

THE Dental Trader

VOL. 17 NO. 6 • June '20
So. Calif. Edition

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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.

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 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**

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 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. **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

Room for Your Orange County Practice Listing.

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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- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

SAN DIEGO COUNTY

SABRE SPRINGS/POWAY - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. **SOLD**

SAN LUIS OBISPO COUNTY

CENTRAL CA COAST – High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2017 Collections of approx. \$1.6M. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. **SOLD**

VENTURA COUNTY

CAMARILLO – (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. Cash/Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **SOLD**

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

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

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

VENTURA #3 - (4) op G.P. in a Prof. Bldg. Cash/Ins/PPO pts. Average Collections of \$673K/yr. 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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Carestream 9300 CBCT For Sale Excellent condition, installed 2012, Located in Palmdale Contact:skkangoms@gmail.com

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

Downey dental office for sale.4 op, 2pl.digital xray.Collect \$30k/mo 3 day.ppo/cash only.Asking \$95k . Tony 714-747-0406

Upland office 4 sale 30 yrs. 5 Ops \$65k, Dr employed 1 day/wk, Owner works 1 1/2 days/wk, drvcast@gmail.com

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~ Goretta Li, DDS

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Los Angeles County

Beverly Hills - Just Renovated

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

Cerritos - New Listing!

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

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.

Los Angeles - Chinatown

- 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 equipp. 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

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 -

- 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

Pacific - Gross ~\$318K

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

Sacramento -

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

San Francisco -

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

San Jose -

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

San Jose -

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

Valejo - Gross ~ \$400K

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

Ventura County

Oxnard - Low Rent!

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

Dental Practice Wanted

- Pediatric Dental Practices
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Shab David Kerendian,
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Dental practice Space available for Lease / Sale in southbay area 1813sqft floor space 4626 sqft lot. Ph: 323-722-9692

Gorgeous remodeled 7 ops, SFV, Los Angeles for sale. Lease hold and equipment only, \$600,000. Great for group specialty practice or DSO. (916)749-0990

South Corona, Office for Sale: 2815 S. Main St. Corona Ca 92882, Price \$115,000. Close to Riverside Medical Health. tel#(951)515-5913. Email mcvora@yahoo.com

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WISHING YOU AND YOUR FAMILY HEALTH AND SAFETY!

During this on-going healthcare crisis, it is more important than ever for us to keep in closer contact with friends, family, neighbors and colleagues, and to remember all the blessings we take for granted each day. So, I am taking this time to say **THANK YOU** to all my past and present clients – for your loyalty and support.

As one of the founders of the dental practice sales industry in Southern California over 35 years ago, I am proud and extremely fortunate to be a part of the California dental scene – helping dental professionals accomplish their dreams / wishes of retirement, transfer of ownership, merger and dental practice ownership.

So, while we worry about the spreading virus, I wanted to reach out and provide you with the **POSITIVE** news concerning your businesses dental practice value:

- ◆ We continue to sell practices !!
- ◆ Practice sales that are in escrow are closing
- ◆ We continue to receive calls from buyers
- ◆ I am committed to insure that your dental practice meets or exceeds its value/worth prior to the Covid-19 virus!

So, if interested in discussing ANY aspect of your dental practice, feel free to call me on my mobile (818) 519-8564. I'm a simple phone call away. All matters are confidential.

**Take care...continued blessing to you and your family
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Endodontist needed Ventura County non-corporate private office. Cone-beam, Global microscope, digital XRs. E-mail resume VenturaDDS@aol.com

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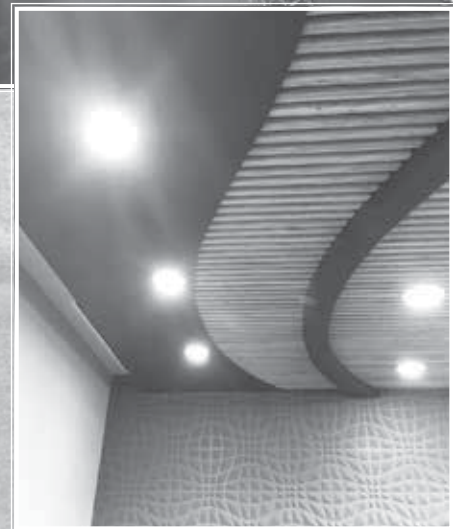
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SAN MARCOS: 6 ops. Highly coveted north county location in busy shopping center. Relatively new CT scan, digital x-rays, and intra-oral cameras. Invisalign and implants can be added.

VISTA: 5 ops. State of the art practice with pano, cerec, and digital x-ray. Low overhead. Easy access with fwy close location. Seller must move away for family.

ENCINITAS: 5 ops. Highly coveted North County coastal location. Busy medical campus location with plenty of parking. Strong, loyal patient base and well trained skillful staff.

SAN DIEGO: 4 ops. Great location in the heart of San Diego. 28 years of goodwill. Highly profitable, low overhead practice. Very little marketing being done. Long term, loyal staff.

RANCHO PENASQUITOS: 4 ops. 29 years of goodwill. highly visible shopping center location. office remodeled in 2016 and has digital x-ray and cerec.

SORRENTO VALLEY: 5 ops. Excellent retail location in busy shopping center just off major freeway. Spacious, well lit, beautifully designed building layout, room for expansion and seller willing to associate.

KEARNY MESA: 5 ops. 29 years of goodwill. Centrally located in the heart of San Diego. Practice has excellent signage on one of San Diego's busiest streets. Long standing, large, loyal patient base.

CARLSBAD: 10 ops. Well established office with 30 plus years of goodwill being sold with standalone building. Highly visible, highly accessible fwy close location.

