

THE Dental Trader

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No. Calif. Edition

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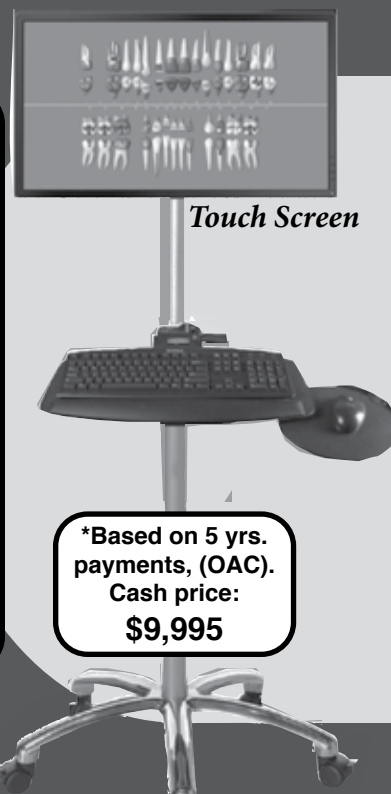
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Attorney at Law



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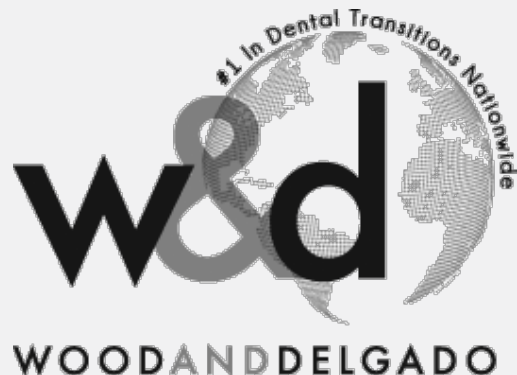


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Restorative practice - South OC. 2018 Revenues \$522K. Asking \$450K. Contact info@wppps.com.

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Zyris Isodry Isolite (2) units still in box unwrapped. We have 2 extra Price: \$1195 SteveK@Pacbell.net 949-400-1019

Office Closing selling all dental chairs, Cerec, etc, too many to list! only pick up email for photos ml4273936@gmail.com

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

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

MoonRay S 3D printer for sale in mint condition. \$3200 with resin and trimming instruments. Email: as7067@gmail.com

EXCELLENT COND ADEC X-RAY pass thru cabinet- Fonthill Pear. \$5500 free local delivery. Contact Ckimnamdds@gmail.com

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

X RAY VIEWING LIGHT 18" X16". + surgical roller cart. Call Greg 760 885 4885

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

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

For Sale: Snap-A-Ray for phosphorus plates/films x 8 + Rinn & TROLLByte X-ray. Huntington Beach. Elcajun2011@yahoo.com



Gary Pascua D.D.S. Sales Agent
CA BRE License #01874248



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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**

LOS ANGELES (SILVERLAKE/ECHO PARK AREA) – Smaller but “VERY PROFITABLE” (4) op computerized G.P. Located in a strip center, on a main thoroughfare, with exposure/visibility/huge signage & parking. (3) ops eqt'd, 4th has a chair and an x-ray. Cash/PPO/HMO/Denti-Cal. pts. Monthly CAP Check \$4,500. Easy 2000 s/w & Digital X-rays. (36) Years of Goodwill. 2019 Gross Collections \$377K+ with a Gross Net of \$212K+. Very low Overhead (<44%)! Seller Retiring, but will assist with a transition. **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**

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**

WEST SAN FERNANDO VALLEY – (3) op comput. Prost/Implant Practice located in a prestigious medical/dental building on a main thoroughfare. High End Boutique Practice and build out. Practice does all on 4's, cosmetics, partial and full mouth reconstruction, smile makeovers, crown and bridge and dentures. Annual Gross Collections between \$1M and \$1.5M. Fee for Service. Digital xrays, Morita CBCT, Eagle Soft software & chartless. Seller requests potential buyers to submit CV for consideration. **NEW**

