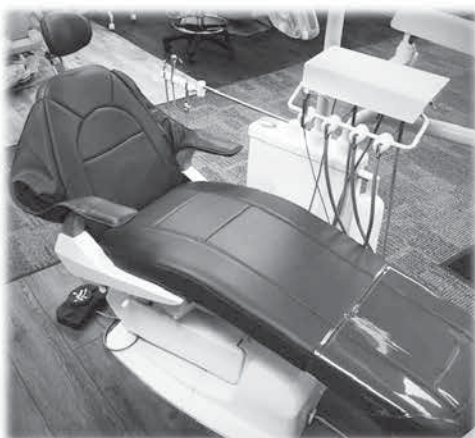
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