

THE Dental Trader

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So. Calif. Edition

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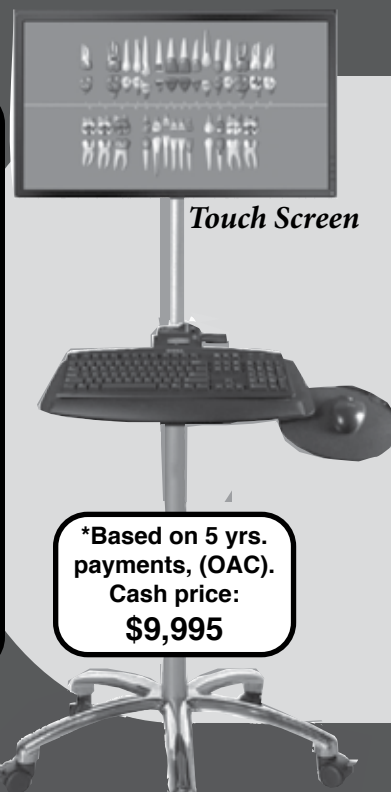
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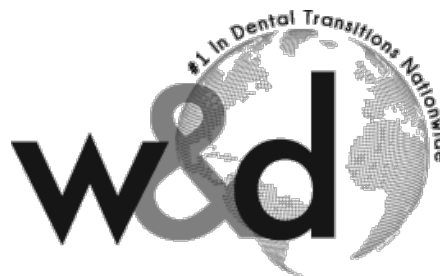
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PRACTICE FOR SALE IN BONITA, CA. APPROX. 1100 SQ FT. 3 OPERATORIES. BUILT IN 2015.Email: edental@aol.com

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pediatric dentist is needed at our private office in San Fernando Valley contact: pinergary@gmail.com

General Associated needed at our private dental office in the San Fernando Valley contact: pinergary@gmail.com

want to buy endo technic master files #15 only (old version), text or call 9097679212

Denti-Cal general provider good with kids wanted in Garden Grove. Part time 1 to 2 days a week. Call 714-539-9500.

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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. 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. **[SOLD]**

D&M SERVICES:

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- Practice & Equipment Financing
- Pre-Death and Disability Planning
- 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. 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]**

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. Dentrux, Dexis, Digital Pano, Milling Machine & Impression Scanner. Seller can work back part time if Buyer wishes.

UPCOMING PRACTICES FOR SALE

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Star 430K Non-Fiberoptic highspeed handpiece in gd condition, minimally used, 100.00. e-mail im2near@yahoo.com.

Orthodontist needed for private office in Los Angeles. Email: ortho_wiz@yahoo.com

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HUNTINGTON PARK Practice for Rent \$2350,1500sf, 200kcollection 2019. hpdental2020@gmail.com

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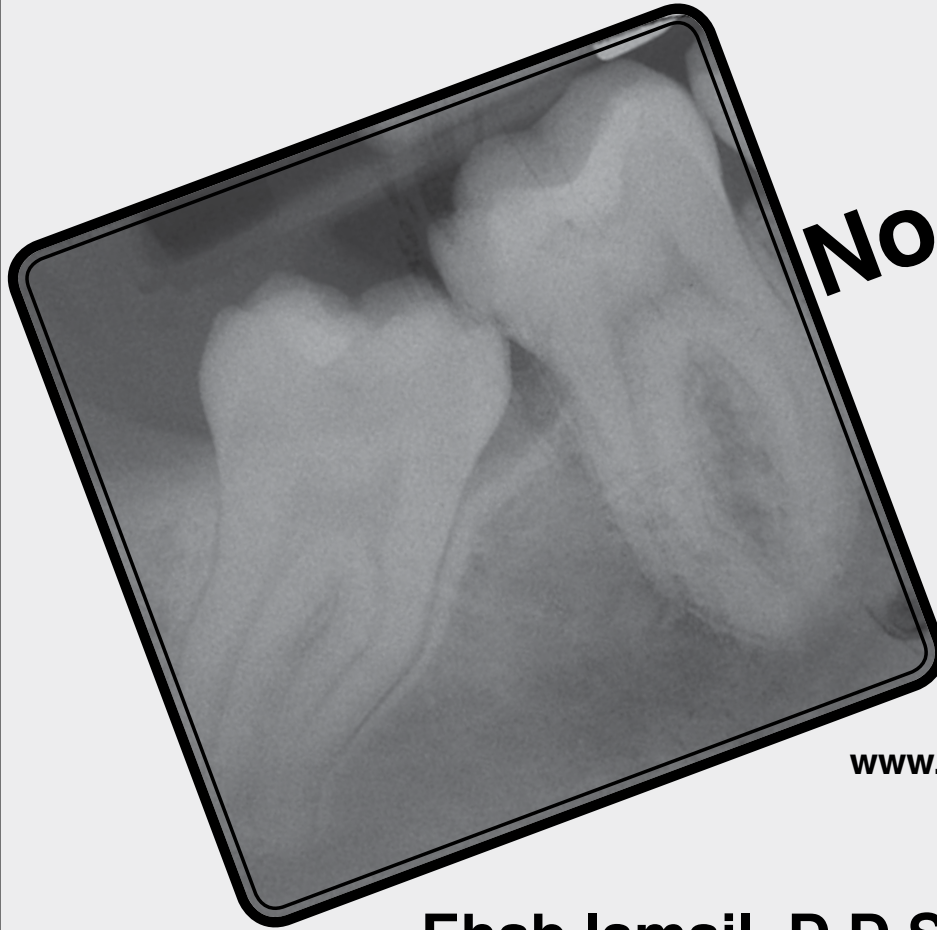
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PRACTICE SALE - WESTM/H.B., good starter, busy strip mall, 2 ops, 1 xray. Leasehold improvement, some charts. 714-319-4956

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SANTA MARIA, CA prvt gen pract 4 sale by owner. Serious able buyers only. Leave voice message. Do not text. (805)349-3999.

