

# THE Dental Trader

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No. Calif. Edition

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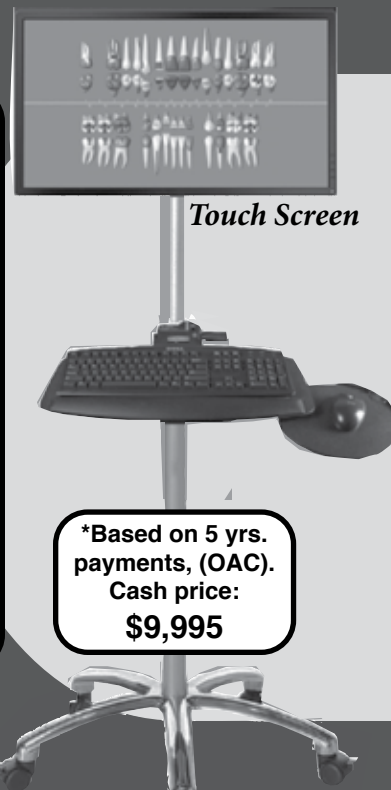
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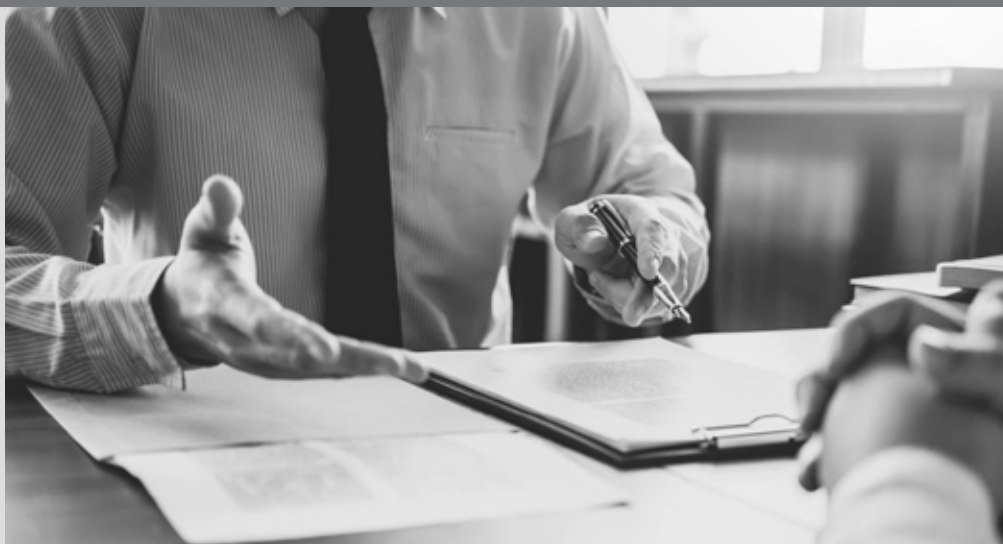
**Patrick J. Wood**  
Pat@dentalattorneys.com



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Jason@dentalattorneys.com



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

**SACRAMENTO:** Price to sell! Seller is highly motivated! ~1500 sf w/ 2 Ops \$45k (EG-1137) WPS/800-641-4179

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**FRESNO PRACTICE FOR SALE** 5 operator gross 2019 \$650,000 hispanic patient base, call or text (832)419-2909

**Selling a SciCan autoclave**, In very good condition and still under warranty for labor not parts. 310-397-1806.

**Septodont Dentapen powered injector.** Very lightly used in packaging with all accessories. \$1,600 (562)858-3302

**General dental office space for rent** in Walnut Creek. Great downtown location. 4 operatories. Call Ritu at 925-360-6510.

**Experienced GP.** 2 days in Hemet. No molar endo or complex extractions. Routine restorative and C&B. stacybee@att.net

**2017 CS3600 scanner like-new condition** Gently and carefully used, located in Fresno, CA asking \$16,000 OBO. 559-221-0302

**moving! office** selling Lab stuff lights compressor office chairs and a ton more email me [drleeroseville@gmail.com](mailto:drleeroseville@gmail.com)

**ISO: CBCT** ideally in California. Please send specs and price to [gentlesunnyvaldentist@gmail.com](mailto:gentlesunnyvaldentist@gmail.com). Thanks!

