

THE Dental Trader

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No. Calif. Edition

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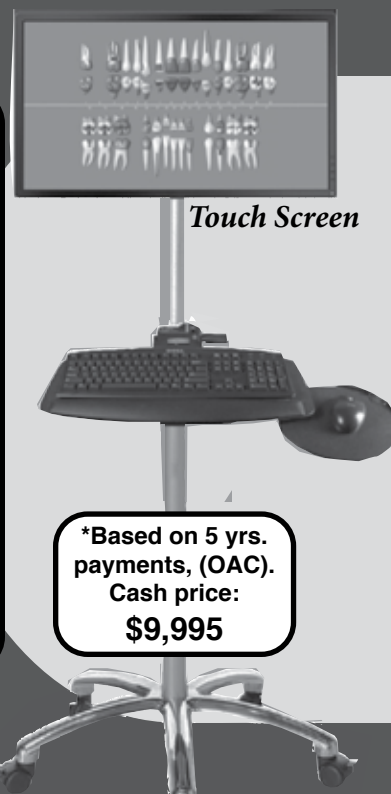
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Dr. Jordan Tucker D.D.S.



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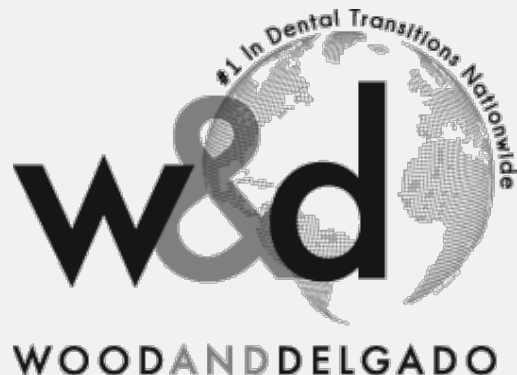


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Sunnyvale Office Lease+Equip Sale: 8 ops 3000 sf. email: svoffice500@gmail.com

FREE - AT 2000 Plus X-Ray Film Processor & Developer. Pickup or pay S&H. Good condition. Call Pranay - (408)223-2500.

South OC restorative practice. Beautiful 1,275 sq. ft. suite. 2019 collections \$660K. Asking \$450K. Contact info@wppps.com

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

Endodontist, experienced, gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

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

Perio-implant services. Coming to your office. I can bring my own equipment and implant system. Call: 818-588-0440 Raffie

SF Perio profitable practice; 30 yrs 2000 active patients, 60% net profit Associate to ownership \$395K sectg85@gmail.com

office wanted east bay area walnut creek, concord, pleasant hill, martinez, brentwood Email: practiceseeker575@gmail.com

Dental Spaces For Lease. San Jose, CA. I-280 & Saratoga. TI. ADA. Air & Vacuum. Parking. Storage. Call 6502041357

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

Ross orthodontic chairs & side units+ matching doctor stools & waiting chairs+ laptops. 6502041357. All offers entertained

Motivated Seller: consistent \$530k gross/\$270k net Bay Area practice for sale. Free \$28k A/R if sold soon. 6263403404

Southbay LA - FFS/PPO/GP, 4 ops, 2019 Collections \$778K. Asking \$710,000. Contact info@wppps.com

Restorative practice - South OC. 2018 Revenues \$522K. Asking \$450K. Contact info@wppps.com.

Lease the entire dental office monthly near Downtown L.A., Rent and patients included. Call (310) 384-4360

SONOMA COUNTY GP FOR SALE - 2019 GR \$2.3M. RE for sale/lease. HSPPT- Gina Miller 707-391-7048 #CA544

VALLEJO GP FOR SALE - 2019 GR of \$791K, 4 Ops 1,650 SF. HSPPT- Jim Engel 925-330-2207 #CA469



Gary Pascua D.D.S. Sales Agent
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**CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)**



Paul Maimone Broker/Owner
CA Broker #01172430

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

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.