BELMONT PANORAMIC -EXCALIBER - for sale in good working order. (non-digital) \$990-you ship or pickup- Utah-608-658-2721

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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.

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

Dental Practice Wanted

Pediatric Dental Practices
 Practices with Real Estates
 Practices in Long Beach, CA
 High Production, PPO/Cash Practice
 Starter Practices at Good Location

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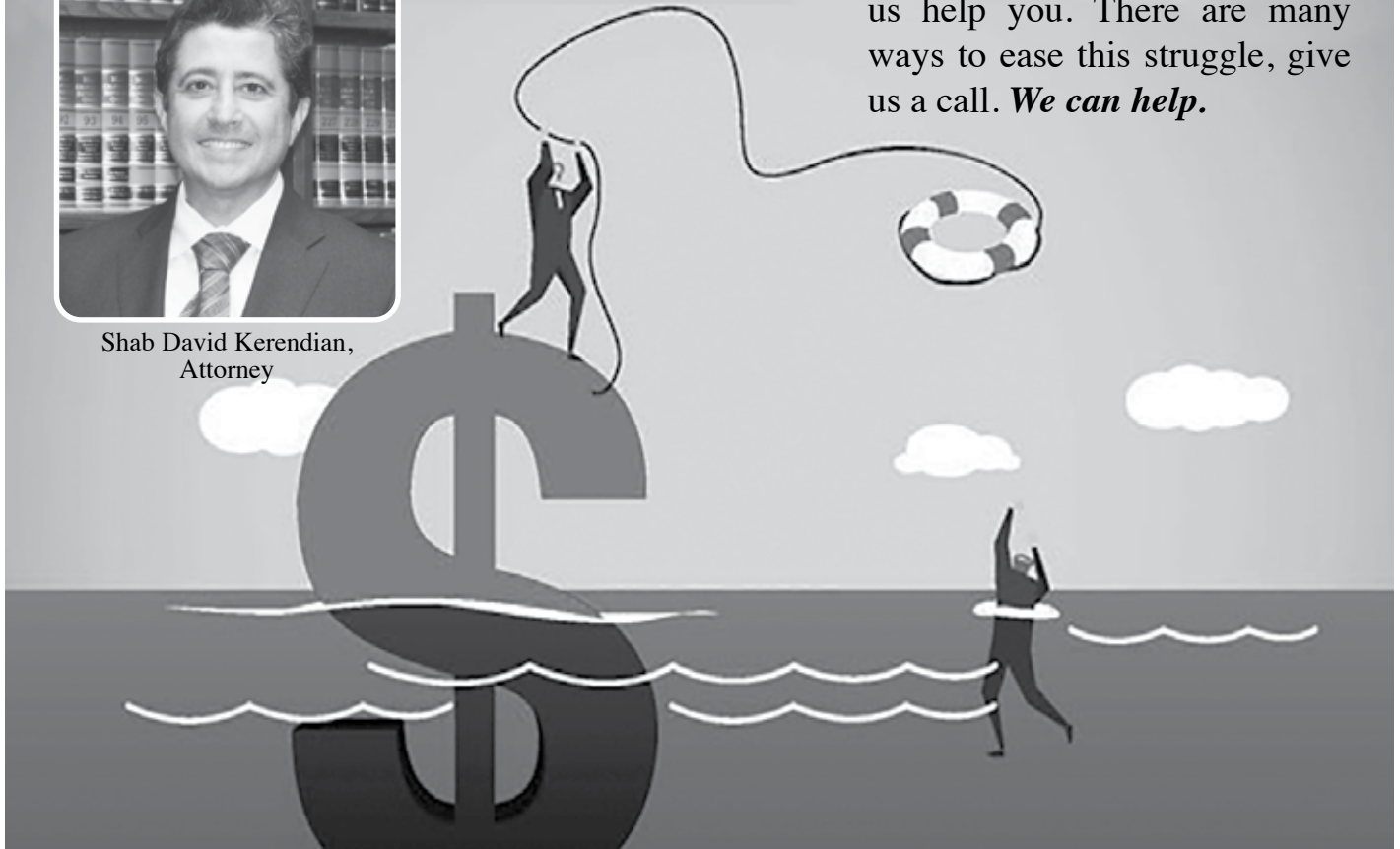
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Highlighted Practices for Sale

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Retiree w/over 30 yrs Goodwill. 1st Floor Location with Sign & Visible Location. Super clean office 5 Ops plus room for additional 2-3. Busy/large Patient Base with 4 days of Hygiene/wk. Revenues of \$650k working 4 days, no advertising, specialty treatment referred and long-term staff!

BAKERSFIELD: Over 50 years of Goodwill. Private/PPO ONLY. No Promotion. Very steady Income over \$800k on part-time schedule. Bldg Also for Sale. Very loyal patients. Seller transition available. Excellent fit for group/absentee owner. Long-term staff in-place. Better management = Big \$\$\$!

IRVINE: If you want Irvine we have two opportunities for you ! Super Busy Shopping Plaza. 2nd Floor Courtyard Location. 4 Op Office like New. Over 10 yrs Goodwill. PPO/Cash Only. Seller Works P.T. Schedule. Newly remodeled --- very clean; modern. OR, retiree with long-established private practice revenue over \$500k on part-time schedule and long-term patients.

SANTA BARBARA: Tired of not finding the right opportunity in SB? Retiree willing to assist in transition. 30+ yrs Goodwill. Private Practice. Most Specialty Treatment Referred Out. Very Busy Hygiene Program. No promotion/advertising. Excellent fit for 1st time buyer or merger opportunity. Long-term staffers to walk you thru management. Easy transfer and fit!