**Wanted GP** Monterey county 30% production (3000-4000 a day avg prod) [associatedentistposition@gmail.com](mailto:associatedentistposition@gmail.com)

**Endo Supplies**, Tulsa Gutta Core, many sizes, oven, Novag motor and handpiece, Root ZX apex locator, files 510-410-3255

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**Sacramento Practice and building Sale for Korean dentist**, please email me at [hansoldc@yahoo.com](mailto:hansoldc@yahoo.com)

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**FRESNO PRACTICE FOR SALE** 5 operator gross 2019 \$650,000 hispanic patient base, call or text (832)419-2909

**Wanted GP** Monterey county 30% production (3000-4000 a day avg prod) [associatedentistposition@gmail.com](mailto:associatedentistposition@gmail.com)

**ALAMEDA GP FOR SALE** - 4 Ops, Victorian Home, GR \$1.4M+ w/ High Net. HSPPT- Jim Engel 925-330-2207 #CA1287

**Restorative practice - Coastal OC.** 3 Yr. Avg. Collections \$602K. Asking \$450K. Contact [info@wppps.com](mailto:info@wppps.com).





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



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Paul Maimone Broker/Owner  
CA Broker #01172430

## FRESNO COUNTY

**FRESNO** - (5) op comput G.P. 4 ops eqt'd. In a free standing bldg., on a main thoroughfare, in Central Fresno. Exposure, visibility, & signage. 2019 Gross Collections \$1.0M+. Cash/PPO/Denti-Cal pts. No HMO. Averaging (57) new pts/mos. (22) years of Goodwill. Digital X-Rays & Eaglesoft s/w. Refers out Ortho, Perio Surgery, Diff. O.S. & Implant place. Seller has no website & does no adv. Growth potential w adv. & keeping specialty work in house. Seller retiring, but willing to work back part time and/or help transition. **[NEW]**

## 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

**ACTON - EMERGENCY SALE- DDS PASSED AWAY** - (5) op computerized G.P. Cash/Ins/PPO. No Denti-Cal and no HMO. 2019 Gross Collect. \$628K+. Seasoned staff. Locum Tenen in place to keep Practice active. Only dentist in town serving population of 7,600+. **[NEW]**

**AGOURA HILLS** - (3) op comput G.P. located in a Prof Bldg. on a main thoroughfare with easy fwy access. Cash/PPO pt base. Annual Gross Collect \$300K+ p.t. Would make excellent starter or satellite. Seller retiring. **[NEW]**

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

**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. **[SOLD]**

## D&M SERVICES:

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

**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. Dentrrix & 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]**

**WESTCHESTER** - (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. on a main thoroughfare. Fee for Service. Annual Gross Collect \$680K+ on a (3) day week. **D&M Co-Brokered & Brought the Buyer. [SOLD]**

**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]**

## 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

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## 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

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

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**REDWOOD CITY** Long established practice. Collected \$730,000 in 2019. 4-days of Hygiene. 5-ops, paperless, digital Pano. Ideal for nearby DDS seeking larger facility, or as acquisition and vertically integrated into Buyer's existing practice. Seller can associate back to assist in transition. To learn more, go to www.PPSSELLSDDS.com.

**ENDODONTIST WANTED FOR** AN ESTABLISHED SHERMAN OAKS OFFICE. We have been in practice since 2005 and take most PPO and some HMO insurances. We are in a process of moving to a brand new well build office space. Would like to partner up with an endodontist to sign up for insurances and grow the already existing patient pool. Will provide any necessary equipment including a microscope, materials and staff. For details please text 818/314 4246.

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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, \$65K. Carol Kim 510-334-3008

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**PARADISE:** Quality, fee-for-service practice w/ stellar reputation! 1800sf w/ 4 ops. Reduced! \$275k/Real Estate Available (GN-1073) WPS/800-641-4179

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

# CONSUMER

# ALERT!

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with the following companies:**

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~ Goretta Li, DDS

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### Los Angeles County

- Beverly Hills** - Just Renovated!
- Equipment and Leasehold
  - 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

#### **Hawallan Gardens**

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

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

- Excellent Location! Shopping Plz.
- Accepts all insurances, mostly PPO
- Many in house specialists.
- 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
- ~1,800 sq.ft., 5 eq.ops. + 1 plumbed

### 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 eq. ops.
- ~65% HMO/Cap., 21% PPO, 14% FFS.

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

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

### Fresno County

#### **Fresno - New listing!**

- Beautiful practice in Shopping Center
- Opened 2019. 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

#### **Garden Grove - New Listing!**

- 2019 Grossed ~ \$345K
- Shopping center. 2 ops.
- Accepts Denticall, PPO & Others
- Lots of outside referrals

#### **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

#### **Moreno Valley - Collects ~\$894K**

- 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. Associate run office
- ~60% Denticall; ~35% FFS/PPO
- Shopping plaza. Affordable Rent
- ~1,000 sq.ft. 3 equipped ops.