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- Pre-Sale Planning

ORANGE COUNTY

LAGUNA HILLS – (4) op computerized G.P. located in a Shopping Center with Excellent Exposure/Visibility/Signage & Parking. Fwy. convenient. Cash/Ins/PPO patient base. (25) years of Goodwill. Annual Gross Collections of (\$870K+). Newer Eqt., Eagle Soft software, Digital X-rays, CEREC, & Laser equipped. Seller is retiring but will assist with a transition. **NEW**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

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

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 #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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MARTINEZ: This beloved practice is located in the heart of charming, downtown Martinez. ~1429sf w/ 4 ops. \$195k (BN-1138) WPS/800-641-4179

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3 Dansereau delivery systems and chairs. Infinity Universal Series. Excellent condition. U must disconnect and pick up. SF Bay area, Redwood City. \$3000 per system. Pics available. gregorydingdds@outlook.com

EUREKA - CALIFORNIA onwer/dentist recently retired Dental Practice and Real Estate for sale. Three fully functioning suites with Pelton Crane chairs. Forth room plumbed with Pelton Crane Chair only. Large waiting room, private office and a large lab/laundry/storage room. The building has two bathrooms and a seperate portion of the building has a long term paying tenant. Contact 707-407-7016 or email kensingleton1947@gmail.com

SACRAMENTO - NEW LISTING 5 eq. treatment rooms in a 1,900 sq. ft., well designed suite located in a single story, free standing building. Great exposure on a busy corner. Rent is only \$2,757/month. 19 Years of Community Goodwill with excellent reviews. Fee for Service. GP practice that specializes in Mini Implants, Pinhole Surgical Technique, and Sedation Dentistry. Long-term, trained, quality staff in place. Collected \$2,278,580 in 2019. Greg Beamer 909-542-4891

Seeking Retiring Dentist Practice 2021. Military Dentist transitioning to private practice. Looking for practice doing \$2.0 Million+ on General Dentistry services. If you are thinking of retiring in the near future and want to protect your legacy and reputation in the community, please call (559) 824-2869 or email

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I hired Mr. Olson to help me with the sale of my dental practice. From the very start he advised me in a proactive way what to do. He looked over and revised the purchase offer and generated the purchase and sales agreement to my satisfaction. He advised me regarding the lease transfer and tax issues. He spoke with the buyer's attorney to clarify any issues. He was very accessible and answered phone calls and emails promptly. Overall, he did everything in an excellent manner, and I strongly recommend him.

Avvo® Review #113

Robert W. Olson, Jr., APC

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LANCASTER #5 - "STEADY EDDY!" ANNUAL COLLECT. \$538K TO \$566K over last 5 years. (3) op G.P. in Prof. Bldg. Cash/Ins/PPO. Most specialty work referred. D&M PRACTICE SALES (818) 591-1401

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

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GREATER EL DORADO HILLS GP FOR SALE - 8 ops, 7 equipped, Digital, Digital Pan. HSPPT- Thomas Wagner 916-812-3255 #CA578

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MODESTO GP FOR SALE - 5 Ops, Digital, Pano+RE, GR of \$1M+. HSPPT- Jay Harter 916-812-0500 #CA635

Sterident 300 Dry Heat Sterilizer For Sale. Used only twice. \$700. Schein price for new 1,149. docfrerichs@yahoo.com.

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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Los Angeles County

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

Cerritos – New Listing!

▪ 2019 collected ~ \$400K
 ▪ All Cash/PPO. Professional suite
 ▪ Over 25+ years of goodwill
 ▪ Reasonable rent. 3 eq.ops. + 1

Cerritos – 2019 Grossed ~ \$240K

▪ Premier Shopping Center
 ▪ Reasonable Rent. 3 ops.
 ▪ Accepts most insurances.
 ▪ Cap Check ~ \$5K/month

Glendale – Gross ~\$484K.

▪ Seller Retiring. GP with Ortho.
 ▪ Mostly Cash/PPO. 4 Ops.
 ▪ Commercial complex

Hawaiian Gardens

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

Inglewood ~ Gross ~ \$1.05 M

▪ Excellent Location! Shopping Plz.
 ▪ Accepts all insurances, mostly PPO
 ▪ Many in house specialists.
 ▪ High capitation check. 4 Ops. +1

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
 ▪ ~50% FFS/PPO & ~50% Cap./HMO
 ▪ Capitation check ~ \$4,300/month

National City – starter practice

▪ Gross ~ \$193K. Doctor retires
 ▪ Shopping center. 4 equipp. ops.