BELL - Smaller, but "MIGHTY PROFITABLE!" (4) Op computerized G.P., located in a strip center on a main thoroughfare, with exposure/visibility/signage & parking. Digital x-rays, plumbed for nitrous, 6-10 year old equipment, new floors & recently painted. Cash/PPO/HMO/Denti-Cal pt. base. CAP Check \$3,500/mos. (36) years of Goodwill. 2019 Gross Collect. \$311K+ with an amazing Gross Net of \$173K+. Very Low Overhead (< 45%)! Seller retiring but will assist with a transition. **NEW**

CANYON COUNTRY - (5) op G.P. (4) ops eqtd. Shopping Ctr Location on a major thoroughfare w exposure, visibility & signage. Averaging (33) new pts/mos. Dentrux, Digital x-rays & Pano, Trios Scanner, & Chartless. Newer eqt. Cash/PPO/HMO. Averaging \$452K/yr. in Collections. Selling to concentrate on main practice. **MAJOR PRICE REDUCTION!**

L.A. (BEVERLY HILLS ADJACENT) - 4 op comput. GP/OS office. Digital, Dentrux, 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**

LANCASTER #5 - "Steady Eddy!" Annual Gross Collections between \$538K & \$566K for last (5) years, with an Average Annual Est. True Net Income of \$214K. (3) op comput. G.P. in a two story prof. bldg. w easy fwy. access. (4) days of Hygiene. Cash/Ins/PPO pts. (32+) years of Goodwill. Refers out all Endo, Perio, Implant Placement & Ortho, & diff. O.S. & does no advertising. Primed for growth. Seller is retiring and has "Value Priced" the practice to Sell! Will assist with a transition. **NEW**

PACOMA - (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**

SHERMAN OAKS #6 - (3) op comput. G.P. in a strip ctr, on a major thoroughfare, with exposure/visibility & signage. Collects \$150K/yr p.t. Digital x-rays and Dentrux software. Cash & PPO no HMO and No Denti-Cal. **NEW**

VALENCIA G.P. AND CONDO - (6) op comput. G.P. & an 1,860 sq ft Condo. Located on the 2nd floor of a well-known prof. bldg. w easy fwy. access. Fee for Service patient base. (24) years of Goodwill. Dentrux & Dexis. Digital X-rays & newer eqt. Average Gross Collect. (\$820 K+/yr.) on a 3 day week. Refers out Diff. Endo, all Ortho, Some O.S., and all Implant Placement. Excellent growth potential with more hours, advertising, & keeping specialty work in house. Owner moving out of the area but will assist w a smooth transition. **NEW**

ORANGE COUNTY

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SAN DIEGO COUNTY

SABRE SPRINGS/POWAY - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops 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 Adtec 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.

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

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

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El Cerrito, Established family practice in prime location, 50 years goodwill, 4 complete ops, newer equipment, digital x-ray, excellent visibility, large parking lot, Carol Kim 510-334-3008

santa rosa dental office great equipment, remodeled 900 sq ft 3 op, 2 bathrm .cheap rent. unbelievable opp, even for these times 7074948498

SAN JOSE: Family-oriented practice in a highly desirable neighborhood! ~1400-1600 sf w/ 3ops + add'l \$150k (DG-1142) WPS/800-641-4179

Oceanside Practice For Sale | \$475,000 | 5-Star general/implant practice located in a busy shopping center. Contact info@integritypracticesales.com (855) 337-4337

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Legal Tip: C (but not S) corporations can deduct disability insurance premiums. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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


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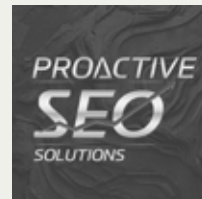
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"Lee Maddox was my anchor while a stormy sea of uncertainty raged about me. I needed a quick exit and sell my solo GP. He was organized and gave sound advice based on years of experience. I found that he was always professional, honest and ethical. I am grateful and appreciative." Julie Ito, DDS - Lee Maddox, DDS, Esq. (949) 675-1515

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Sacramento Practice for sale. Quality practice, mostly higher end ppo and cash. No welfare or hmo. 20 plus years of goodwill, three days a week of relaxed schedule with ample vacation time doc produces \$375K per year. Doc does the hygiene, refers out molar endo, thirds, implant placement, ortho. Someone young and ambitious could turn this into \$500K in short order. Good lease. Price \$280K drbrianbolstad@comcast.net 916-955-3294