PALM DESERT: Stable Revenues Over \$1mill. Associates in-place. Modern multi-op facility. Low rent. PPO/cash only. Busy office. Seller retiring but will assist in transition. No advertising. Long-term staffers. This practice only needs better Management for higher revenues and lowering expense.

LOS ANGELES: If location is what you seek?! Free-standing Building with Large Sign and ample parking. Modern 4 Op Office room for 2 added ops. Paperless. Digital X-Rays. Super busy area near LAX with 8 schools within 2 mile radius. Priced under \$125k makes this an incredible find!

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CAMARILLO: Long Established Private Practice with Shopping Center Visibility. 3 Ops + At low rent. Experienced Staffer. Seller Motivated.

BUENA PARK: Retiree. 25+ yrs Goodwill. Visible Shopping Center Location. Seller Conservative/No Advertising. Low Rent, and Seller Transition Available.

DOWNEY: Low Cost Exposure Location. Ideal Start-up. Low Overhead.

HAWTHORNE: Turnkey office w/ outstanding location, sign and free-standing building. 4 Ops Modern.

LAKEWOOD: Super Visible Shopping Plaza Location. Seller Retiring. 20+ yrs Goodwill. 50% HMO revenues. Annual Revenues around \$400k. No Miss Opportunity.

LAKEWOOD: Retiree with 20+ yrs Goodwill. No advertising, no specialty treatment, uber conservative, private only practice. PT sched. Excellent starter or merger opportunity. Seller transition available. Long-term staffers. Looking for right buyer.

MOORPARK: Shopping Center. Boutique Practice. Seller Relocating. Low Overhead. Low Sale Price.

NEWPORT BEACH: Ideal for First-time Purchaser. Low Overhead & Rent. Modern Facility. Priced Right.

PANORAMA CITY: Super Busy Location. Long-term Low Cost Lease. Street Exposure. Practice Revenues will Explode with Proper Management.

RIALTO: Seller Relocating. 10+ yrs Goodwill. Income \$25k/mo on P.T. Schedule.

YORBA LINDA: Outstanding Opportunity. 5+ Ops. Absentee Operated. NO Advertising, Specialty Treatment Referred Out. HUGE Upside.

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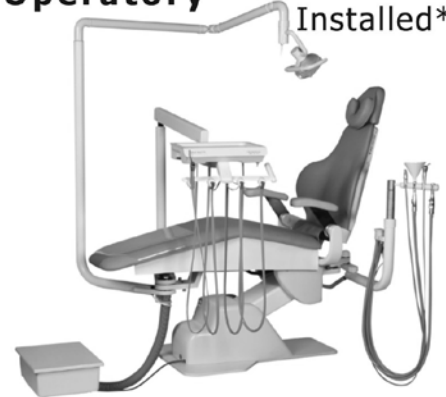
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GARDEN GROVE PRACTICE FOR SALE. 30 year goodwill. Doctor retiring. 2 chairs/3.5 days a week/\$350K gross. Call (714) 548-5345.

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San Diego Dental Practices for Sale

Location	Asking Price	Summary Info
Carlsbad	\$229,000	4 ops. Fantastic North County coastal location. Wonderful nearly new buildout in a busy shopping center. Purchase price is less than half of what it cost them to buildout the practice.
Vista	\$495,000	5 ops. 10 years of goodwill in state of the art practice but needs to move for family. Solid, loyal patient base under a single dentist. Excellent staff: hardworking, cross-trained, experienced, and fun to work with.
Encinitas	\$295,000	5 ops. Highly coveted North County coastal location. Busy medical campus location with plenty of parking. Strong, loyal patient base and well trained skillful staff.
Rancho Penasquitos	\$365,000	4 ops. 29 years of goodwill. Highly visible shopping center location. Office remodeled in 2016 and has digital x-ray and cerec.
Kearny Mesa	\$450,000	5 ops. 29 years of goodwill. Centrally located in the heart of San Diego. Practice has excellent signage on one of San Diego's busiest streets. Long standing, large, loyal patient base.
Fallbrook	\$545,000	4 ops. Spacious office space with most specialty procedures being referred out including all ortho. Recently remodeled with new paint and flooring. Seller owns real estate and offers future purchase options.
Rancho Santa Fe	\$885,000	4 ops. Located in a busy shopping center in one of the country's most prestigious neighborhoods. Low Insurance (patients not ins. driven). New office buildout with very current design (brand new in 2017).
San Diego	\$525,000	4 ops. Great location in a busy San Diego shopping center. No ortho being done so Invisalign can be added. Well trained high performing staff. Long term loyal patient base.
Encinitas	\$225,000	4 ops. A must see opportunity as price is well below cost of buildout and equipment alone. Practice has its own CE/study group for buyer to assume. Great for easy patient access with proximity to major freeways.
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Practices for Sale

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Tustin

Private General Practice - Dr retiring 4 operatories grosses over \$575,000/yr on 3½ days/week- digital xrays, 3D conebeam/pano, 2 global microscopes, and Dentrix computer system - Rent only \$3200/month inclusive - All equipment in great condition -

Poway

General practice for sale with some Ortho -2 GP operatories and 3 ortho operatories - Dr. retiring after 35 years - good secondary practice or good for a new grad - Grosses \$220,000 but net income of \$150,000

Desert Hot Springs

Private General Practice - practice is run as absentee owner - 3 ops in 1500 sq ft stand alone building - digital xrays and Panorex - grosses over \$500,000/yr on 4 days/week - very low overhead with high net profit - offer of first refusal on building