Solana Beach – Leasehold & Equip.

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

Fresno County

Fresno – New listing!

▪ Beautiful practice in Shopping Center
 ▪ 2019 Grossed ~ \$340K
 ▪ Accepts all insurances
 ▪ 8 equipped ops., ~ 2,540 sq.ft.

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 center

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.

Riverside County

La Quinta – Gross ~ \$1.5 Million

▪ Retired Doctor. Good recall system
 ▪ ~60% Insurance & 40% FFS
 ▪ Beautiful & High Tech Office

Riverside – General & Orthodontics

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

Riverside – Motivated seller!

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

Moreno Valley

▪ Collects ~\$894K.
 ▪ Family Dentistry
 ▪ 25+ years of goodwill
 ▪ 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
 ▪ ~60% Dential; ~35% FFS/PPO
 ▪ Associate run office.
 ▪ Shopping plaza. Affordable Rent
 ▪ ~1,000 sq.ft. 3 equipped ops.

Upcoming Practices

Mission Viejo – Practice & RE

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

Fairfield – Gross ~ \$405K

▪ Good visibility. Busy location.
 ▪ Seller retires. 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

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

San Francisco – Featured Practice!

▪ Gross ~ \$1.5 – 1.7 Million
 ▪ Currently open with busy schedule
 ▪ 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.

Sunnyvale – New Listing!

▪ 2019 Grossed ~ \$450K
 ▪ Beautiful shopping center
 ▪ ~50% PPO/FFS; ~50% Cap./HMO
 ▪ 8 equip. Ops. ~3,024 sq.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.
 ▪ Gross ~\$168K. No marketing
 ▪ Potential for growth/expansion

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Central Valley 2019 collections over \$486K; 3 ops plus one plumbed; heavy perio/implants; great location; expansion potential. Dr. Julie Karnazes #02047461 Paragon/Compass 415-309-3953

Stockton 1676 active pts; collections in 2019 \$706K+; 4 ops; long established practice; lots of potential – many procedures referred; ideal location. Dr. Julie K. Karnazes #02047461 Paragon/Compass 415-309-3953