### Upcoming Practices

Mission Viejo - Practice & RE

Huntington Beach - Starter Practice in Shopping Center

Fremont - Gross ~\$500K

Santa Rosa - Dental Practice & RE with 25 + years of goodwill

### 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
- Good recall/hygiene program

#### **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!**

- Opened 2019. 2019 Grossed ~ \$450K
- Beautiful shopping center
- ~50% PPO/FFS; ~50% Cap./HMO
- 8 equip. Ops. ~3,024 sq.ft.

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

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

### Ventura County

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

- Shopping Center. 3 eq. ops.
- Gross ~\$168K. No marketing
- Potential for growth/expansion

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- **San Luis Obispo County | \$865,000 | 3 ops** | Rapidly growing, desirable location near downtown! Call Darren!
- **NEW! San Luis Obispo County | \$449,000 | 4 ops** | Spacious office near downtown! Call Darren at (805) 878-0633.
- **Central Coast Wine Country | \$472,000 | 5 ops** | Beautiful, successful practice in a great location. Call Darren!
- **Central Coast | \$548,000 | 4 ops** | Located in a gorgeous medical office off Hwy 1! Call Darren at (805) 878-0633!
- **Carmel | \$419,000 | 4 ops** | Live and work in beautiful, sea-side Carmel! Call José at (925) 382-9525.
- **Monterey Peninsula | \$329,000 | 3 ops** | 100% Fee for Service near Cannery Row! Call Darren!
- **NEW! Santa Cruz | \$1,350,000 | 4 ops** | Exceptionally profitable, state of the art GP! Call Brian (707) 898-0842.
- **NEW! Los Gatos | \$661,000 | 5 ops** | Profitable, high tech, room for expansion! Call Darren at (805) 878-0633.
- **San Francisco | \$949,000 | 4 ops** | Very profitable, sophisticated GP in a landmark medical/dental building in Union Square. Stunning views and high end equipment throughout. Call Darren at (805) 878-0633.
- **San Jose | \$200,000 | 4 ops** | State of the art practice, currently only 2 days/week! Call Brian at (707) 898-0842.
- **IN ESCROW! Vacaville | \$639,000 | 4 ops** | In med building in busy shopping center! Call Brian at (707) 898-0842.
- **Santa Rosa Area | \$369,000 | 4 ops** | Busy 40+ year established, true FFS GP. Call Darren at (805) 878-0633.
- **IN ESCROW! Menlo Park | \$150,000 | 3 ops** | Opportunities for quick growth! Call Brian (707) 898-0842.

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- **Fresno | \$860,000 | 4 ops** | Very profitable GP in high-end medical building! Call José at (925) 382-9525.
- **Merced | \$375,000 | 4 ops** | Growing area, shopping center location, hightech! Call José at (925) 382-9525.
- **NEW! Tulare County | \$365,000 | 6 ops** | Fast start, huge opportunity! RE available. Call José at (925) 382-9525.
- **IN ESCROW! Porterville | \$1,140,000 | 12 ops** | Very lucrative partnership! Call José at (925) 382-9525.
- **Delano | \$915,000 | 5 ops** | Extremely profitable, hightech GP. Great reputation! Call José at (925) 382-9525.
- **Visalia | \$1,200,000 + RE \$1.225M | 10 ops** | State of the art, modern facility, great opportunity to take home \$700k on 4 days/week, digital and paperless. Don't miss this one! Call José at (925) 382-9525.
- **NEW! San Andreas & Valley Springs | \$465,000 | 5 ops** | Real estate available. Call José at (925) 382-9525.
- **IN ESCROW! Bakersfield | \$185,000 | 4 ops** | Like new turn key. Busy shopping center. Call José at (925) 382-9525.
- **Bakersfield Prosthodontist | \$350,000 | 4 ops** | One of two in the city, great opportunity for a prosth or general dentist to grow this practice. Room to expand by 2 ops and bring in other specialties. Call José at (925) 382-9525.
- **Sacramento | \$449,000 | 4 ops** | Great neighborhood, lots of potential for growth. Call Brian at (707) 898-0842.
- **IN ESCROW! Rancho Cordova | \$190,000 | 4 ops** | Great reputation, draws patients from a large area. Call Brian!
- **Folsom | \$330,000 | 6 ops** | For 50% partnership. Modern office in very busy area! Call Brian at (707) 898-0842.
- **IN ESCROW! Shasta County | \$135,000 | 5 ops** | General and implant center. Call Brian at (707) 898-0842.
- **S. Lake Tahoe | \$150,000 | 3 ops** | Stunning location with room to expand! Call Brian at (707) 898-0842.