Laguna Beach

Private General Practice - Dr retiring - 3 operatories grosses over \$800,000/yr on 4 days/week- digital xrays and Dentrix computer system - Rent only \$2700/month inclusive - All equipment in great condition

Newport Beach

Private General Practice - Dr retiring 4 operatories grossed over \$875,000/yr in 2019 on 4 days/week- 6 days of hygiene/week - digital xrays and Dentrix computer system All equipment in great condition

Rancho Cucamonga Area Perio Practice

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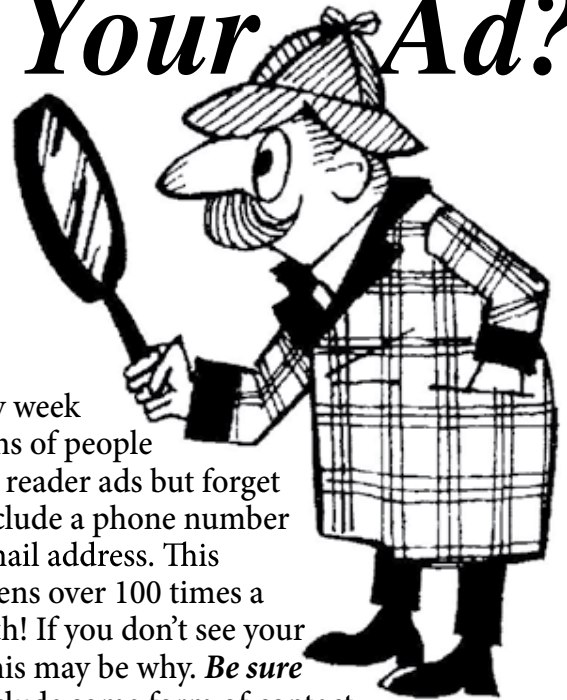
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DENTAL PRACTICES FOR SALE: Beverly Hills, Brentwood, Culver City, Encino, Long Beach, Monterey Park, Moorpark, Panorama City, Santa Clarita, Tustin, Van Nuys, Westlake Village and Woodland Hills.

TUSTIN GENERAL PRACTICE FOR SALE: Well established practice consistently collects \$572,000-597,000 over the past four years with an average net income of \$245,000+/year. Currently producing at above pre-COVID rate. Seller works 4 days per week with 4 days of hygiene per week. Over 37% of the practice production is from hygiene, exams and x-rays suggesting a solid recall program and conservative practice. Seller refers all endo, all oral surgery, all perio surgery and all ortho. No advertising, no evenings and no weekends. Lots of upside for a buyer that does some specialty work and some marketing. Three equipped operatories with SoftDent software. Asking \$520,000.

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LOS ANGELES/LARCHMONT AREA GENERAL PRACTICE FOR SALE: Growing practice has steadily increased collections over the past several years. Collected \$517,000 in 2019 with a net income of \$207,000. Seller works three days per week and has three plus days of hygiene per week. 34% of the production is from hygiene, exams and x-rays. Four equipped operatories plus one additional that is plumbed but not equipped. The office is computerized with Dentrix software, digital x-rays, panoramic x-ray and dental laser. Asking \$250,000.

ENCINO GENERAL PRACTICE FOR SALE: An outstanding 48 years of goodwill with the same dentist in the same location! The practice collects \$370,000 per year on three days per week with two days of hygiene per week. Seller refers all endo, all perio, all oral surgery and all ortho. No advertising, no capitation, and no Denti-Cal. The office is spacious with four equipped operatories, Dentrix software and digital x-rays. There is one year remaining on the current lease. This is an ideal practice to merge with a nearby practice and either move both practices to this location or abandon this location when the lease is up and move to the buyer's existing office. Asking \$100,000.

WESTLAKE VILLAGE GENERAL PRACTICE FOR SALE: Quality oriented, fee for service practice collects \$680,000+ per year with a net income of \$250,000+ on four days per week with five days of hygiene per week. Seller refers all endo, all oral surgery, all perio surgery and all ortho. The office is located in a popular one-story professional building with five equipped operatories, Dentrix software, digital x-rays and a panoramic x-ray. Over 40% of the practice production is from hygiene, exams and x-rays. Asking \$560,000. - SOLD

WEST LOS ANGELES PERIODONTAL PRACTICE FOR SALE: Located in a highly desirable area of West Los Angeles in an office with incredible views to downtown from one side and Catalina on the other and with relatively low rent on top of it all. Practice consistently collects over \$1 million per year roughly equal production from implants and perio surgery. Seller works four days per week and there are four days of hygiene per week. Four equipped operatories. Seller is retiring. Asking \$450,000.

LONG BEACH STARTER PRACTICE FOR SALE: Established in 1980, this practice has a solid, stable patient base. 56%, yes 56% of the practice production is from hygiene, exams and x-rays. Seller refers out all endo, all perio, all oral surgery and all ortho. The practice collections were \$245,000 last year with a net income of \$122,600 or 50%. The practice does no advertising and does not accept Denti-Cal or HMO. There are three full days of hygiene coverage at eight patients per day. There are three equipped operatories. Asking \$110,000.