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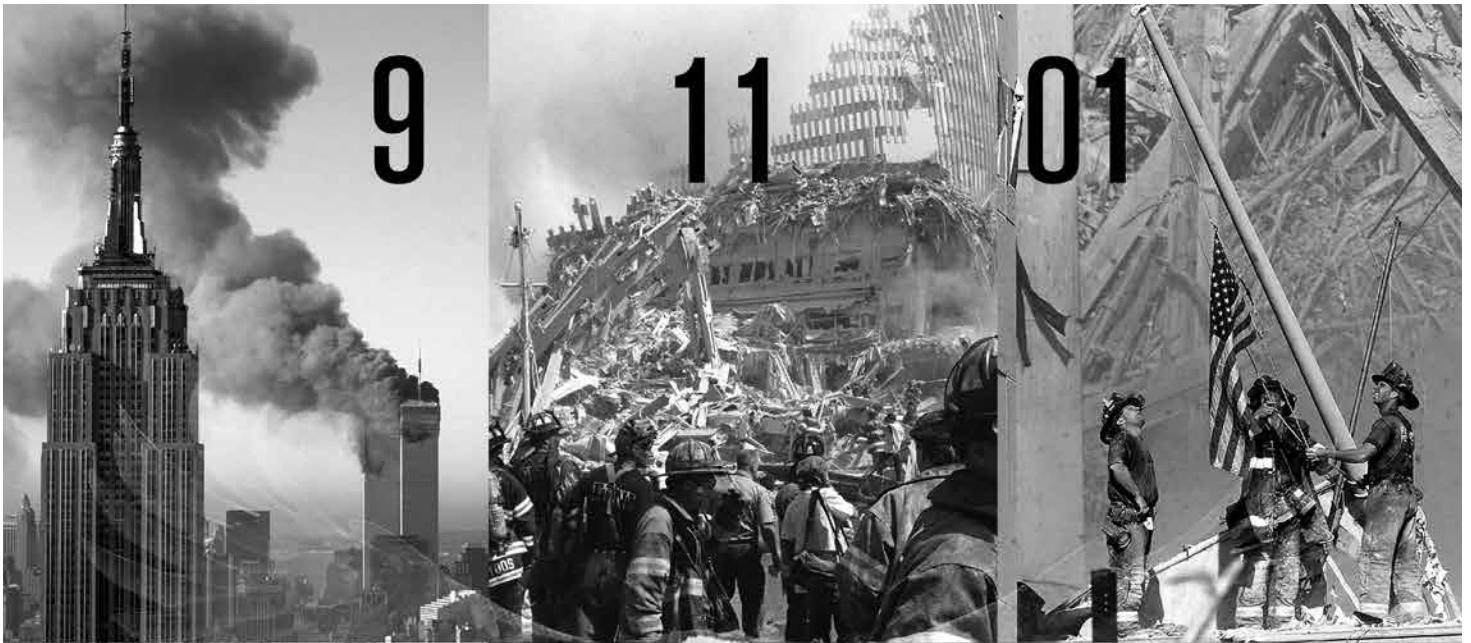
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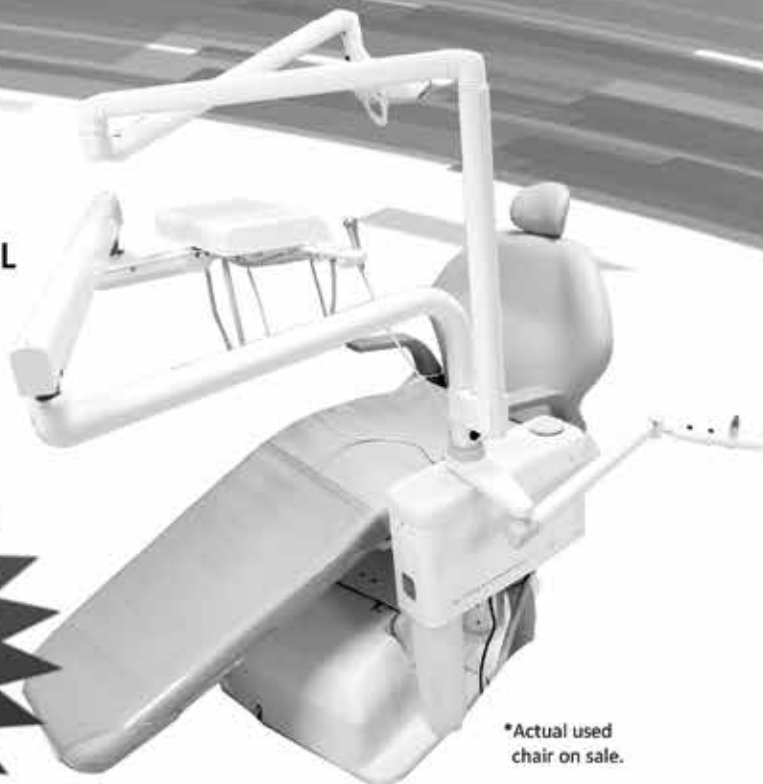
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SAN JOSE: This stunning practice is an excellent opportunity for new grads! 1207sf w 2ops + 1 add'l. Reduced! \$125k (DN-1041) WPS/800-641-4179

SANTA MARIA, SANTA BARBARA COUNTY, CALIFORNIA Busy, well established Pediatric Dental Practice for sale. Three chair office providing restorative, preventative and orthodontic services. All furniture and equipment is included. Doctor will work with transition. Office is in a complex that is currently in the process of being upgraded. Call 805-922-9626 or email Dr.hutcherson@outlook.com

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REDDING GP FOR SALE - MUST SELL FAST, MOTIVATED SELLER. 20+ years goodwill 2019 GR \$782K. HSPPT- Jay Harter 916-812-0500 #CA668

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San Luis Obispo County Practice For Sale | \$449,000 | Well-established GP in a desirable area! Contact info@integritypracticesales.com (855) 337-4337

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

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

WEST PORTAL AREA: Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops Reduced Price: \$350k (AG-993) WPS/800-641-4179

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Dr. Rishi Salwan
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10 years in business