SAN DIEGO: 6 ops. Very busy shopping center with Starbucks, Einstein Bagels, Sprouts, CVS, and more. Office recently renovated in June 2018. No external marketing being done.

MISSION VALLEY/ CHULA VISTA: Great high visibility locations covering various parts of San Diego. 38 years of goodwill. All specialty procedures being referred out. No marketing being done. Each office is only open 4 days a week.

SAN DIEGO: 6 ops. 45 years of goodwill. Fantastic, prominent location in busy shopping mall. Limited marketing being done. Excellent reputation both online and in the community.

SAN DIEGO: Ortho practice. 6 chairs in place. Great proximity to very popular churches, schools, and thorough fare for driving. Fabulous location in one of the country's best neighborhoods.

SAN DIEGO: 5 ops. 35 years of goodwill. Busy shopping center with plenty of parking. Fee for service and PPO only. Convenient freeway access- 15 minutes to Downtown. 460 5 star reviews.

SAN DIEGO: 6 ops. 25 years of goodwill. One of San Diego's top locations. Fantastic open office design that still maintains patient privacy. State of the art equipment. Excellent well trained staff.

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South Orange County restorative practice. Beautiful 1,275 sq. ft. contemporary suite. 2019 collections \$660K. Asking \$450K. Seller retiring. Contact info@wppps.com for more information.

PRACTICE FOR SALE Lake Forest GP - 3 op's, plumbed for 4, grossed \$320K in 2019. All PPO/cash 3 days a week. Asking 245K including AR. txt 949.469.6265

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PRACTICE FOR SALE/ GRANDA HILLS GP w/ 50 years gdwill NET \$161K - Low overhead. California Practice Sales, Inc. Phone: 714-639-2775

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RANCHO BERNARDO general practice for sale. 2 ops, 3rd plumbed. 20 yrs at this great location. Priced to sell.
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OXNARD: 60 yr old practice for sale 7 chair office OMAC center. Owner will stay as long as desired. grossing near \$400,000.00 3 days a week No advertiseing just turned 88 yrs old time to retire. suite 247 call dr wasden anytime 8053587689

"Are you considering selling your dental practice within the next 2 years? Make sure your lease has good terms that are transferable upon the sale. Call today for a consultation." Amy L. Borden, A.P.C. - Attorney at Law (888)416-1321 www.californiadentalattorney.com

BEVERLY HILLS LEASHOLD & EQUIPMENT for Sale. Wilshire. 4ops. View. 1460sf. Any reasonable offer. 3109935147
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Tustin general practice collects \$575,000/yr with a net income of \$245,000/yr. Refers all specialty work. 4 days of hygiene. 3 ops. Asking \$520,000. Kurt Skarin 805-777-7707

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Contact us:

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PRACTICE FOR SALE/ SAN BERNARDINO Established in 1950 w/ 4 eq ops; Grossed approx. \$322K in 2019. California Practice Sales, Inc. Phone: 714-639-2775

COASTAL OC PRACTICE FOR SALE - 5 Ops, Most Specialty work referred. Great location! GR \$456K. HSPPT-Kerri McCullough-949-300-0312 #CA679

Associate Dentist Wanted-Central OC: General Dentist wanted immediately for associate opportunity in quality oriented office with possible ownership opportunity. Four days/week desired, starting when California lifts restrictions on elective dental procedures. Owner doctor to interview candidates during time offices are closed. Not interested in position, but know someone who is? Please forward this e-mail to a colleague. Send resume to info@wppps.com for owner doctor review.

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Vista CA Leasehold Practice for sale. Owner recoating and leaving 2500 sq ft fully equiped office with five 3 year old marus chairs. All large equipment remaining including server and computers. Start seeing patients immediately. Landlord ready to offer new lease at good terms. Option to purchase all equipment as well. Asking price \$49,500. Please call 858-722 8558 for more information.

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We do not publish a July edition

The Dental Trader staff is going on a summer break



If you have questions, you will find the answers on our FAQ's page at

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Enjoy your summer and thank you for choosing

The Dental Trader

When it Comes to the Sale

DENTAL PRACTICES FOR SALE

DENTAL PRACTICES FOR SALE: Beverly Hills, Brentwood, Encino, Moorpark, Newhall, Panorama City, Santa Barbara, Santa Clarita, Tustin, Valencia, Van Nuys, Westlake Village and Woodland Hills.

WESTLAKE VILLAGE GENERAL PRACTICE FOR SALE: Low overhead, high net profit practice! This office has collected over \$830,000 a year for each of the last four years and has had a net income of over \$475,000 every year. Seller works four days per week and has three days of hygiene per week. The practice averages 10-15 new patients per month with no Denti-Cal and no capitation. Well equipped five operator office has CBCT, laser, digital x-rays and fully computerized. Located in a popular professional building with a very good lease. Asking \$750,000.

CULVER CITY GENERAL PRACTICE FOR SALE: This is a money machine! Collected over \$1.6 million each of the last three years with a net income in excess of \$1,000,000 per year. Seller works 5 days per week. Refers difficult endo, difficult oral surgery, perio surgery, and ortho. The practice does have \$8,400 per month in capitation payments. 25+ new patients per month. No Denti-Cal. Four operatories, computerized with digital x-rays. Asking \$1,400,000.

LOS ANGELES COUNTY ENDO PRACTICE FOR SALE: Forty-one years of goodwill. Seller completed 613 endodontic treatments on four days per week last year with seven weeks off for vacations. The practice has collected between \$1,063,000 and \$1,112,000 each of the last four years. Located in a prominent professional building with many general dentists, this practice receives 5 or more referrals per year from over 48 dentists. Three equipped operatories with potential for two more. The office is computerized with PBS Endo software, digital x-rays, and CBCT. Asking \$600,000.