BELL - SMALL, but "MIGHTY PROFITABLE." (4) op G.P. in a strip ctr. Cash/PPO/HMO/Denti-Cal. Cap Check ~ \$3.5K/mos. 2019 Collects. \$311K. Gross Net \$173K (55%). Seller retiring. D&M PRACTICE SALES (818) 591-1401

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HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY – ARCATA Special area to raise a family and enjoy quality of life. Best location. Seller works 3-day week by choice. 2019 collected \$360,000. Before reducing schedule, collected \$420,000. Practice wants to be full-time. Full Price \$50,000. To learn more, go to PPSellsDDS.com and view particulars under Current Listings.

GENERAL DENTIST JOB OPPORTUNITY SAN BENITO HEALTH FOUNDATION, HOLLISTER CA. 831-801-8922 ekercado@sanbenitohealth.org

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

El Cerrito, Established family practice in prime location, 50 years goodwill, 4 complete ops, newer equipment, digital x-ray, excellent visibility, large parking lot, Carol Kim 510-334-3008

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Itoro Element 2 scanner; Gently used, Warranty good till Sept. support & maintenance of unit. \$23K Email rogerlidds@gmail.com

Orange County Practice for Sale Grossing over \$700K annually with a healthy net. Extremely desirable patient demographics & location. High traffic intersection. Insurance based practice with low concentration in Delta Dental. Room for 5 Ops. 4 are equipped & all dental chairs less than one year old. Elias Partners 888-711-0808 Financing Available. Free Buyer Registration at www.elias-partners.com

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Los Angeles County

Beverly Hills – Just Renovated
 ▪ BH Triangle. Premier building
 ▪ 3 Eq. Ops.
 ▪ Gross ~\$473K on 2-3 days/wk

Cerritos – 2019 Gross ~\$240K
 ▪ Premier Shopping Center
 ▪ Reasonable Rent. 3 ops.
 ▪ Seller stays for family reasons.
 ▪ Accepts most insurances
 ▪ Capital Check ~ \$5,000/month

Glendale – Gross ~\$484K.
 ▪ Seller Retiring. GP with Ortho.
 ▪ Mostly Cash/PPO.
 ▪ Commercial complex. 4 Ops.

Hawallan Gardens
 ▪ Shopping Ct. Reasonable Rent.
 ▪ 10 years of goodwill.
 ▪ 1,200 sq.ft. 4 ops. + 1 plumbed.

Inglewood ~ Gross ~ \$1.05 M
 ▪ Excellent Location! Shopping Plz.
 ▪ Accepts all insurances, mostly PPO
 ▪ Many in house specialists.
 ▪ High capitation checks.
 ▪ ~1,450 sq.ft. + 4 ops. + 1 plumbed

Lawndale – Equip. & Leasehold
 ▪ 5 Belmont Chairs, ~2,240 sqft
 ▪ Strip Mall.
 ▪ Reasonable Rent

Long Beach – Boutique Practice
 ▪ Premier Shopping Center
 ▪ 3 equipped Ops. + 1 plumbed

Los Angeles – Mostly PPO/FFS
 ▪ 2019 Grossed ~ \$450 - \$500K
 ▪ Many patients with Hispanic origin
 ▪ Strip mall close to MacArthur Park

Northridge – Great Location!
 ▪ Starter Practice. Strip Mall
 ▪ 4 equipped ops.
 ▪ Digital Office

San Diego County, CA

Lakeside – Doctor retires
 ▪ Shopping center
 ▪ Grossed ~ \$254K on 3 days/wk
 ▪ ~ 50% FFS/PPO & ~50% HMO/Cap.
 ▪ Capitation check ~ \$4,300/month

National City – Gross ~ \$193K
 ▪ Doctor retiring
 ▪ Starter Practice.
 ▪ Shopping center. 4 equip. ops.
 ▪ ~65% HMO/Cap & ~35% FFS/PPO

Solana Beach – Leasehold & Equip.
 ▪ Shopping plaza. 3 eq. ops.
 ▪ Current pt base predominantly PPO

Orange County

Anaheim – Mostly PPO/FFS
 ▪ Close to Freeway 5 & Disneyland
 ▪ Collects ~ \$190K
 ▪ ~1,100 sq.ft., 3 equipped ops.