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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

ALAMEDA - NEW LISTING - 4 Ops in a busy shopping center location. 29 years goodwill. 2019 GR \$246K on 27 hrs/wk. Room to grow! #CA1268- 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 - 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

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 - 4 Ops, rare opportunity in a highly desirable location. 6 days Hygiene, Digital x-rays, Itero Scanner, Dentrux, 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 10K-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

OAKLAND - NEW LISTING - Affluent location, stand-alone building available to lease or buy with 3 Ops and room to expand. Bright design with digital x-rays, paperless with Softdent, and COVID equipment. 2019 GR \$675K on 4 Dr. days and 4 days of hygiene. Specialties are referred out, room to grow and expand in prime location, retiring doctor. #CA1380 - Gina Miller - 707-391-7048

REDDING AREA - 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, Dentrux, 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 Dentrux, 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 & Specialist FMO/some PPO Practice. 9 Ops, Delta Sensors, Digital pano. 2018 GR \$680K. 5,000 sq. ft. building available to purchase. #CA567- Jay Harter - 916-812-0500

SAN FRANCISCO FACILITY ONLY - 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. Dentrux, Dexis Digital x-rays and Digital Pan. 2019 GR \$745K. #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 - 2019 GR \$939K. 1,000 sq. ft., 3 Ops w/opportunity to expand. Paperless, Dentrux PM, XDR Digital sensors, and Intra-oral camera. Selling both Practice and portion of dental building ownership. Don't miss this Gem! #CA594- 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 Dentrux. 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

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CENTRAL CALIFORNIA

CENTRAL COAST - NEW LISTING - 5 Ops, digital, 25+ years of goodwill. Newly renovated, the practice sees 30 NP/mo. with strong hygiene program. Beautiful Location. 2019 GR \$1.1M+. #CA1218- Kerri McCullough - 949-300-0312

CENTRAL VALLEY - NEW LISTING - 11 Ops, digital, strong hygiene dept booked several months out. 2019 GR \$3.4M with \$900K+ Net after debt service. Real Estate for sale also. #CA1444- Steve Caudill - 951-314-5542

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 PN Software. 2018 GR \$638K on a 4 day work week. #CA621- 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 \$1.M+. 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 \$745k 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 - 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 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

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

SOUTHERN CALIFORNIA

BAKERSFIELD - NEW LISTING - 6 Ops, 40 years goodwill, with a great reputation in the area. 6 days of hygiene and most specialty work referred. There is digital pano and digital x-rays. 2019 GR \$600K. The real estate is also for sale. #CA1274- Kerri McCullough - 949-300-0312

BAKERSFIELD - NEW LISTING - 7 Ops with high-end equipment-CEREC, Digital X-rays, Cone Beam, Implant motor. 7 days of hygiene in the practice with room to grow. GR \$1M+ with low overhead. The building is for sale at \$650K. #CA1120- Kerri McCullough - 949-300-0312

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 PEDO - Rare opportunity to purchase a successful 30+ year old Pedo practice with ortho and oral surgery services. Over 4K active patients, avg. 40 NP/mo. \$2.5M+ GR for past 3 years. #CA599- 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 in a desirable neighborhood, 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 - 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

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 - 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 - 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, Dextrix, 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

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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 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

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

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. Dextrix, 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 \$695K. 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 Dextrix, 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

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

EAST COUNTY - NEW LISTING - Established practice in a convenient location with 3 Ops, 2 Equipped and Digital X-Rays. Retiring seller refers out most specialty work, opportunity for growth. 2019 GR \$309K. #CA1236- Russell Okihara - 619-694-7077

ENCINITAS - 6 Ops in a busy retail center, remodeled 5 years ago with new equipment, Dextrix, 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 Dextrix. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- Russell Okihara - 619-694-7077

NORTH COUNTY - Excellent opportunity, priced for quick sale. Desirable strip-mall location. Perfect starter or satellite practice. 4 Ops, Digital, Contemporary. 2019 GR \$265K. #CA1111- Russell Okihara - 619-694-7077

NORTH COUNTY - 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- Thinh Tran - 949-533-8308