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, Dentrix 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 Dentrix 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, Dentrix 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.

VAN NUYS GENERAL PRACTICE FOR SALE: Great opportunity for a satellite location or a starter practice. The office collects \$300,000 plus 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.



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The broker might assert that by including the first \$40,000 of your accounts receivable in the sale will give the buyer their necessary working capital. Nonsense! The buyer can borrow the same \$40,000 from the bank. They don't need any of your accounts receivable. The real reason is that by including that initial \$40,000 of your accounts receivable increases the sale price of the practice which increases the "perceived" value that you are getting for your practice and it increases the broker's commission. Nothing more, nothing less.

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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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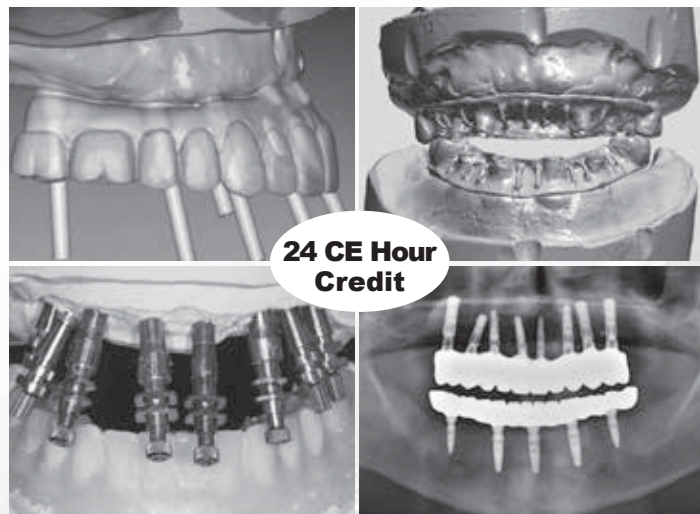
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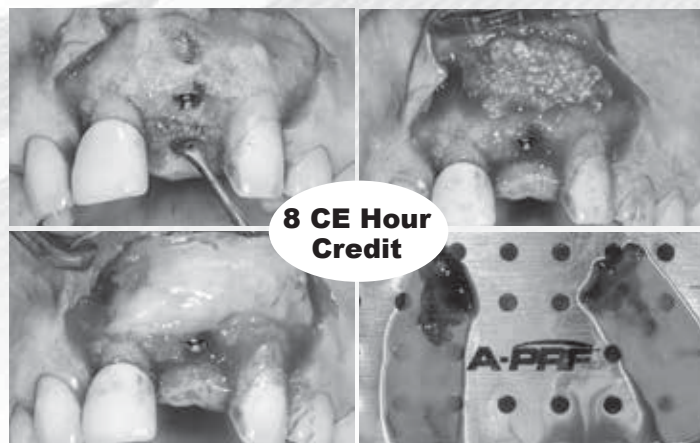
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GLENDALE – Turn-Key General Practice located on the first floor of a two story medical dental business building in downtown Glendale. Well established practice since 1983. The office is open 4.5 days/wk and sees approximately 8-10 patient per day. PPO & Cash Only. 100% patient referral. The practice consists of 3 equipped operatories and 1 plumbed not equipped in an approximate 1,400 sq. ft. office. Not digital. **Grossed \$376,760 in 2019.** Corner location with excellent street visibility and heavy traffic flow. Please contact your CPS Broker for more information. **Property ID #5320.**

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.**

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.**

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- Great street visibility
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- 1x/mo of Ortho
- Sees approximately 25 new patients/mo
- PPO/Cash/Minor Denti-cal
- Practice consists of 3 equipped operatories
- 1 plumbed not equipped operatory room for expansion
- Computerized with Dentrix software
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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. Property ID #5314**

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.**

DUARTE – Price Reduced!! General practice established in 1964 located in a two story mixed use building on one of the busiest intersections in the city. The only dentist in the building. Absentee owner. Associate works 3 days/wk and sees approximately 15-20 patients per day. PPO and Cash only. 100% patient referral. Practice consists of 6 spacious equipped operatories in a ~3,400 sq ft suite. **Grossed approximately \$349K in 2019. Buyer's net of \$57K.** Has Dentrix software and digital x-ray. Reasonable rent for the area. Please contact your CPS Broker for more details. **Property ID #5183.**

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 \$521K in 2019. Buyer's net of \$142K.** 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.**

GLENDALE – Turn-Key General Practice located on the first floor of a two story medical dental business building in downtown Glendale. Well established practice since 1983. The office is open 4.5 days/wk and sees approximately 8-10 patient per day. PPO & Cash Only. 100% patient referral. The practice consists of 3 equipped operatories and 1 plumbed not equipped in an approximate 1,400 sq. ft. office. Not digital. **Grossed \$376,760 in 2019.** Corner location with excellent street visibility and heavy traffic flow. Please contact your CPS Broker for more information. **Property ID #5320.**

GRANDA 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.**

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Juana Dominguez
Executive Administrator

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 the 710 freeways. The practice is currently being run as an absentee. Current Associate works 3 days per week and sees approximately 10-20 patients per month. The practice consists of 3 equipped operatories in a 1,698 sq ft suite. Computerized with Dentrix 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.**

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 Dentrix 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.**

LONG BEACH (COMING SOON) – General practice with over 28 years of goodwill. **Grossed approximately \$516K in 2019. Buyer's net of \$248K. Property ID #5323.**

RESEDA (COMING SOON) – General Practice in single story building with 5 equipped operatories on 2,000 sq. ft. office. **Property ID #5317.**

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 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) Price Reduced!!! – 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.**