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 – Starter Practice
 ▪ 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

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 – Motivated Seller!
 ▪ Collects ~\$894K. Family Dentistry
 ▪ Shopping plaza. By park & school.
 ▪ 25+ years of goodwill. 16 Ops.

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

Fairfield – Seller Retiring
 ▪ Good visibility. Busy location.
 ▪ Gross ~\$205K. No marketing
 ▪ Opens 4 days/wk. No Weekend

Fremont – Gross ~\$660K
 ▪ ~95% PPO, 5% CASH
 ▪ Opens 4 days/wk. 5 Eq. Ops.
 ▪ Refers out complex procedures

Pacifica – Gross ~\$318K
 ▪ All PPO/CASH
 ▪ Shopping plaza.
 ▪ Family oriented. High-quality dentistry.
 ▪ ~1,200 sq.ft., 2 ops + 2 plumbed

Sacramento: Real Estate Included
 ▪ Large Shopping Center
 ▪ Gross ~ \$1.2- 1.4 Million
 ▪ 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.

Vallejo – 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.
 ▪ No Marketing. Room for growth
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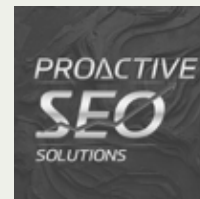
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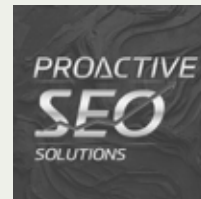


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"Space share" We are looking for a dental office to share office space in Sacramento area to practice exodontia only. Interested in zip codes 95843,95624,95765,95747,95757. We are not requesting a specialist. Email cmeeder@wisdomteethpros.com

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Vacaville Practice For Sale | \$639,000 | Very successful, established GP in a beautiful, vibrant city! Contact info@integritypracticesales.com (855) 337-4337

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Ortho Office Contents For Sale. Retiring doc selling chairs, sideunits, supplies. docfrerichs@yahoo.com or 619 298-1775

South OC Restorative FFS practice. Turn key high-tech suite. 2019 revenues of \$1,070,000. June 2020 Collections \$137,500K. Asking \$917,000. Contact info@wpppps.com

MENLO PARK GP FOR SALE - 4 Ops, Digital, Dream Location. 2019 GR \$1M+ w/low overhead. HSPPT- Jim Engel 925-330-2207 #CA686

DENTAL PRACTICE in SAN FRANCISCO. 2019 Gross ~ \$1.55 Million. All FFS/PPO. Very reasonable rent. Over 50% profit margin on mostly general dentistry. Call Loc Pham, BRE#0187578. (714) 714 - 7944. <https://LCFpracticesales.com>

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Digital Xray- Bel 24 +Velatex dev. machine (only 1 yr old) for sale by retiring GP. 949-202-6844/ hyphamdds@hotmail.com

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I placed some unclassified ads in The Dental Trader to sell unwanted dental equipment and was besieged by so many telephone calls from readers that it became a problem. The Dental Trader works a little too well.

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Dr. Rishi Salwan
License #02085289
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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

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

COASTAL ORANGE COUNTY - 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

COVINA - NEW LISTING - 4 Ops, 67 years in this location, 22 with seller. Strong hygiene program booked 6 mo. in advance. Room to grow with specialties. Desirable bedroom community. #CA692- Kerri McCullough - 949-300-0312

DIAMOND BAR - Beautiful office, T.H.E. designed and built-out. 4 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 - 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 - 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 - 4 Ops, located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental. 2019 GR \$466K. #CA673- Thinh 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

LONG BEACH - 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

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 \$449K. #CA640- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY - 5 Ops, open since 1965 with Dentrux 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

N. ORANGE COUNTY PEDO - NEW LISTING - 2 Quiet rooms and 2 chairs in Open bay with room to expand 2 more in an affluent location. This digital, paperless office has a well-trained staff and many great referral sources nearby. 2019 GR of \$557K with high profit margin and 18 years goodwill. #CA1351- Kerri McCullough - 949-300-0312