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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, \$65K. Carol Kim 510-334-3008

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**EQUIPMENT & INSTRUMENTS** for sale. Disabled 1/1/20. Caught Covid 2/25/20. Bad year indeed. Retired 2/15/20. Call Neal Murphy at (818) 522-4639 or (818) 521-7500

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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

**CONTRA COSTA COUNTY WEST - NEW LISTING** - Seller relocating and leaving behind 2019 GR \$1.6M+ with adj. net over \$700K. 7 Ops, Softdent, new computers, nearly completed paperless charts, Digital X-Ray, Diagnodent & Diode Laser. 8 Hygiene days/wk. and 25 NP/mo. round out a great practice in one of our most desirable communities! #CA1487- Jim Engel - 925-330-2207

**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 5 Ops, 4 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. Asking \$440K, seller considering all offers. #CA644- Dr. Rishi Salwan - 909-239-2800

**FOLSOM / EL DORADO HILLS AREA** - 5 Op Digital practice. 2019 GR over \$180K 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, 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

**MILLBRAE - NEW LISTING** - Role Reversal for this 5 Op practice with 62 years goodwill. 2019 GR of \$1,077,000 on 4 days/wk. with 6 Hygiene days/wk. Seller offering 6 mo. employment and will work back a minimum of 6 mo. after sale. Datacon PMS, Digital, Pano, Waterlase & Periolas. Professionally designed interior and great seller-owned location. #CA1139- Jim Engel - 925-330-2207

**NORTHERN CALIFORNIA PERIO - NEW LISTING** - 4 Ops, Consult Rm, Upgraded Tech with Digital, LANAP, Paperless. 2019 GR \$900K+. Draws from large area with little competition. #CA1553- Gina Miller - 707-391-7048

**NORTHERN CALIFORNIA PEDIATRIC** - 2018 GR \$3M+ on 5 Day work-week. Modern, 5,000 sq. ft., very spacious. 7 equipped Ops. 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, 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 - PRICE REDUCED** - Downtown / Midtown Sacramento: High-traffic GP, 4 Op location, Digital, room to grow with specialties. 2019 GR \$547K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

**SACRAMENTO AREA - PRICE REDUCED BY \$100K!** GP & Specialty HMO/Stone PPO Practice. 9 Ops, Digital sensors, and a nano. 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 of Goodwill. Beautiful 4 Op office with healthy hygiene program in desirable area. Retiring Dentist will stay for transition or associate a couple of days per week following sale. 2019 GR \$740K. Monthly CAP check of \$12K+, would cover the rent and associate for a future buyer. All offers considered. #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. 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, Dentrrix 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 Dentrrix. 2019 GR \$556K on a 32-hour work week. #CA645- Jay Harter - 916-812-0500

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

### CENTRAL CALIFORNIA

**CENTRAL 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** - 4 Ops, Digital, PPO / Denti-Cal, Fast-growing area, Bldg available for purchase. #CA676- Jay Harter - 916-812-0500

**GREATER FRESNO** - 6 Ops, Digital sensors, and Diamond Dental PM Software. 2018 GR \$638K on a 4-day work week. #CA1221- Jay Harter - 916-812-0500

**GREATER STOCKTON** - *NEW LISTING* - Purchase a 1/3 to 2/3 share of a 3 GP (mostly Medi-Cal) partner practice with 35+ years Goodwill sharing exp./rent for a 10-12 Op facility. Seller works mostly out of 2 Ops, hygiene is shared with the 2 other partners and practice has 9 days of hygiene/wk. I/O cameras, Digital, Paperless, QSI PMS, and most specialties referred out. 2019 GR \$508K on a 4-day week. Add'l 1/3 ownership of separately listed practice available allowing 2/3 ownership. #CA1389- Jay Harter - 916-812-0500

**GREATER STOCKTON** - *NEW LISTING* - Unique opportunity to purchase a 1/3 share of a 3 GP (mostly PPO) partner practice with 30 years Goodwill sharing exp./rent for a 10-12 Op facility. Seller works mostly out of 2 Ops. Hygiene is shared with the 2 other partners, seller's Hyg. production is \$8-10K/mo. I/O camera, Digital, QSI PMS. All Ortho, and many specialties referred out. 2019 GR \$462K on a 4-day week. Add'l 1/3 ownership of separately listed practice in this group also available allowing 2/3 ownership. #CA1624- Jay Harter - 916-812-0500

**GREATER STOCKTON** - 19 Years Goodwill in well-established area. Garden-style building. 7 Ops, full remodel in 2010, Paperless, Digital, Digital Pano, Tru-Def Scanner. 2019 GR \$659K with 75% HMO and balance PPO patients. #CA572- 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 \$1.1M+. 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, 2019 GR \$938K 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 are already in place. Reasonable offers will be considered. #CA1208- 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, residential neighborhoods, and a busy mall. Practice has multiple 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** - Beautiful office across from a busy hospital. Newly built 3 years ago, 4 Ops, fully digital, state-of-the-art. 2019 GR of \$432K. A must-see! Building currently has 4 other tenants paying rent. Office available with real estate or without real estate, rent would be \$1,600. #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, Dentrix, 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