Fred Vuittonet, V.P.
Lic #01363583

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WHITTIER – (COMING SOON) General Practice with 7 equipped operatories. **Grossed approximately \$2M in 2019. Property ID #5313.**

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 Dentrix software and digital x-ray. Has reasonable rent and long term lease. **Grossed \$1.340M in 2019. Buyer's net \$807K.** Excellent signage. Corner location. Please contact your CPS Broker for more information. **Property ID #5296.**

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. \$820K 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.**

COSTA MESA (COMING SOON) General practice in two story medical dental building **grossing \$1M. Property ID #5319.**

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 (COMING SOON) – General Practice with Specialties in a 2 story dental building. **Grossed approx. \$1.1M in 2019. Property #5318.**

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 \$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 - General practice with 40 years of goodwill to offer. It has always been in the same single story shopping center, in 2000 the practice moved to the shopping center's premium location placing it in the middle of the shopping center. Right off of the 22 & 5 Freeways. Near residential area and schools. The practice consists of 3 equipped operatories and 1 plumbed not equipped operator in a 1,430 sq. ft. suite. Seller works 2.5 days per week and sees approximately 10-12 patients per day. PPO/ Cash/HMO. No Denti-cal. 100% patient referral. **Grossed approximately \$180K in 2019.** Seller will be focusing on primary office. Great potential for a full time dentist. Please contact your CPS Agent for more details. **Property ID #5161.**

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 Dentrix 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.**

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PRACTICE SALES, INC.

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Dan Parnell, V.P.
Lic #00901038



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.**

SAN BERNARDINO - General practice established in circa 1950 located in 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

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.**

EL CAJON - General practice with more than 30 years of goodwill is located in a 2 story medical professional building and conveniently located right off the 8 freeway. Corner location with private parking. Excellent street visibility. Seller works 3.5 days/wk with 1 day/wk of hygiene. PPO and Cash Only. Does minimal advertising. The practice consists of 4 equipped operatories and 1 plumbed not equipped. It's computerized with Dentrix Software and Digital X-ray. **Grossed \$537K in 2019. Buyer's Net \$204K.** Great opportunity. Please contact your CPS Broker more details. **Property ID 5321.**

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

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PRACTICE FOR SALE/ LA HABRA Well established GP grossed approx. \$974K in 2019. California Practice Sales, Inc. Phone: 714-639-2775

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

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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 area, with great potential. Practice is located on a main thoroughfare 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 potential for growth. 2019 GR \$363K. #CA674- Kerri McCullough - 949-300-0312

BAKERSFIELD PEDODONTIC - Successful 30+ year old Pedo practice with ortho and oral surgery services provides a great opportunity for someone to buy a thriving, well-run practice with 30+ years 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. Practice utilizes 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

HUNTINGTON BEACH - NEW LISTING - Highly desired location on a main street, 5 Ops, Digital x-rays, and a 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- Think 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 practice with 4 Ops, and mostly associate-run. This practice is all Digital and is a cash/PPO practice in a great location. GR \$900K with \$390K Adj. Net. #CA662- Dr. Rishi Salwan - 909-239-2800

LOS ANGELES, WEST SIDE - Price Reduced! West LA practice with a 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 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. 2019 GR \$609K. #CA640- Kerri McCullough - 949-300-0312

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

N. ORANGE COUNTY - 5 Ops, open since 1965 with Dentrix and Digital Pano. Our 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. Practice has over 28 years goodwill and consistent collections over \$1M/year. Dentrix, Digital x-rays, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks' vacation every year. 2019 GR \$1,260,000. 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. Office is updated utilizing Dentrix, 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 Income. #CA664- Kerri McCullough - 949-300-0312

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SAN GABRIEL VALLEY - 4 Ops, main road location with great visibility and 65 years goodwill. This PPO practice features Digital x-rays and most specialty work referred out. Nicely appointed and excellent opportunity for a growing area in Southern CA. #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 over 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 to specialists. 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. Practice utilizes 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 out. 2019 GR \$696K. #CA671- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY PERIODONTAL - 4 Ops, 3 equipped is now available in a beautiful coastal community, open since 2008. Lg surgery suite for implants, nicely appointed, modern, and in a busy strip center location. Seller is open to helping to new owner with proper introductions to 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 an upscale area. EagleSoft, intra-oral camera, Schick Digital x-rays, and laser. 12+ years goodwill at this professional building location, which is 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 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. Newer equipment including a CT Scanner, Digital x-rays, and Dentrux. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 GR \$269K. #CA605- Russell Okihara - 619-694-7077

POWAY - Centrally located with 3 Ops, busy strip center location with room to grow practice. 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 is located in a busy mixed Dental/Professional building with great foot traffic, cross referrals and potential to be relocated into a bigger space in same building. Landlord is 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 Central Coast practice nestled on a lake inlet, minutes to the ocean. Dr. works 3 days per week, 2 days of 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 SW Portland mixed business complex off a main thoroughfare. 2,634 sq. ft. leased building is well maintained with 6 Ops, 1 more plumbed/ready. Dentrux, Dexis Digital x-rays, intra-oral, Pano. 2019 GR \$598K. #OR115- Jessica Burbon - 503-332-6462

NORTHERN CALIFORNIA

AUBURN & FOOTHILLS AREA - 6 Ops, 1 add'l plumbed, Practice Works, 2019 GR are on track to exceed \$1.2M on a 3 day average Dr. work week. #CA632- Jay Harter - 916-812-0500

EAST BAY/CONTRA COSTA COUNTY - 4 Ops, 1,350 sq. ft. 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 - 4 Ops, 1 add'l plumbed in 1,500 sq. ft. suite, Digital x-rays, Dentrux, paperless practice. 2018 GR \$840K on 4 days/week. #CA655- Jay Harter - 916-812-0500