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

OXNARD - NEW LISTING - Very nice practice located in professional building in a great area with 4 Ops and Digital x-rays, opened 35+ years ago. Seller has owned it for 3 years and has a primary office in LA and wants to sell. 2019 GR of \$662K. #CA1164- Steve Caudill - 951-314-5542

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. Dentrux, Digital x-ray, 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 Dentrux, Digital x-rays, Pano, CT Scan, and much more. This practice will go quickly, be first to call. 2019 GR \$1.1M+ with \$490K+ Adj. Net 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 - 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

SOUTH BAY LOS ANGELES - NEW LISTING - 7 Op practice on a large lot with parking. 50% Medi-Cal with CAP check of \$6K-\$7K per month plus PPO/Cash. The stand-alone building is for sale at \$700,000. The area has easy access for patients to walk from the adjoining neighborhood. #CA1050- 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

SOUTHERN CA DESERT AREA - 4 Ops, 27 years goodwill. Strong hygiene program with high-end patient base with continued growth. Upstairs location with beautiful views, elevator access. Seller is open to a transition period. Great opportunity for growth as seller refers out most specialty work. #CA691- 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

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 - 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 - NEW LISTING - Very nice practice located in professional building in a great area with 4 Ops and Digital x-rays, opened 35+ years ago. Seller has owned it for 3 years and has a primary office in LA and wants to sell. 2019 GR of \$662K. #CA1164- Steve Caudill - 951-314-5542

NORTH COUNTY - NEW LISTING - 5 Ops, 46 years goodwill, Digital, E4D. Strong hygiene office and most specialty referred out. 2019 GR of \$1.1M with excellent net income. #CA689- Thanh Tran - 949-533-8308

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

SAN DIEGO - 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

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 day 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

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

NIPOMO, CENTRAL COAST - NEW LISTING - 5 Ops, perfect opportunity for a start-up with a small-town feel. Walk in and start seeing patients, dental software and digital x-rays are already in place. All reasonable offers will be considered. #CA1208- Kerri McCullough - 949-300-0312

SANTA MARIA - NEW LISTING - 5 Ops, digital, and 25+ years goodwill. Newly renovated, the practice sees 30 NP/mo. with a strong hygiene program. Future growth with keeping specialties in-house. Beautiful Central Coast Location. 2019 GR of \$1.1M+. #CA1218- Kerri McCullough - 949-300-0312

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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

NORTHERN CALIFORNIA

ALAMEDA - *NEW LISTING* - 4 Op practice housed in a beautiful Victorian home. 10 days hygiene per week and 2019 Revenue of \$1.4M+. 42 Years Goodwill. Real Estate also available if desired. #CA1287- Jim Engel - 925-330-2207

AUBURN & FOOTHILLS AREA - *PRICE REDUCED*, SELLER MOTIVATED - 6 Ops, 1 add'l plumbed, Strong Hyg Prog, Digital, 2019 GR over \$1.1M on a 3-day average Dr. work week. #CA632- Jay Harter - 916-812-0500

DOWNTOWN/MIDTOWN SACRAMENTO - *PRICE REDUCED* \$70K - 4 Ops, Digital, 58 Years Goodwill, room to grow keeping specialties in-house. GR \$607K. #CA590- Jay Harter - 916-812-0500

EAST BAY - *NEW LISTING* - Retail shopping center location with 4 Ops, 3 equipped. Updated with Digital x-rays, Pano, Lasers, and Nitrous Oxide-ready. Average 30 NP/mo. Open 4 days/wk., this is a cash and PPO office with 2019 GR of \$614K. #CA684- Dr. Rishi Salwan - 909-239-2800

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, Dentrrix, paperless practice. 2018 GR \$840K on 4 days/week. #CA655- Jay Harter - 916-812-0500

FOLSOM/RESCUE/EL DORADO HILLS AREA - 5 Op Digital practice. 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 - 50+ Years Goodwill, 5 Ops, 4 Equipped, Digital, CBCT, 4 Hyg days/wk. 2019 GR \$434K. #CA678- Jay Harter - 916-812-0500

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

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

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

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 - *NEW LISTING* - 6 Ops in 1,850 sq. ft. with Digital X-Ray, Paperless charts, Digital Pan, CAD/CAM, and Diode Laser. Upscale building near major shopping complex. Seller will stay on P/T if needed. Est. 35+ years with \$1.3M GR and Adj. Net of 38%. #CA1140- Jim Engel - 925-330-2207

SAN JOSE - 6 equipped Ops and 4 add'l available. Dentrrix, Dexis Digital x-rays and Digital Pan. 2018 GR \$998K. #CA600- 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. 4 Lasers Hyg. on 4½ day work week. 42 yrs. Owner. 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

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

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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.