SAN DIEGO - NEW LISTING - Rare opportunity in a prime location. Solid practice with 17 years goodwill. 5 days of hygiene per week, 6 Ops, 5 equipped, digital X-rays, pano. Seller refers most specialty work. 2019 GR \$1.1M+. #CA1448- 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

OUTSIDE OF CALIFORNIA

BURIEN AREA, WASHINGTON - 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. 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

HILLSBORO, OREGON - NEW LISTING - 5 Ops, Scan-X, Pano, Laser, and recent cosmetic upgrade. Great NP flow with 7 Hyg Days/wk and 4 Doctor days. Near key employers, on a major thoroughfare. Room to expand. GR \$1.1M+. #OR1355- Jessica Burbon - 503-332-6462

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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. Dextrix, 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.

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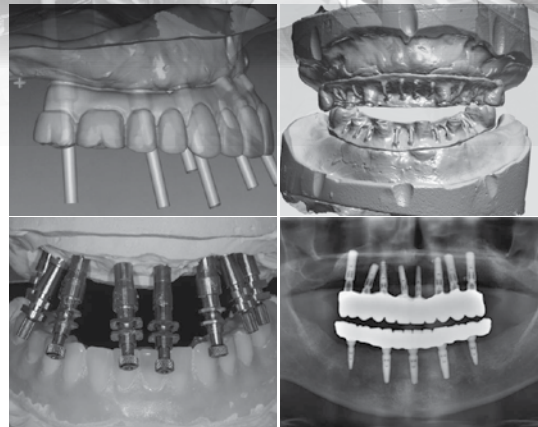
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Periklis Proussaefs DDS, MS

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.

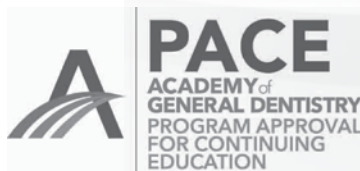


Dr. Angelo Cardarelli

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-993 WEST PORTAL AREA: Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops **Reduced Price: \$350k**

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**

AG-1147 SF RICHMOND DISTRICT: Located in the highly desirable residential-commercial Richmond District! ~1200 sf w/ 5 Ops **\$245k**

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.**

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-1140 CONCORD Facility: Come sink your roots in this major East Bay family-oriented, suburban community! 1500sf w/ 3ops. **\$60k**

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

BN-1149 PLEASANT HILL: in an attractive, well-maintained, single-story Retail Shopping Center. 900sf w/ 3 ops + 1 add'l. **\$210k**

BN-1150 SAN PABLO: This amazing practice & remarkable opportunity awaits your talent and skill! 1,300sf w/ 4ops. **\$250k**

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)**

BAY AREA CONTINUED

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

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

CC-1115 WESTERN MARIN COUNTY: One of a Kind Seaside Community! Seller Retiring. Established for 30 yrs 510 sf w/ 2 ops **ONLY \$60k**

CG-1110 PETALUMA: Imagine living in Sonoma Co. & purchasing this beloved practice w/ possibility of owning Real Estate! ~ 2300 sf w/ 6 Ops **\$180K / Real Estate Available**

CN-911 SANTA ROSA: This fabulous practice is the heart of the Wine Country! 2250 sf w/4 ops + 1 add'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-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**

DG-1154 SAN JOSE: Practice Produced \$49,000 for 30 days from June to July 2020! ~1332 sf w/ 4 ops **\$300k**

DG-1156 LOS GATOS: This established, fee-for-service practice is 90% out of Network! 2265sf w/ 7 Ops + 1 add'l **\$1.05M**

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! \$125k**

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



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

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

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

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

EG-1137 SACRAMENTO: Price to sell! Seller is highly motivated! ~1500 sf w/ 2 ops **\$45k**

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 \$275k/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. **Seller Motivated \$105k**

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**

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**

NORTHERN CALIFORNIA CONTINUED

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. **Reduced! \$425k**

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

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**

JN-1128/JN-1129 BAKERSFIELD: This is a unique opportunity to purchase two well-established practices. 4000sf w/11 ops. **\$475k/ Real Estate Available**

SPECIALTY PRACTICES

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

CC-1151 MARIN Ortho: Well established, over 300+ active cases, 900 sf w/ 4 chairs in open bay **\$665k**

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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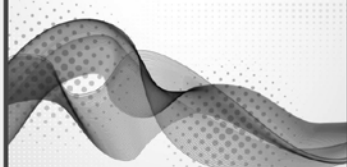
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Top 10 Issues For Dentists

Contemplating Retirement
In 10 years or less



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ASK THE BROKER

**How do you determine the
listing price of my practice?**

COVID?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. This is true even now with COVID. I believe that the 2019 return will be primarily used for practice evaluations until perhaps July of 2021. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

Practices are priced based heavily on gross receipts. Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8-10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. **Most importantly, since practice values are based on gross receipts, keep up the good work!**

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book "Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less".