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FOLSOM/RESCUE/EL DORADO HILLS AREA - 5 Op Digital practice. 2019 GR were \$802K on <4 days/wk. Office Condo also available for purchase. #CA581- Jay Harter - 916-812-0500

GREATER EL DORADO HILLS - Multi-doctor practice, 3,000 sq. ft., 8 Ops, 7 equipped, Digital x-rays and Digital Pan. 2019 GR \$2M+. Sellers will work back P/T. #CA578- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - PRICE REDUCED! PPO Practice, 4 Ops, Digital sensors, open 33 years. Office condo available for purchase with practice. #CA561- Jay Harter - 916-812-0500

GREATER SACRAMENTO - 4 Ops in 1,100 sq. ft., Digital x-rays, and Easy Dental. Growth potential! 2018 GR were \$1M+ on a 4 day work week. #CA656- Jay Harter 916-812-0500

HAYWARD - Dr retiring from cozy, 900 sf, 3 Op practice with opportunity to purchase part of building. Very desirable area with low rent if not purchasing bldg. #CA649- Kim Ta - 408-687-5001

LAKE TAHOE AREA ENDODONTIC - 3 Ops, 3 Digital sensors, Cone Beam in 1,100 sq. ft. Consistent GR \$525K for last 3 years on 4 days/wk. #CA602- Jay Harter - 916-812-0500

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

MENLO PARK - NEW LISTING - 4 Ops, rare opportunity in a highly desirable location. 6 days Hygiene, Digital x-rays, Itero Scanner, Dentrrix, and paperless charts. Delta PPO and FFS only, seller will remain for a smooth transition. 2019 GR \$1M+. #CA686- Jim Engel - 925-330-2207

MONTEREY - 4 Ops, 1,600 sq. ft., Digital, 2018 GR \$1M+ on 4 days/wk. 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, very spacious. 7 equipped Ops, 2 additional patient rooms, with room for expansion. #CA658- Gina Miller - 707-391-7048

NORTHERN SACRAMENTO AREA - Established GP with 50+ years goodwill. Each Op has view to private & beautiful garden space. 2019 GR \$616K on a 33-hour average work week. #CA667- Jay Harter - 916-812-0500

REDDING AREA - NEW LISTING - MUST SELL - SELLER IS MOTIVATED WITH LOW ASKING PRICE/SELLER-FINANCING CONSIDERED. 20+ years goodwill, 6 Ops, 8 hygiene days/wk., booked 6 mo. in advance. 2019 GR \$782K. #CA668- Jay Harter - 916-812-0500

REDDING AREA - GP Practice in 1,600 sq. ft., 4 Ops, 1 add'l plumbed, Dentrrix, Digital Sensor, Digital Pano, and newer CEREC. 2019 GR \$558K on a 32 hour work week. #CA648- Jay Harter - 916-812-0500

ROCKLIN/LINCOLN AREA - 6 Ops + 4 add'l plumbed, paperless with Dentrrix, Dexis Digital sensor, Laser, Digital Pano, and newer CEREC. 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, Digital pano. 2018 GR \$680K. 5,000 sq. ft. building available to purchase. #CA567- Jay Harter - 916-812-0500

SACRAMENTO AREA - SELLER MUST SELL DUE TO DR ILLNESS - 4 equipped Ops, 1 add'l plumbed. 47 years goodwill, only 24 Dr. hours/week. 2018 Prod. \$574K. 1,403 sq. ft. office Condo available for purchase. #CA603- Jay Harter - 916-812-0500

SAN FRANCISCO FACILITY ONLY- NEW LISTING - 3 Ops in 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 goodwill. Highly desirable 4 Op practice! Beautiful office w/ a healthy hygiene program. Retiring Dentist willing to help transition or work back a couple of days/wk. following sale. 2019 GR \$740K+! #CA657- Dr. Rishi Salwan - 909-239-2800

SAN JOSE - Busy retail plaza location, 8 Ops with top of the line ADEC equipment. Dentrrix, Digital sensors and so much more. 2018 GR \$465K on a 34-hour work week. Priced to sell! #CA627- Kim Ta - 408-687-5001

SONOMA COUNTY - Large Family Practice 30+ years goodwill. Solo dentist owner with in-house specialists. 2019 GR over \$2.3M. Real Estate for Sale or Lease option. #CA544- Gina Miller - 707-391-7048

SONOMA COUNTY - 2018 GR \$906K. 1,000 sq. ft, 3 Ops w/opportunity to expand. Paperless, Dentrrix PM, XDR Digital sensors. 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 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 goodwill. 5 Ops in 1,700 sq. ft. with film-based pano and Dentrrix. 2019 GR \$556K on a 32-hour work week. #CA645- Jay Harter - 916-812-0500

VALLEJO - 4 Ops in 1,650 sq. ft., Digital x-rays, Digital Pan, Diode Laser, and Eaglesoft with paperless Charts. 2019 GR \$791K with 40+% Adj. Net. Newer equipment, strong hygiene program. Sellers will work with buyer for a smooth transition. #CA469 - Jim Engel - 925-330-2207

CENTRAL CALIFORNIA

CENTRAL VALLEY PEDIATRIC SPECIALTY - Shared space with an Ortho Practice totaling 3,800 sq. ft. and 7 treatment chairs. 2019 GR \$610K as a P/T practice. #CA660- Jim Engel - 925-330-2207

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

GREATER FRESNO AREA - NEW LISTING - 4 Ops, Digital, PPO/Denti-Cal, Fast-growing area, Bldg available for purchase. #CA676- Jay Harter - 916-812-0500