WORKSHOP SCHEDULE:

November 20th - 22nd, 2020

March 26th-28th, 2021

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**\$875: Recertification conscious
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-Kevin Chou DDS, general dentist, Bakersfield.

Dear Dr. Periklis Proussaefs, Thank you for the wonderful course. I was doing conscious sedation for many years and took several renewal courses. Yours was indubitably the best. Very informative. Extremely to the point. Clear and very captivating. I learned a lot this Sunday and started work on Monday refreshed, energetic, and eager to use all my new knowledge. I strongly recommend this course to doctors who are willing to introduce sedation to their practice or the ones who need renewal. Thank you.

Anna Durkin DDS, general dentist, San Marcos, CA

"An oral sedation course that is practical. The difference between this course and any other course I have seen is the instructor is a true clinician that performs dentistry and surgery every day. His course is very practical, safe, and predictable way of performing oral sedation. Thank you Dr. Proussaefs, I finally feel comfortable performing oral sedation as a general dentist."

Sherwin Matian DMD, West Hollywood, CA



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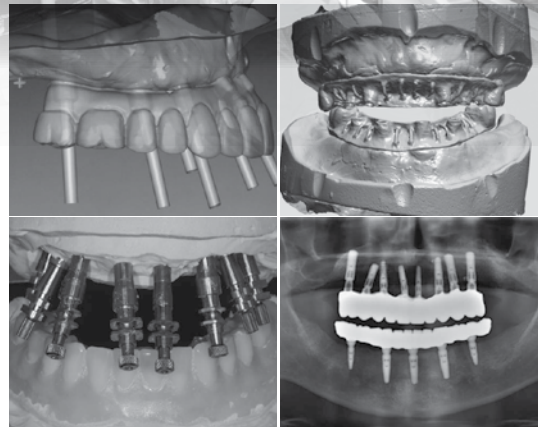
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Periklis Proussaefs DDS, MS

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

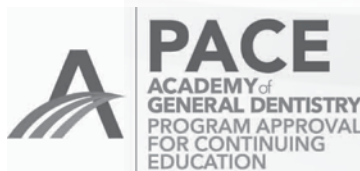


Dr. Angelo Cardarelli

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

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AC-1059 DALY CITY: Amazing practice w/ seasoned staff in highly desirable neighborhood. 1500 sf w/ 4 ops **\$195k**

AC-1127 SAN FRANCISCO: Prime Affluent SF Community! 1086 sf w/ 4 ops and stunning views of Golden Gate & Bay Bridge **\$425k**

AG-944 SAN FRANCISCO: An opportunity like this does not come along very often! ~998 sf w/ 3 ops **Reduced \$445k**

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

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

AG-1135 SAN FRANCISCO: Be the envy of your colleagues as you practice in heart of this vibrant neighborhood! ~900 sf w/3 ops + 1 add'l **\$395k**

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BC-1122 BRENTWOOD: Amazing Opportunity in Retail Shopping Center. 1,633 sf w/ 4 ops **\$450k**

BC-1126 MARTINEZ: Beautiful, state-of-the-art, architecturally stunning dental facility now available. 2,600 sf in popular Retail center. Only \$8,918/month including CAM charges. Equipment is also available for purchase at only **\$60,735**.