Timothy G. Giroux, DDS is currently the Owner & Broker at Western Practice Sales and current President of the nationally recognized dental organization, ADS Transitions.

You may contact Dr Giroux at:

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- USC Dental School - 1987
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- Hired Associate - 1992
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- Opened Second Office - 1993
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- 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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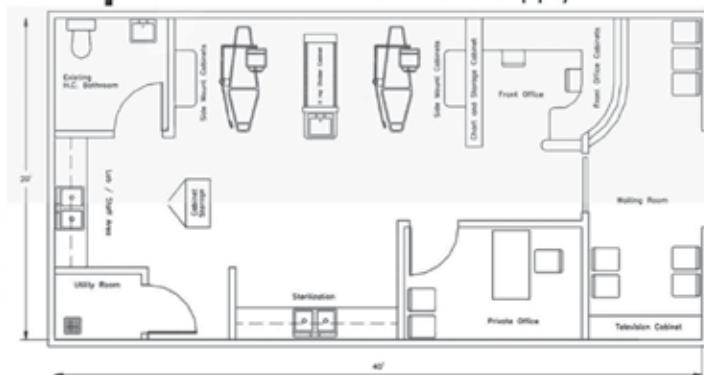
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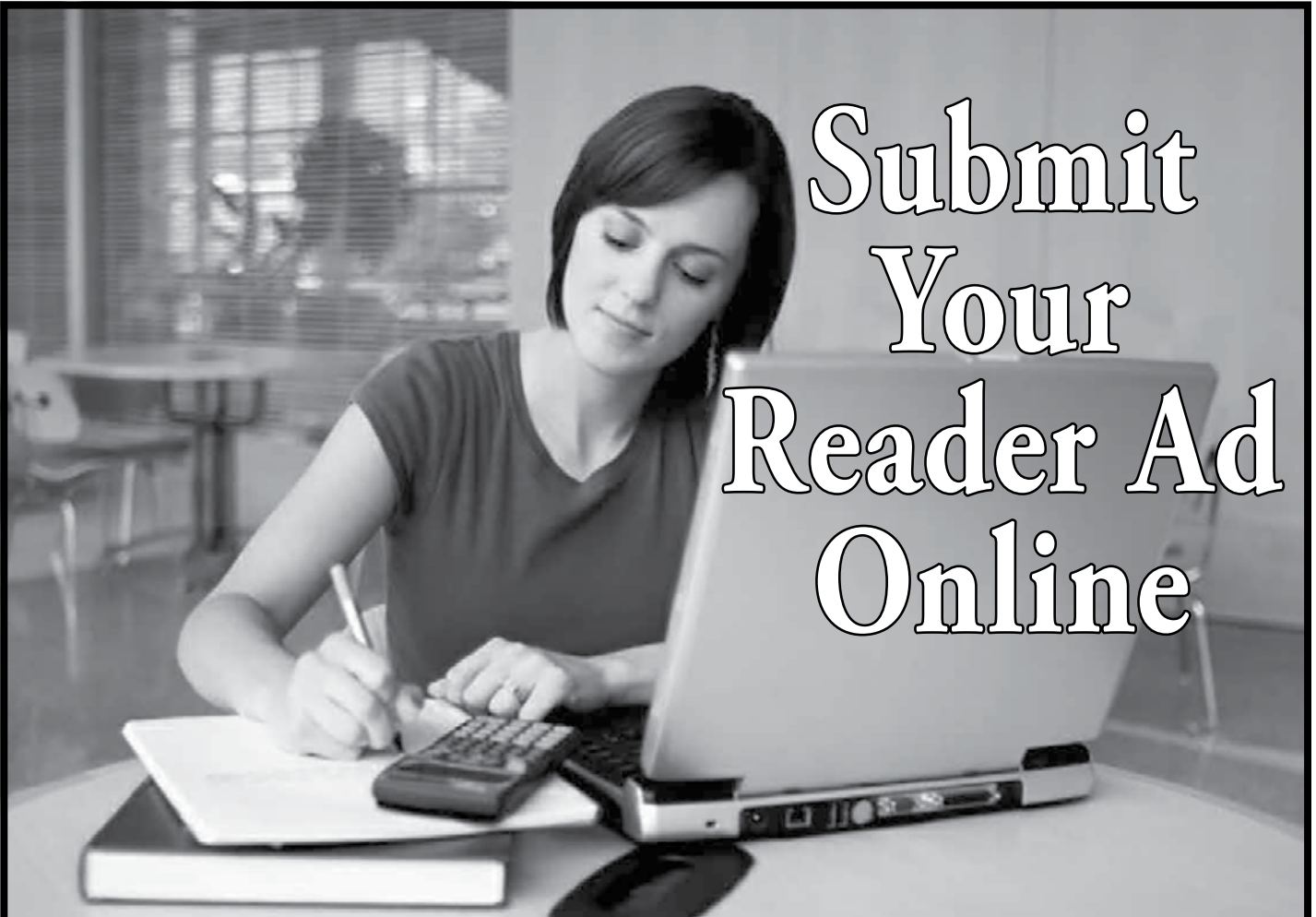
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- 6177 SALINAS** During Great Recession, Salinas dentists did well as Salinas Valley is one of California's most productive agricultural regions and is the engine driving this area's economy. As such, Salinas shall bounce back quickly from Covid Hangover. Under-performing practice collected \$935,000 in 2019. 5-days of Hygiene. Housed in beautiful 6-op suite. Condo optional purchase. Great platform to bring in specialists.
- 6176 SANTA CRUZ** Delta PPO practice seeks Successor skilled in placing implants. Last 2-years averaged \$1,180,000 in collections and \$735,000 in Available Profits. \$480,000 invested in technology to make this possible. 4-days of Hygiene. Full Price \$675,000.
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- 6170 MANTECA / RIPON AREA** 2019's revenues totaled \$860,000 with Available Profits of \$352,000. 5-days of Hygiene. Refers endo, most OS and implant placements. Extensive patient base. Successor should contract with specialists to perform referred work. Facility perfect for making this a full-service practice. Full price \$450,000.
- 6165 ROSEVILLE ORTHO - OUT-OF-NETWORK** Stanford Ranch. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. Averages 3 New Patients per month. Full Price \$125,000.
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Changes Playing Out