GREATER FRESNO AREA - 6 Ops, Digital sensors, and Diamond Dental PM Software. 2018 GR \$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 hygiene per week, and hygiene schedule is booked out 6 months in advance. 2018 GR \$691K. #CA642- Jay Harter - 916-812-0500

MODESTO AREA - Established neighborhood with 62 years goodwill, 5 Ops. Practice only open 3 days per week and 2018 GR \$1M+. 1,450 sq. ft. Dental Office Condo (with upstairs bonus rooms included) can be purchased or leased with Dental Practice. #CA635- Jay Harter - 916-812-0500

STOCKTON AREA - NEW LISTING - 7 Ops, Associate-run, Digital, Paperless, Digital Pano, HMO/PPO. GR \$679K. #CA572- 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

VISALIA - 5 Ops, Real Estate also available, Digital, great visibility, main street frontage with sign and easy, free parking. 2019 GR \$327K. #CA628- Steve Caudill - 951-314-5542

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- USC Undergrad - 1983
- USC Dental School - 1987
- USC Endodontic - 1989
- Hired Associate - 1992
- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
 - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
 - Sold MPG to Henry Schein - 2013
 - Managed HS brokerage business from 2013 through 2018 in 7 states

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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

COVINA – RECENTLY REDUCED

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 - Two entrances and private ops. that help ease health concerns during this time. Seller will consider any reasonable offer!**

ENCINO TURN-KEY

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

LAWNDALE - 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 visibili-**

ty with plenty of parking. You know with leaseholds we don't give financial information, but he did share he did 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 - RECENTLY REDUCED

2 eq. treatment rooms & 1 plumbed treatment room 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. **\$25,000!**

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

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 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!**

ROWLAND HEIGHTS – NEW LISTING

2 eq. ops. in an efficiently designed 800 sq. ft. suite located in a single story, busy strip center. Frequented area off Colima that is attracting approx. 15-20 new patients per month. Seller started the practice 2.5 years ago but has not been able to grow it to its full potential because of health reasons. **Low Overhead!** Everything in the practice looks new and is well-maintained. **CT Scanner included!**

TORRANCE – NEW LISTING

6 eq. ops & 1 plumbed not eq. op. in a high producing, efficiently designed, 2,300 sq. ft. suite located in a single story, freestanding building with a large parking lot. Great visibility with 4 large signs and just a couple of blocks off the 405 freeway. **15 Years of Community Goodwill. Provider for the Longshoreman's Union.** Primarily HMO and CAP. **Retiring Seller.** Qualified staff in place. **Solid, consistent, collection history.**

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. **\$119,000**

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. **\$132,500.**

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!

LA HABRA – NEW LISTING

2 eq. ops. in a 1,400 sq. ft. suite with room to expand. Located in a single story, professional building on a busy street. 29+ years of Goodwill. Rent is \$1,771/month. Low Overhead. Retiring Seller. 90%PPO & 10% Cash. Long-term staff in place. Seller collected \$84,459 on a part time schedule. \$60,000

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!



Greg Beamer, Dental Broker
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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. ops. in a spacious, 1,500 sq. ft. suite located in one of the busiest shopping centers in Chino Hills off the 71 freeway. Landlord is ready to negotiate a new, exclusive lease. 3 Intra Oral Cameras, Digital Xray, Dansereau Equipment, and more. A must see to appreciate. Leasehold Improvements & Equipment Only

CHINO

Two story, free standing building with an excellent location and visibility. **5 eq. ops. in a 3,950 sq. ft. spacious, beautifully design suite** with a second floor ready for expansion. A true must see to appreciate! Location would be great for a Multi-Specialty Large Group. 5 X-Calibur Belmont Chairs, 5 Mirage Front Deliveries, 5 Schein Lights, 2340 Tuttnauer, Tech West Vacuum, Copeland Compressor, 2 Global Microscopes, Whaledent, 2 Phot x, and more. Leasehold Improvements & Equipment Only; Equipment for Sale.

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 Xray, 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. Dentrix 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.**

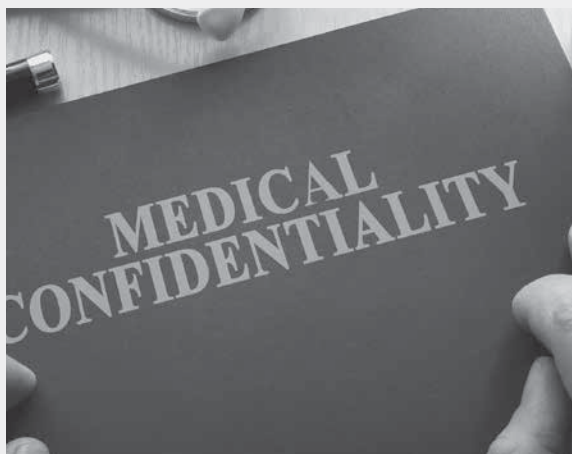
TEMECULA- REDUCED \$99K

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.** Collected approx. \$70K+ a year on a 1-2 day work week with little to no advertising!

VICTORVILLE

11 eq. ops. in a 3,700 sq. ft. suite located in a single story medical center down the street from the hospital. 50 Years of Goodwill! **Rent is \$3,160/month.** Solid hygiene schedule. Office has Dentrix Software, digital x-rays and intra oral camera. Long-term trained staff. The office collected **approx. \$904,920 in 2019.** The compressor and vacuum systems are outside the building in a locked closet, so inside the practice there is zero equipment noise. **Plenty of patient parking.**

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West Hollywood Dental office is Sub-leaseing one or two private rooms Pt/FT. contact oshin@droshin.com for more info

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#6099 - Hemet to Temecula - Estb 60 yrs. Full price \$250k Grossed near One Million now part time Beautiful 2,500 sq.ft. building included with room for apt with 5 updated Ops. Including mod Cerec, new camera/software \$40,000. Can produce one day crowns in seconds Building bargain Call Tom Fitterer (714) 345-9659

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TEMECULA- 3+1 ops. Busy strip center. Low Overhead All Digital! \$99K Greg Beamer 909-542-4891

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WEBINAR 1 - June 9, 6:00pm

CARES Act- EDIL vs PPP – How to request, use and get the maximum benefits through forgiveness and improve cash flow? Step by Step process and FAQs.