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

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

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

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

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

BN-1103 BERKELEY: Seller is retiring from this beloved practice! It awaits your talent! Shared 1500sf w/ 7 ops. **\$110k/ 1/3 Interest - Real Estate \$400k**

BN-1138 MARTINEZ: This beloved practice is located in the heart of charming, downtown Martinez. ~1429sf w/ 4 ops. **\$195k**

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

CC-963 SANTA ROSA: Practice & Real Estate Available! 1765 sf w/ 5 ops Practice **\$250k & Real Estate \$735k**

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

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

BAY AREA CONTINUED

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

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

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

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

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

CN-911 SANTA ROSA: This fabulous practice is the heart of the Wine Country! 2250 sf w/4 ops + 1add'l. **Seller Motivated \$405k**

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

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

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

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

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

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

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

DG-1131 MORGAN HILL: Live your best life amidst the hustle and bustle of the Silicon Valley! ~1300 sf w/ 3 Ops **\$135k**

DG-1141 SAN JOSE: Imagine tens of thousands of people walking past your front door every day! ~1450 sf w/ 5ops **\$965k**

DG-1142 SAN JOSE: Family-oriented practice in a highly desirable neighborhood! ~1400-1600 sf w/ 3ops + add'l **\$150k**

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

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

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

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

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



Timothy Giroux, DDS



Jon B. Noble, MBA



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NORTHERN CALIFORNIA

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

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

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

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

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

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

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

EG-1136 CARMICHAEL: Opportunities like these do not come along often! 1,561 sf w/ 5 Ops **\$250k**

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

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

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

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

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

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

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

GN-1073 PARADISE: Quality, fee-for-service practice w/ stellar reputation! 1800sf w/ 4 ops. **Seller Motivated \$325k/Real Estate Available**

GN-1118 TEHAMA CO: Don't miss this ideal opportunity to write your own success story here! 3000sf w/ 6ops. **\$495k Real Estate \$455k**

GN-1125 TEHAMA CO: This amazing practice has been established for over 40 years! 1800sf w/ 4ops. **\$185k**

GN-1123 MARYSVILLE: Excellent reputation, streamlined office policies for efficiency & more than 40 yrs of goodwill. 2000sf w/ 6 ops + 1 add'l. **\$250k**

GN-1133 CHICO: Come, live, play, and practice in this vibrant city that values quality of life and sense of community. ~2500sf w/ 4 ops **\$195k**

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

NORTHERN CALIFORNIA CONTINUED

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

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

HG-1146 TRUCKEE: Family-oriented, information based, quality practice with modern equipment. ~ 1700 sf w/ 4 ops **\$365k**

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

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

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

HN-991 PLACERVILLE: Quality, conservative and compassionate practice! Will consider work back. 1,654 + 812 sf w 5 ops. **\$675k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

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

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

IN-1113 LODI: Small town charm, stable patient base and low overhead! 1,100sf w/ 3ops. **Reduced! \$175k**

IN-1124 LODI: Live and practice in a community committed to quality growth! 1,100sf w/ 2 ops 1 add'l. **Reduced! \$100k**

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

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

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

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

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



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ASK THE BROKER

BUY A PRACTICE...NOW???

Timothy Giroux, DDS/Broker

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

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

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

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

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

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

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

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



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

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- 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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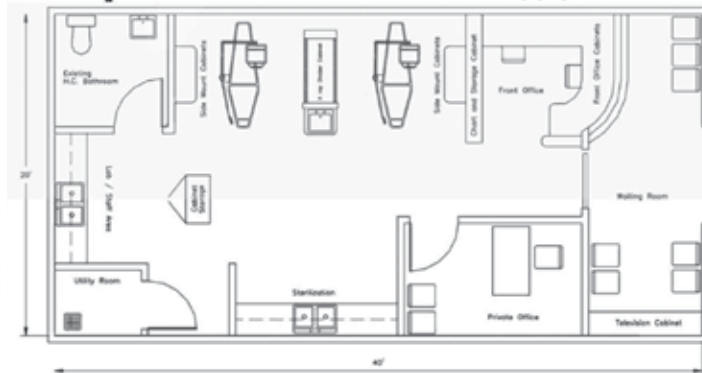
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Restorative Practice

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Prestigious location

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Asking \$450,000

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Highly Successful Reopening!

Restorative practice

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1,275 approx. sq. ft.