Everyone is re-thinking what is truly important with priorities changing. Dentists who saw their retirement horizon being a few more years no longer have the passion that existed before March 19th. And many mid-career Dentists are now looking to practice outside of busy urban areas. As such, a tsunami of practices are coming to market.

Marketplace Activity

The Price Slasher is everywhere. Many owners of practices that were "For Sale" Pre-Covid are instructing their agents to reduce their prices in a frantic effort to generate interest.

And there are those Owners playing pricing roulette as they aggressively price their practices as they are being placed "For Sale". The agents are happy to have these new listings. So what if a Premier practice shall see 33% of its Delta revenue streams vaporize once acquired by a New Doc! Not my problem.

Here is a recent "you got to be kidding me". Buyer looking at a practice priced at \$1+ Million is told by the selling agent "we have a bank in Ohio who that will finance this deal because we know Wells Fargo and BoFA will not." This speaks volumes about that listing and how its sale is being managed.

Common sense suggests that "sweet spot" pricing rather than "let's go fishing" is crucial in Today's Marketplace.

Conclusion

The Private Practice Herd is thinning out as predicted years ago. Thankfully, millions of California consumers seek patient-centered practices built upon relationships and trust with skilled Owners. For those of you who wish to be Dentist Rock Stars, there are great opportunities out there. Be smart, do your homework, invest in yourselves and take that leap-of-faith. Quoting Bob Dylan 56-years ago "the times they are a-changin'."

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