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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 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

**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 \$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 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

**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, 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** - 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- Thanh 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

**HONOLULU, HAWAII - NEW LISTING** - Excellent opportunity in a highly desirable location with 3 Ops, 40 years goodwill. Digital X-Rays, DigiDoc, Planmeca E4D, Laser, Densys Operating System. Seller is retiring. #HI1112- Russell Okihara - 619-694-7077

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

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**AUBURN VICINITY:** Practice produced \$82k for 30 days from July to August 2020! ~ 1,430 sf w/ 4 Ops \$525k (HG-1116) WPS/800-641-4179

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**SAN FRANCISCO GP FOR SALE - LOW RENT!** 4 Ops w/ healthy hygiene. 2019 GR \$742K. HSPPT - Dr. Rishi Salwan 909-239-2800 #CA657

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

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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

**SANTA CRUZ** Delta PPO. Last 2-years averaged \$1,180,000 in collections and \$735,000 in Available Profits on 3-day week. \$480,000 invested in technology to make this possible. 4-days of Hygiene. Full Price \$675,000. To learn more, go to [www.PPSSellsDDS.com](http://www.PPSSellsDDS.com).

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**STOCKTON GP FOR SALE** - 1/3 Share of 3 GP Partner PPO Practice, Digital, GR \$462K. HSPPT- Jay Harter 916-812-0500 #CA1624

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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:

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**March 26th-28th, 2021**

**25 CE Hour  
Credit**

**Course Fee: \$2,200**

**\$675 per staff member**

*(Staff member participation encouraged.)*

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**\$925: 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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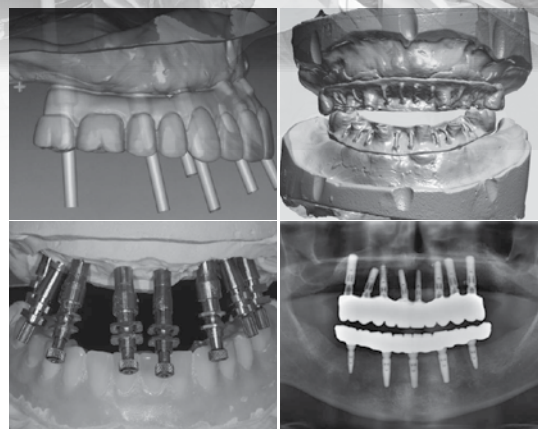
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## Periklis Proussaefs DDS, MS

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.

## WORKSHOP DATES:

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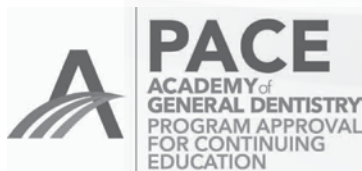
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**AG-993 WEST PORTAL AREA:** Practice produced \$60k in July 2020 – It's a steal at \$295k! ~1000sf w/ 3 ops **Steal at \$295k**

**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.**

**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-1076 SAN LEANDRO:** Imagine owning this family-oriented practice with a large patient base. 1495sf w/ 3 ops 2 + 1 add'l. **\$325k**

**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**

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

**BN-1163 CASTRO VALLEY:** Delivering the highest standard of dental care to a stable and beloved patient base! 1,236 sf w/ 4ops. **\$410k**

**BN-1164 SAN LEANDRO Facility:** Conveniently located in an attractive, busy, and popular Retail Shopping Center! 2,500sf w/ 5 ops. **\$95k**

**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**

### BAY AREA CONTINUED

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

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

**CC-1049 SANTA ROSA:** Fully Remodeled, Amazing Location. 2000 sf w/ 6 ops **\$400k Real Estate: \$735k**

**CC-1161 SANTA ROSA:** Retail Shopping Center w/ excellent signage! 1,200 sf w/ 4 fully equipped ops **\$189k**

**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**

**CG-1158 SONOMA:** Award winning Sonoma practice produced over \$85k in July 2020! ~1500 sf w/ 4 Ops **\$595k/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**

**DC-1153 REDWOOD CITY:** Heavy foot traffic on busy major thoroughfare. 1,600 sf w/ 4 fully equipped ops **\$319k**

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

**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**

**DG-1165 SAN JOSE:** Located in highly desirable commercial and residential neighborhood! ~1,200 sf w/ 3 Ops **\$120k**

**DG-1173 SUNNYVALE:** Cash Flow Profit averaged much more than \$700k in last 2 yrs! ~1,350 sf w 4 ops **\$1.1M**

**DN-1031 CUPERTINO:** This remarkable practice awaits only your talent and skill! 1500sf w 3 ops + 1 add'l. Reduced! **\$995k**