Seller retiring

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Asking \$450,000

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gross revenues

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Asking \$917,000

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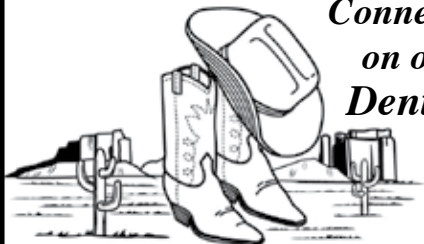
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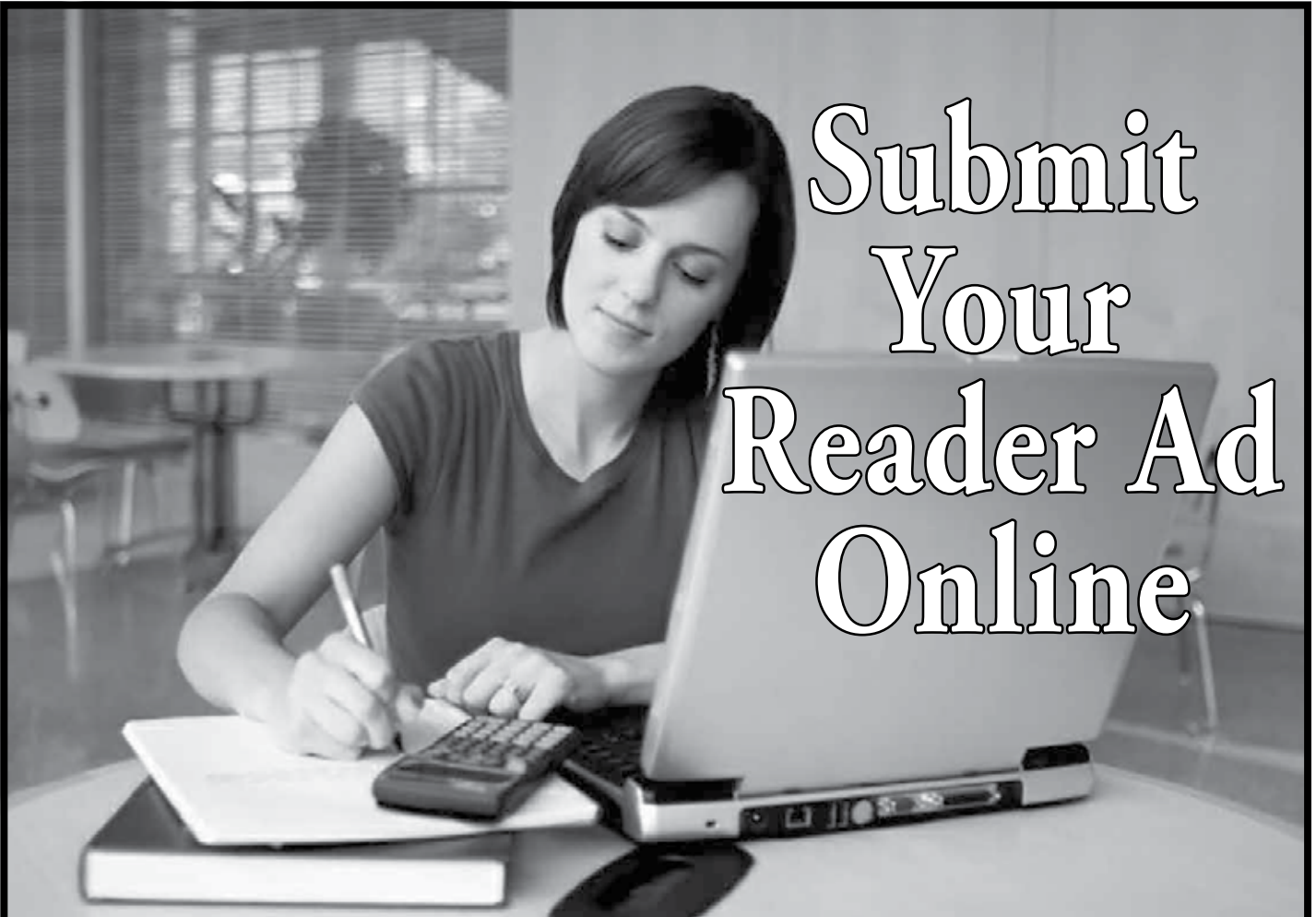
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