MOORPARK GENERAL PRACTICE FOR SALE: Thirty-three years of goodwill in the same retail location. This practice has a ton of potential! Seller works three and a half days per week with two and a half days a week of hygiene coverage. Collections are consistently at \$400,000 per year with an equally consistent net income of \$150,000 per year with the seller referring out all molar endo, all implant placement, almost all oral surgery, all perio surgery and all ortho. 42% of the production is from hygiene and exams. The practice does no advertising even though located in a retail shopping center. The office has 3 equipped operatories with EZ Dental software and digital x-rays. Tremendous opportunity. Asking \$285,000. - SOLD

ENCINO GENERAL PRACTICE FOR SALE: Exceptional opportunity to acquire a full fee for service practice. This practice has been established in Encino for over 60 years and with the current owner in the current location for over 35 years. The practice is not in-network for any PPO or HMO plans. The seller refers all endo, all oral surgery, all perio and all ortho. Seller works 3 days per week with one day of hygiene per week and still collects \$430,000 per year. Asking \$250,000. - PENDING

VAN NUYS GENERAL PRACTICE FOR SALE: Great opportunity for a satellite location or a starter practice. The office collects \$300,000 plus on two days per week with one day of hygiene per week. Seller does no marketing or promotion and does not work evenings or weekends. The office has four equipped operatories with digital x-rays, panoramic x-ray machine and SoftDent software. Seller is relocating out of the area. Asking price is just \$75,000. - SOLD



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From a marketing perspective, it is always best to expose the product or the practice to as many potential purchasers as possible. Since the print advertisers all have a first of the month deadline for the publications coming out in the first week of the following month, to get an ad for your practice in those publications for the first week in November requires that the practice is listed by October 1st. While most of our practices are sold through our website or our existing data base, there is always a portion of the buying public that still relies upon the printed advertising and I see no benefit to excluding any potential buyer from consideration. As brokers, we cannot legally or ethically advertise a practice that we do not have listed for sale (although clearly some do).

The idea would be to list your practice prior to October 1st, but not launch the marketing campaign until mid to late October with the goal of securing offers and a buyer prior to December 1st. Since the financing, due diligence, contract and lease work will take at least a month, that would position the sale to close shortly after the first of 2021, thereby minimizing your taxes on the sale to the extent possible.

I can certainly go into more detail, but to avoid boring you, I won't unless you want to give me a call to discuss this further. Just something to consider, if you are already thinking about it.

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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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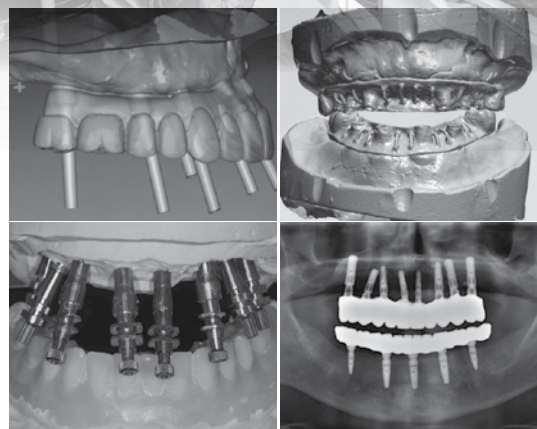
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Periklis Proussaefs DDS, MS

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.

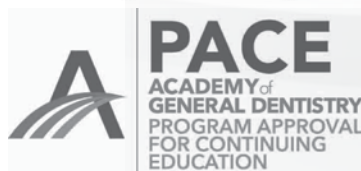


Dr. Angelo Cardarelli

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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FEATURED LISTINGS

LONG BEACH – This general practice is located in a one story strip shopping center with excellent signage. Great street visibility. Established in 1992. **Grossed approximately \$539K in 2019. Buyer's net of \$248K.** The practice consists of 3 equipped operatories and 1 plumbed not equipped in a 1,798 sq. ft. suite. PPO / Cash / Medi-cal. Great practice. Please contact your CPS Broker for more details. **Property ID #5323.**

RESEDA – Established in 2005, this General Practice is located a single story building with front and rear parking. The Seller sees approximately 15-20 patients per day and approximately 30-35 new patients/mo. PPO/Cash/Denti-cal. Does some minimal advertising. The practice consists of 5 equipped operatories in an approximate 2,000 sq. ft. office. Has long term lease and reasonable rent. **Grossed \$1.3M in 2019. Buyer's net of \$501K.** Low overhead. Great corner location on a busy boulevard. Seller will be focusing on 2nd office. Please contact your CPS Broker for more details. **Property ID #5317.**

ROWLAND HEIGHTS – Established in 2009 this General Practice is located in a one story free standing building with front and back parking on a heavy traffic flow street of the city. Next to residential area. Great street visibility. Seller is current working 4 days/wk with 1 days/wk hygiene and 1x/mo of Ortho. Sees approximately 25 new patients/mo. PPO/Cash/Minor Denti-cal. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion. Computerized with Dentrix software and digital x-ray. Minimal advertising. **Grossed \$806K in 2019. Buyer's net of \$314K.** Please contact your CPS Broker for more details. **Property ID #5278.**

SAN DIEGO – This luxurious GP/Specialty office is located in downtown San Diego on the first floor of a Retail/Restaurant loft with Professional Suites with heavy foot traffic. Has private parking on the building and lease includes 4 spaces. State-of-the-art practice consists 4 equipped operatories and 1 plumbed not equipped with 3D Panorex and in-house lab to keep overhead cost down. The office sees approximately 50-70 new patients per month. PPO & Cash only. Offers 17 years of goodwill. Patient referral and minimal advertising. **Grossed \$2.2M in 2019. Buyer's net of \$640K.** Excellent practice. Please contact your CPS Broker for more information. **Property ID #5332.**

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 - Eaglesoft software
 - 2,100 sq. ft.
 - Office with views of the golf course
 - Located in a large modern medical building
 - On a high traffic area
 - Seller is currently working 4 days/wk
 - 4 days/wk of hygiene
 - Sees an average of 8 patients/day
 - Delta Premier and Cash Only
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KERN, VENTURA & SANTA BARBARA COUNTY LISTINGS

SANTA MARIA – General practice with over 73 years of goodwill and has been an icon in the community serving generation of patients. Located in a single story free standing building on a heavy traffic flow street. Seller is currently working 5 days/wk with 10 days/wk of hygiene. Sees an average of 80-100 new patients/mo. PPO & Cash only. Has great advertising. The practice consists of 11 equipped operatories in a 3,720 sq. ft. unit. It's computerized with Carestream software and digital x-ray. **Grossed \$2.5M in 2019. Buyer's net of \$636K.** Please contact your CPS Broker for more details. **Property ID #5325.**