Small Business Administration's (SBA) is unlocking billion for loans and grants providing working capital to cover urgent business costs, including payroll costs, employee benefits and leave, mortgage interest payments, debt refinancing, rent and utilities

WEBINAR 2 - June 16, 6:00pm

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 3 - June 23, 6:00pm:

Tax and Financial Planning for New and Associate Dentists

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

WEBINAR 4 - June 23, 6:00pm:

How to operate a dental practice profitably?

Know the process of benchmarking and how to be in control of overhead. Reviewing financial and software information to manage operations and costs. Tax and wealth planning for dentists.

AS A DENTIST, DO YOU EVER ASK YOURSELF?

- What should my first steps be to get well started?
 - How to deal with student loans?
- Am I paying too much in taxes or missing out on deductions?
 - How to operate a practice profitability?
 - How to prepare before buying a dental practice?
- What steps to perform before selling my practice? How can I sell it for maximum profits and lower expenses and taxes

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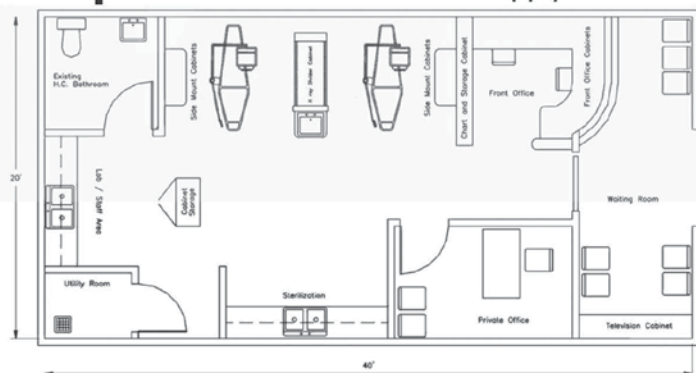
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Calabasas: 4 ops, 3 equipped, Dentrux, Dexis, intra-Oral cameras, dig. Pan. On a busy street with high visibility, reasonable rent for the area. 1100 sqft on ground floor. Sold Sold Sold

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 equipped 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.

West Covina: 35 year practice, fully digital in a retail strip center. Lots of activity, great parking room to grow.

Orange County: Want to be next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec room for CBCT. Ground floor retail. Ready for sale now. Price reduced.

Los Alimitos: Large office 2000 sqft 4 ops, room for more. 8K Cap Check, digital, room for 3 more ops. Consult room. Convenient location. Sold Sold Sold

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. Dentrux and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost.

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.

Westchester: 3ops collections Tracking over \$200K on busy street, digital sensors and Open Dental. Great views

Glendale: 3 Ops over \$400K in collections on 4 days a week, 4 days of hygiene, digital on a main street in Glendale. This will go fast

Alhambra: 3 equipped room, street signage, Ready to go with great visibility.

Beverly Hills: 2 ops equipped and built, room for 4 great views. Retiring dentist

North Hollywood: 2000 sq ft building for sale 9 ops room for more. Great parking with practice.

Sellers: Please be aware that I am respectful of your privacy. The listings only have minimal information designed to keep the office sale secret. I consider the practice one of your most valuable assets, and for most sellers a key component to their ability to retire.

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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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VIEW PARK/WINDSOR HILLS (LA)

2018 Collections \$482k. Nice neighborhood practice serving the community. Option of building ownership.

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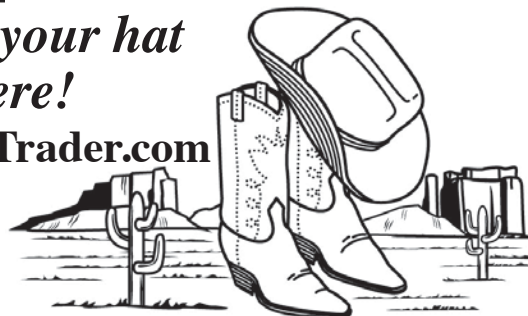
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NEW (A) TORRANCE PCH DSO OR HUSBAND/WIFE SHOWPIECE--ESTB 1984-10,000 charts market PALES VERDES TO LAX --50 TO 70,000 Autos pass daily approx across st fro major retailers HI IDENTITY PLUS HI TECH ADEC LIKE NEW 6 OPS GORGEOUS PT LADY DDS BUILT FOR DAU SPARED NO EXPENSE 5000 HMO CHKS PAYS 56%OF COST TO BUY Within 36 months buyers will net \$50,000 a month after 5 yrs net 1,000,000 per year an achievable goal.

(C) GP Innovator Gr 1.7 Net over million FP 1.5 Nothing fancy low tech dentistry,low OH

(D) San Diego Group, LEGAL DSO 4 OFFICES GROSSING 3.7MILLION

(E) TEMECULA SHOPPING Center HI VISABILITY 5OPS GR 40 TO 50 k-Mo ABSENTEE owner/operator will double first year. Bargain.

(3) UPLAND ESTB 38 Yrs 3 ops Gr \$330k. 2000 active patients

(6) Palm Springs Area Gr \$1,500,000 incl specialist's rm to grow 2 mill plus 8 ops Best Buy.