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

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



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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 EL DORADO HILLS VICINITY:** Practice produced over \$60k in June 2020! ~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-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:** Prefect satellite or start-up practice! Updated w/ high-tech equipment! 1,500 sf w/ 5 ops. **Reduced Price \$130k**

**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-1105 HUMBOLDT CO:** Laid-back office is the dream of any dentist aspiring to begin their own legacy! 1,884 plus sf w/ 2ops + 1 add'l. **\$189k/ Real Estate Available**

**FN-1121 EUREKA:** You've found it! Voted "Best Dentist on the North Coast" multiple times! Office 1300sf w/ 3 ops. **\$195k/ 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-1123 MARYSVILLE:** Streamlined office policies for efficiency & more than 40 yrs of goodwill. 2000sf w/ 6 ops + 1 add'l. **Reduced Price \$225k**

**GN-1125 TEHAMA CO:** This amazing practice has been established for over 40 years! 1800sf w/ 4ops. **Seller Motivated \$105k**

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

### **NORTHERN CALIFORNIA CONTINUED**

**HG-1116 AUBURN VICINITY:** Practice produced \$82k for 30 days from July to August 2020! ~ 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-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-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**

**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**

**BN-1169 EAST BAY Ortho:** Continue the tradition of delivering the highest standard of *orthodontic* treatment! 1,700sf w/ 5ops. **\$960k**

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



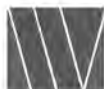
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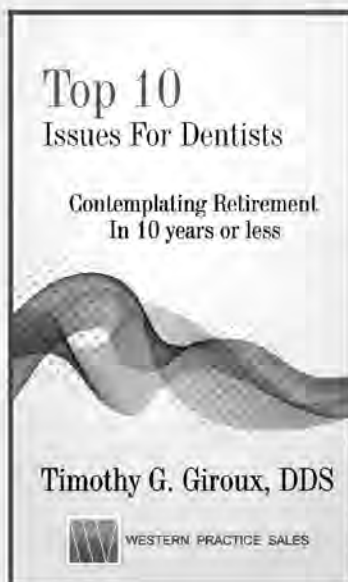
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## ASK THE BROKER

### **How do you determine the listing price of my practice now with COVID?**

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. While lenders and accountants ALWAYS ask for three years of financials, we normally do NOT average the three years to determine valuations. This is true even now with COVID. I believe that the 2019 return will be primarily used for practice evaluations. The beauty of dentistry compared to other businesses is the dental procedures being deferred during this Covid time will eventually need to be done. In fact, dental neglect unfortunately can lead to more expensive procedures down the road. As the old "Fram" oil commercial once stated, "you can pay me now, or you can pay me later". Because of Covid, lenders and Buyers will want to see individual monthly production reports now to confirm that the practice is getting back to pre-covid levels, but the valuation will be based on 2019, especially as the production begins to near those average levels. Ultimately dentistry will be back to normal, whether that is now, 6 months or perhaps 18 months.

**Practices are priced based heavily on gross receipts.** At some point the gross receipt number will be reset in the new year. I believe that 2020 is "out the window" for practice valuations. However, once we get through 6 months of production/collections on June 30, 2021, I believe lenders and buyers will simply extrapolate that to an annual projected collection for 2021 and that will be the new bar. Therefore, if you believe you will have a better first 6 months in 2021 compared to 2019, then perhaps you might wait to list your practice if you are not in a hurry to retire. Personally, I don't believe dentists will fare better in 2021 than they did in 2019, so if you are contemplating retirement, you might want to make that decision now.

Obviously the buyer side of the equation and the willingness of lenders to finance the practice is just as important, or perhaps more important than the valuation. Some lenders are still partly on the sidelines, but we have found many that know the long-term outlook is always positive for dentistry and are willing to fund as usual now. However, each practice is different as are each buyer's financial needs and there are a few more obstacles along the way in this process. Some associates found out the truth of owning a practice is usually more profitable than associating, especially after being furloughed during Covid.

**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".**

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- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
  - Law School - 1997-2000
- Transactional Attorney 2001 to Present
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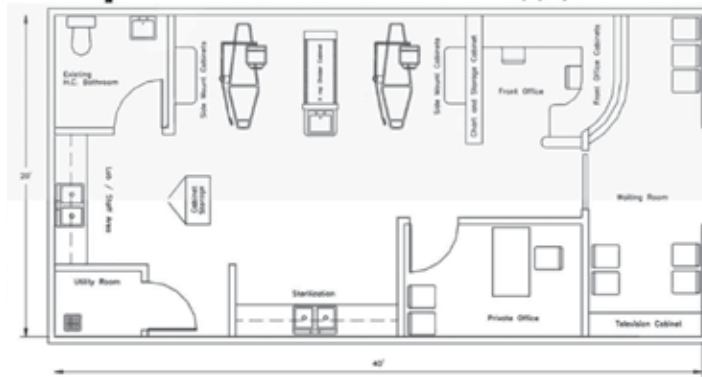
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2019 Collections \$1,065,000

40% Profit on 3 days/week &

5 weeks vacation!