TAHACHAPI - General practice with Real Estate. This well-established practice with over 63 years of goodwill is located in a single free standing building. The office consists of 7 equipped operatories with Eagle Soft software and Digital X-ray. The Seller works 4 days/wk with 8 days/wk of hygiene. Sees approximately 20-25 new patients/mo. PPO and Cash Only. Mostly patient referral. **Grossed \$1M in 2019. Buyer's net of \$397K.** It's a landmark in the community. Great practice. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5324.**

LOS ANGELES COUNTY LISTINGS

CERRITOS – Well established general practice with 40 years of goodwill located on the second floor of a busy shopping plaza with plenty of ample parking. Excellent visibility. This practice consists of 7 equipped operatories in an approximate 2,000 sq. ft. suite. Seller is currently working 4 days/wk with 9 days/wk of hygiene. **Grossed approx. \$1.2M in 2019. Buyer's net of \$253K.** 100% Patient Referral. Computerized with Eaglesoft software. Seller will stay 2 days/wk. Great opportunity. Please contact your CPS Broker for more information. **Property ID #5295.**

COVINA – With over 60 years of goodwill, this Oral Surgery office is located in a single story medical professional building with private parking. The practice consists of 4 equipped operatories in a 1,730 sq. ft. suite. Currently the office is open in the mornings 5 days a week. Sees approximately 15 new patients per week. **Grossed \$476K in 2019.** Please contact your CPS Broker for more details. **Property ID #5327.**

CUDAHY – General practice with 30 years of goodwill is located in a single story busy shopping center. The practice consists of 4 equipped operatories in an approximate 1,200 sq. ft. office. The office is open 5.5 days/wk and sees approximately 30 new patients per month. PPO/Cash/HMO/Denti-cal. 100% Patient Referral. **Grossed \$429K in 2019. Buyer's net \$118K.** Please contact your CPS Broker for more information. **Property ID #5328.**

DUARTE – Price Reduced!! General practice established in 1964 located in a two story mixed use building on one of the busiest intersections in the city. The only dentist in the building. Absentee owner. Associate works 3 days/wk and sees approximately 15-20 patients per day. PPO and Cash only. 100% patient referral. Practice consists of 6 spacious equipped operatories in a ~3,400 sq ft suite. **Grossed approximately \$340K in 2019.** Has Dentrux software and digital x-ray. Reasonable rent for the area. Please contact your CPS Broker for more details. **Property ID #5183.**

GLENDALE – This General practice established in 2013. Seller is currently working 5 days/wk and sees approximately 35-40 new patients/mo. 100% Patient Referral. PPO/CASH/Denti-Cal. The practice consists of 3 equipped operatories and 1 plumbed not equipped. Located in a 3 story medical professional building. Computerized with Eaglesoft software and digital x-ray. **Grossed \$521K in 2019. Buyer's net of \$142K.** Located on major street with heavy traffic flow. Next to residential area and across from a hospital. Seller moving out of the country. Please contact your CPS Broker for more information. **Property ID #5305.**

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

GRANDA HILLS (GP) - With almost 50 years of goodwill to offer, the practice has been at this location since 1970. The practice has seen three generations of patients! The Seller has finally decided to retire after many years of success to focus on his other business ventures. The office consists of 3 equipped operatories in an approximate 1,200 sq. ft. suite. Granada Hills is a highly diverse and high-income neighborhood. Grossed approximately per the Tax Returns are \$328K for 2018, **\$392K for 2019 with a Buyer's Net of \$155,773 AFTER** the debt service of your acquisition loan and all office expenses. **The first quarter of 2020 is up 15%! The practice is exceptionally profitable because of the very low overhead of only ~52%. Isn't it time you bought your employment instead of being an associate?** The landlord is offering a very competitive lease for the area to further assist in the Buyer's success. Please contact your CPS Broker for more details. **Property ID #5276.**

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Juana Dominguez
Executive Administrator

LA HABRA (GP) Price Reduced!!! – Established in 1992, this practice is located in a two story free standing building on major street with excellent street visibility. Seller owns the building. The seller currently work 4 days/wk, Associate 1 day/wk and 3 days/wk of hygiene. Sees approximately 25-30 patients/mo. The practice consists 4 equipped chairs and 2 surgery rooms. Computerized with Easy Dental software. **Grossed 974K in 2019. Buyer's Net \$259K.** Great signage. Heavy traffic flow. Next to residential area. Excellent staff. Please contact your CPS Broker for more information. **Property ID #5298.**

LAKE BALBOA – Well established practice with over 60 years of goodwill. This office is located in single story building with reasonable rent. Cash / PPO / Medi-cal. Seller sees approximately 16-18 patients per day. 100% patient referral. The practice consists of 5 equipped operatories with Eaglesoft software and digital x-ray. **Grossed \$506K in 2019.** Great staff. Please contact your CPS Broker for more details. **Property ID #5330.**

LONG BEACH – General practice with approximately 60 years of Goodwill. This practice is located a two story medical dental plaza conveniently located right off the 405 freeway. Corner location with heavy traffic flow. Has reasonable rent for the area. The seller is currently working 4 days/wk with 4 days/wk of hygiene. Seeing approximately 16-20 new patients/mo. Cash/PPO/Capitation/Some Denti-cal. Practice consists of 3 equipped operatories in an approximately 932 sq. ft. suite. Computerized with Practice Web software. **Grossed \$373K in 2019.** The Seller is retiring. Great opportunity. Please contact your CPS Broker for more details. **Property ID #5303.**