(9) UNION PRACTICE INLAND EMPIRE Gross \$550K 2.5 dys by choice Net \$350 approx 5 Opslow OH

(10) OC Orange Starter Estb 1970 Seller PT Near Chapman/Tustin St Gr 400 Merge or Grow

(12) MDR Net Take Home one million HMO 5 to 8k/mo Resume required

(15) LagunaWoods Gr \$800,000 PT during Renovation. Renovation Over should gross one million

(18) LA HABRA HUGE SHOPPING CNTER, well maintain PT Seller will stay. 6 ops

(19) EAST LA Estb 60 yrs, 3 ops Rent 1600 Part time Senior Gr 285K IN TWO DAYS do \$500K 3.5 days Very high visibility, Bargain at \$195K

(20) BEAUMONT/ BANNING Senior Gr \$ 250K one op, Rent \$960 Take home \$200K

(21) Retirement, BEAUMONT AREA 8000 NEW HOMES TO BE BUILT 5 MIN FR RETIRING DDS estb 1988 having 4500 reg patients many active. 1550 sq ft 3 ops rent 1650, Ave Gross \$365K.

(22) 210/57 HI IDENTITY-UNBELIEVABLE STATE OF ART PPO FEE FOR SERVICE for discriminating husband (or) wife team 10 ops, New everything Estb 25 yrs, recent 500k renovation with Conebeam, Cerec, lasers, Grossing 1.1 million, previous 1.2 Seller has two practices, cannot do both justice. This is a 2 million location.

THINKING OF RETIREMENT CALL --TOM FITTERER-- PPS CAN ADVISE HOW BEST TO PREPARE--

GREAT TIME TO THINK ABOUT CHANGE. NOT DOING TYPE OF DENTISTRY YOU LIKE TO DO--LOOK TO TOM FITTERER & PPS to plan your future.

SMALL CITY NEAR BAKERSFIELD Seller built \$450,000. 4500 sq ft beautiful home, (Cost 1.5 million in OC) Built Hi Identity Dental building 7 A-Dec opps 3000 sq ft next to Health Center for 1,200,000 million. Estb 32 yrs grossing one million. Buy all at Bank Appraisal 5 Dentists serving 40,000 market area patients. Run for Mayor.

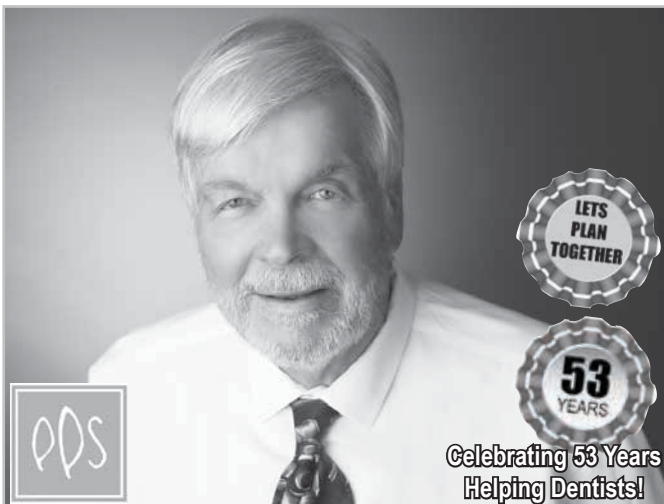
Palm Desert Hi identity on 111 Estb 2007 Terrific one girl staff mostly Hispanic low overhead one staff can handle Rent 1600. Gross near \$300,000, Semi Retire on 2 or 3 days 4ops 2 Equip

PPS HAS SOUTH BAY OPPORTUNITY FOR TALENTED GP TO NET \$50,000/mo.

THOUSAND OAKS CLASSIC PRACTICE ESTB 42 YEARS One Partner willing to work back 3 to 5 years Grossing one million Refers out a lot to Specialists. 5 ops Owners own 25% of Building housing 4 Dentists incl Ortho Great for Specialist or GP.

REDONDO BEACH Semi Retire work 2 to 3 days-low overhead. Estb 20 yrs 2 ops, super staff. Rent \$1550 Seller refers a lot. Full Price \$118,000. 4 Endo & 4/6 OS & 6 Ortho.

HISPANIC AREA. CALL TOM FITTERER NOW. Hemet - APT and Dental Building ESTB 50 YRS Absentee Seller. This is a neglected opp Beautiful 5 op Dental office Open Part time Will do \$500K first year. 1 mill in three years like one prior owner. Pay Mortgage that never increases, instead of rent that does every year. Part time seller will transition, with new upgraded Cerec that does one day crowns in seconds. \$250K Buys practice, Small down buys building. Historic location for over 50 years. live in apt if you like and work during week. live on beach on weekends. No stress area.



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Fresno GP for sale, 3ops, 4days/week, 2 hygiene/week, gross 356k, PPO/HMO/Denti-Cal, fresno.listing2020@hotmail.com

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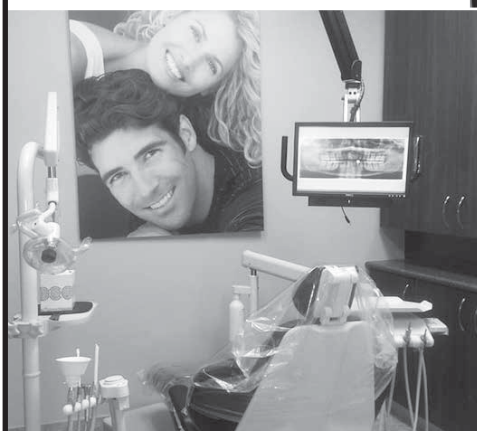
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