**Asking \$825,000**

### South Orange County #1136

#### **3 Month Reopening Collections \$396,000**

Restorative FFS practice

Prestigious south OC

location Turnkey high-tech

suite 2019 gross revenues

\$1,070,000

4 yr average net profit 39%

**Asking \$885,000**

### Coastal Orange County #1135

#### ***Terrific Reopening Performance!***

Restorative Practice

Seller retiring

Prestigious high income location

Three year average collections

\$602,000

**Asking \$385,000**

**New South Bay  
Los Angeles  
Practice  
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**More Premium  
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### Kern County #1137

Seller retiring after 40 years

FFS/PPO/GP

5 operatories

2019 collections \$1,431,120

**Asking \$900,00**



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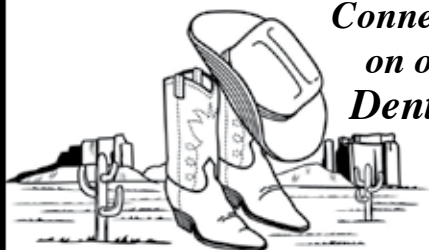
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# I trust Chester Jeng



*"Attorney Jeng previously was a licensed practicing Dentist and thus with his dual degree in law has a wealth of knowledge to represent both buyer and seller in the purchase/sale of any dental practice. He is very professional, responsive, and thorough with the work he does to protect his clients. I am very pleased with his services and would highly recommend him to anyone needing legal counsel on any Dental transactions and matters."* Dr. Dan T.