LONG BEACH – Established since 1985, the General Practice is located in a two story professional building. On a major street of the city with excellent street visibility. Next to residential area. Seller is currently working 4 days per weeks with 4 days per week of hygiene. Sees an average of 15-20 new patients per month. PPO and Cash only. It consists of 4 equipped operatories and 2 plumbed not equipped for expansion in an approximate 1,800 sq. ft. suite. Computerized with Dentrux software. Does minimal advertising. **Grossed \$727K for 2019. Buyer's net of \$227K.** Great opportunity. Please contact your CPS Broker for more information. **Property ID #5302.**

LONG BEACH – This general practice is located in a one story strip shopping center with excellent signage. Great street visibility. Established in 1992. **Grossed approximately \$539K in 2019. Buyer's net of \$248K.** The practice consists of 3 equipped operatories and 1 plumbed not equipped in a 1,798 sq. ft. suite. PPO / Cash / Medi-cal. Great practice. Please contact your CPS Broker for more details. **Property ID #5323.**

LOS ANGELES – General Practice located in 32 story condominium in a private gated community with over 50 years of goodwill. The practice consist of 3 equipped operatories with 1 plumbed not equipped for expansion. PPO and Cash Only. 100% patient referral. Price for immediate sale. Please contact your CPS Broker for more details. **Property ID #5322.**

RESEDA – Established in 2005, this General Practice is located a single story building with front and rear parking. The Seller sees approximately 15-20 patients per day and approximately 30-35 new patients/mo. PPO/Cash/Denti-cal. Does some minimal advertising. The practice consists of 5 equipped operatories in an approximate 2,000 sq. ft. office. Has long term lease and reasonable rent. **Grossed \$1.3M in 2019. Buyer's net of \$501K.** Low overhead. Great corner location on a busy boulevard. Seller will be focusing on 2nd office. Please contact your CPS Broker for more details. **Property ID #5317.**

ROWLAND HEIGHTS – Established in 2009 this General Practice is located in a one story free standing building with front and back parking on a heavy traffic flow street of the city. Next to residential area. Great street visibility. Seller is current working 4 days/wk with 1 days/wk hygiene and 1x/mo of Ortho. Sees approximately 25 new patients/mo. PPO/Cash/Minor Denti-cal. Practice consists of 3 equipped operatories and 1 plumbed not equipped for expansion. Computerized with Dentrux software and digital x-ray. Minimal advertising. **Grossed \$806K in 2019. Buyer's net of \$314K.** Please contact your CPS Broker for more details. **Property ID #5278.**

SANTA CLARITA – Beautiful General Practice located 2 story free standing building on the second floor. Established in 2009. Practice consists of 5 equipped operatories computerized with Eaglesoft software and Digital X-ray. PPO & Cash only. Seller is currently working 5.5 days/wk. Averaging 50 new patients per month. **Grossed \$1.4M in 2019. Buyer's net of \$325K.** It's great opportunity. Excellent staff. All Ortho is to be referred to Orthodontist in the building. **Property ID #5329.**

VALENCIA – Successful, established and profitable customized general practice located in desirable Valencia, CA. Impressive office features 5 equipped operatories with Eaglesoft software in a generous 2,100 sq. ft. office with views of the golf course. Located in a large modern medical building on a high traffic area. Seller is currently working 4 days/wk with 4 days/wk of hygiene. Sees an average of 8 patients/day. Delta Premier and Cash Only. The prospect for growth is exceptional with four major residential developments under construction. **Grossed \$823K in 2019. Buyer's net of \$214K.** Beautiful office with 36 years of goodwill. Please contact your CPS Broker for more details. **Property # 5337.**

WILMINGTON - Coming Soon! General Practice with 27 years of goodwill. **Grossed \$300K in 2019.** Please contact your CPS Broker for more information. **Property ID #5334.**

WHITTIER – This General Practice established in 2010 and is located in busy shopping center on a busy street. **Grossed \$2.3M in 2019. Buyer's Net \$621K.** This practice consists of 7 equipped operatories with Dentrux software. PPO and Cash only! The practice is open 5 days/wk and sees approximately 120 new patients/mo. Associate run. Great practice. Excellent staff. Please contact your CPS Broker for more information. **Property ID #5315.**

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Fred Vuittonet, V.P.
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ORANGE COUNTY LISTINGS

CORONA DEL MAR – Well established General Practice located in a single story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq. ft. suite. It's computerized with Dentrix software and has digital X-ray. Retiring seller is currently working 4 days per week, O.S. 2x per month and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **Grossed approx. \$820K in 2019. Buyer's net of \$136K.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. Please contact your CPS Broker for more details. **Property ID #5285.**

FOUNTAIN VALLEY – This General Practice is located a busy corner strip shopping center with good street visibility. Has larger parking front and back. The practice consists of 4 equipped operatories and 1 plumbed not equipped for expansion in an approximate 1,637 sq. ft. suite. Has Digital X-ray and it's computerized with Eaglesoft. The retiring seller is currently working 3 days/wk and sees approximately 18 new patient/mo. PPO / Cash / Denti-cal / Some Cap. Does minimal advertising. **Grossed approx. \$238K in 2019.** Established in 2003. Has excellent staff. Please contact your CPS Broker for more information. **Property ID #5293.**

IRVINE – This unique general practice specializes in Workers Comp. Seller established the office in 1974 a few miles away and moved to this 2 story dental building in 2018. The practice consists of 4 equipped operatories in a 1,717 sq. ft. suite. It's computerized with Dentrix software and Digital X-ray. They see approximately 8-10 new patients per month. PPO and Cash only. **Grossed \$1.1M in 2019. Buyer's net of \$352K.** Seller is willing to stay and work part time. Great office and staff. **Property ID #5318.**