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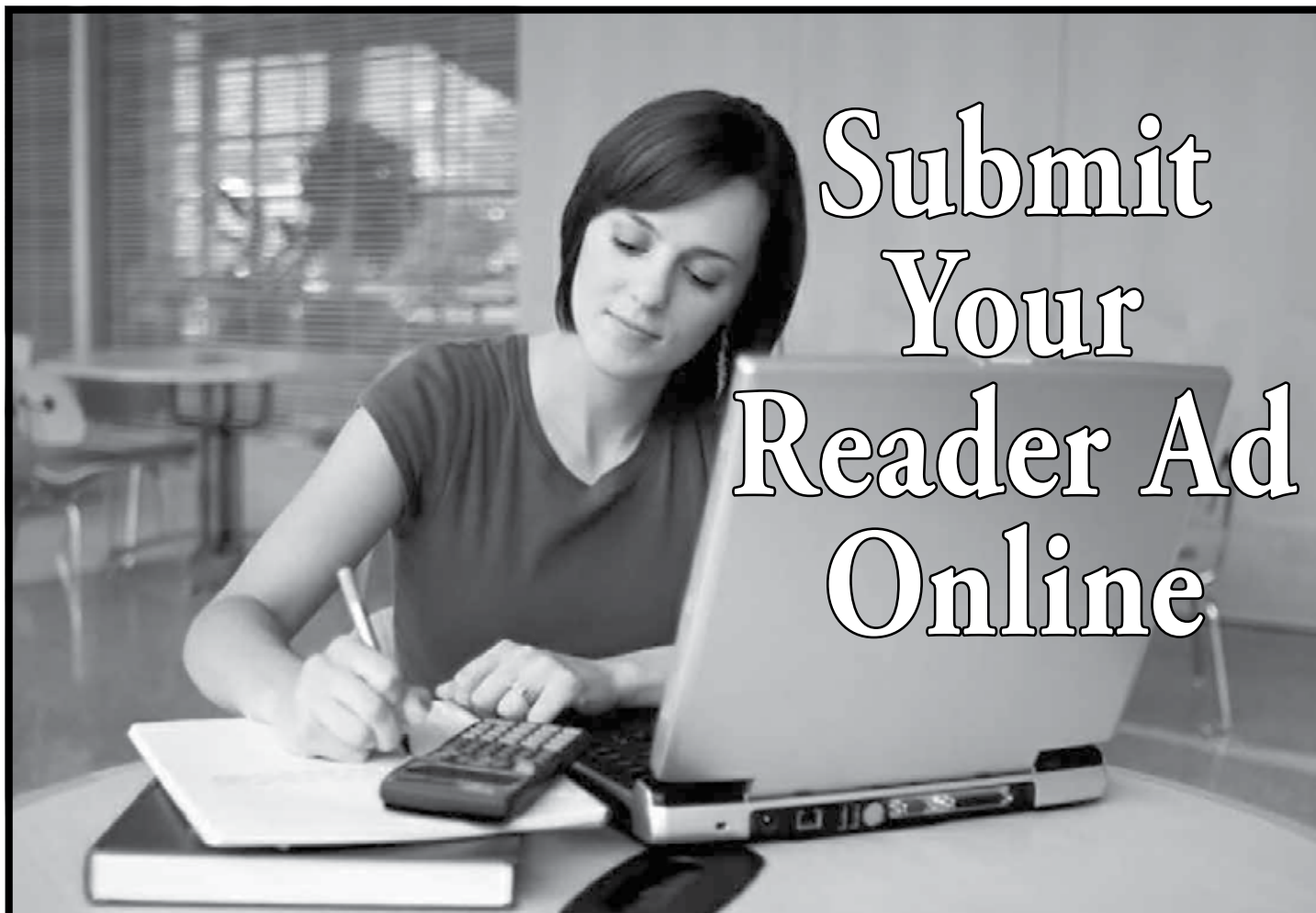
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- 6184 SAN FRANCISCO'S EAST BAY – LAMORINDA AREA** Unique opportunity for Dentist seeking nominal investment to open practice in this high income area. Revenues have averaged \$390,000 a year on part-time basis. Highly regarded.
- 6183 REDWOOD CITY** Long established practice seeks next caretaker. Collected \$730,000 in 2019. 4-day Hygiene schedule. 5-ops, paperless & digital Pano. Ideal for nearby Dentist seeking larger facility, or as acquisition and vertically integrated into Buyer's existing practice. Seller can associate back for up to a year to assist in transition.
- 6182 NAPA VALLEY** Collections last three years have averaged \$1,000,000 per year. Available Profits in 2019 totaled \$374,000. 4-days of Hygiene. Paperless charting. All specialty work referred. Well designed office. This platform is perfect for integrating into a Full Service Office.
- 6181 CARMEL VALLEY VILLAGE START-UP** Slam dunk for nominal investment. 48-year history providing dental care at same location. Great curb appeal. Fully equipped & furnished 4-ops. \$1+ Million/year location. Only practice in Village. Next practice 10-minutes away; then 17-minutes to practices in Carmel. Landlord is daughter of original dentist who worked as hygienist for her Dad & later her husband; and transitioned to Manager. Shut-down April. Purchase equipment & furnishings, enter into Lease and open doors. Patients return. Operate out-of-network. Great 2nd office for Monterey / Salinas Area dentist or starter for go-getter. Full Price \$19,750.
- 6180 SAN FRANCISCO CONCIERGE PRACTICE** Averages 3-to-5 Dentist patients day. Available Profits totaled \$391,500 in 2019 with 9-weeks off. Located in service & shopping area of high income zip code with average household income of \$286,800. Décor, delivery systems, technology reflect \$258,000 in upgrades. Fees will not change. Collected \$796,500 in 2019. Full Price \$550,000.
- 6179 CENTRAL MARIN COUNTY** Extremely strong foundation as evidenced by 7-days of hygiene. Beautiful office and great location. Collections last 3-years have averaged \$870,000. Owners conservative with patients well educated on issues occurring in their mouths.
- 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. Last 2-years averaged \$1,180,000 in Collections and \$735,000 in Available Profits on 3-day week. \$480,000 invested in new computers, going paperless, Cone Beam, Cerec. Full Price \$675,000. Compare to similar nearby "For Sale" practice asking \$1,350,000 with another brokerage.
- 6174 HUMBOLDT COUNTY'S UNIVERSITY COMMUNITY – ARCATA** location, great foundation. Owner works 3-day week by choice. 2019 collected \$360,000. Practice wants to be full time. Full Price \$50,000.
- 6172 WALNUT CREEK – OUT-OF-NETWORK** 2019 collected \$850,000 with Profits of \$430,000. 5-days of Hygiene. Requires skilled, easy temperament & great communicator as Successor. Seller shall work-back to assist in transition.
- 6171 SANTA ROSA** Great DNA in long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. 2019 collected \$990,000 with Available Profits of \$338,000. Great Team. Full Price \$213,750.
- 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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## "The Times They Are A-Changin'"

### Welcome Back

Thank you Private Practitioners for turning your lights back on and re-opening for business. Thank you for weathering this storm, educating yourselves, communicating with staff, securing PPP loans, upping your safeguards against infection, juggling staffing changes, operating in PPE, implementing new protocols. You are commended. You and Your Team are heroic! And the battle is far from over. Things will never be what they were Pre-Covid.

### 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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