LAGUNA NIGUEL (GP) – This is a rare opportunity because we do not have many practices come available in the city of Laguna Niguel, which is committed to providing a vibrant quality of life for all residents, businesses, and visitors in a safe, beautiful, and involved community. Located conveniently off the 5 freeway, in a strip mall with a corner location, you can also find yourself less than 3 miles from the beach in this affluent community. With over 10 years of goodwill to offer; there have been many upgrades to this office to grow it far beyond its current potential. This has been a second satellite office for the Seller that has not been fully developed; the other office is over 17 miles away. The Seller only spends two days a week in this office and has chosen to focus on family at this time. A great opportunity to buy your employment and have a profitable two day a week practice. Or invest more time to realize the full potential of this rare opportunity. Please contact your CPS Broker for more details. **Property ID #5301.**

NEWPORT BEACH – Beautiful fee for service General practice is located in a corner 2 story medical dental building. Heavy traffic flow. Well established with 4 equipped operatories with window views in a 1,450 usable sq. ft. office. Seller is currently working 3 days/wk with 2-3 days/wk of hygiene. Sees an average of 8-10 patients/day. 100% Patient Referral. Computerized with Eaglesoft. **Grossed \$616K in 2019 with monthly revenues of \$51K.** Next to other professional building and residential area. Seller will be retiring. Please contact your CPS Broker for more details. **Property ID #5310.**

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

SANTA ANA – Coming Soon! Established in 1994 this General Practice is located in a 3 story medical/dental building. **Grossed \$508K in 2019.** Please contact your CPS Broker for more details. **Property ID #5331**

RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

LA QUINTA - Well established general practice with over 28 years of goodwill in high end neighborhood. This modern designed practice with 8 spacious operatories is located in a busy shopping plaza (fully occupied) with ample parking adjacent to the suite. On the busiest major intersection with heavy traffic flow in the desert. No longer a seasonal practice. Has year round golf, tennis and hiking. There's a private airport 3 miles away. Polo, Coachella Fest, Stagecoach. One the largest GP Practices in Coachella Valley. Seller is willing to stay for one year for transition. **Grossed approximately \$1.3M for 2019.** Please contact your CPS Broker for more details. **Property ID #5130.**

SAN BERNARDINO – General practice established in circa 1950 located a 2 story building. The practice consists of 4 equipped operatories in an approximate 1,500 sq. ft. suite. Seller is currently working an average of 3 days/wk and sees approximately 8-12 patients/day. 100% patient referral. Mostly PPO Insurance, some Denti-cal and HMO. **Grossed \$324K in 2019.** Seller is retiring. Please contact your CPS Broker for more details. **Property ID #5292.**

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Dan Parnell, V.P.
Lic #00901038

TEMECULA – Established in 2004, this Peds/Ortho grossed \$1.5M in 2019. Buyer's net of \$755K. It's located duplex single story building. Seller is leasing the office. Seller works 3.5 days/wk with the Ortho 1x/wk. See approximately 50-60 new peds patients/mo with 6-8 new Ortho starts/mo. PPO/CASH/DENTI-CAL. No advertising just Patient referral and website. This practice consists of 8 eq. ops in a 3,500 sq. ft. office. Has Dentrix software and digital x-ray. Great opportunity with low overhead. Please contact your CPS Agent for more details. **Property ID #5243.**

UPLAND – Well established beautiful office located in a two story building with ample parking. This office consists of 4 equipped operatories with window views. It's computerized with Dentrix Software and Digital X-ray. Seller manages only. Associate works 4 days/wk and sees approximately 60 new patients/mo. PPO and Cash Only. No Denti-cal. Excellent advertising. **Grossed \$896K in 2019. Buyer's net of \$139K.** Great staff. Established in 2013. Please contact your CPS Broker for more information. **Property ID #5237.**

SAN DIEGO LISTINGS

ALPINE - Coming Soon! General practice with 17 years of goodwill located in a medical dental building. **Grossed \$450K in 2019.** Please contact your CPS Broker for more details. **Property ID #5336.**

CORONADO (GP) – Established in 1986, this practice is located in a 2 story building next to residential area. It has great street visibility and signage. The office consists of 4 equipped operatories and it's computerized with Dentrix software. Seller sees approximately 15-20 new patient/mo. PPO and Cash only. **Grossed \$900K in 2019. Buyer's net of \$345K. Excellent practice.** Please contact your CPS Broker for more details. **Property ID #5265.**

EL CAJON (GP/Specialty) - This office is equipped with the latest 3D Sirona CBCT Digital X-ray and the practice has been digital for over 10 years. It is located in a two story free standing building. Absentee owner established the practice circa 1969. The practice is in a well-developed area with easy access to multiple freeways. **Collections over a Million for over 10 years with just 3 working days of production - plenty of room to expand the schedule and increase production.** This office consists of 5 equipped operatories and 2 plumbed not equipped in a 2,814 sq ft suite. There is also an operational in-house lab ready to be used. Computerized with Eaglesoft software. Excellent staff. Please contact your CPS Broker for more details. **Property ID #5265.**

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

ENCINITAS – Coming Soon! – General 2 operatory Practice located in a medial dental building. Fee for service. **Grossed \$836K in 2019.** Please contact your CPS Broker for more information. **Property ID #5333.**

SAN DIEGO – This luxurious GP/Specialty office is located in downtown San Diego on the first floor of a Retail/Restaurant loft with Professional Suites with heavy foot traffic. Has private parking on the building and lease includes 4 spaces. State-of-the-art practice consists 4 equipped operatories and 1 plumbed not equipped with 3D Panorex and in-house lab to keep overhead cost down. The office sees approximately 50-70 new patients per month. PPO & Cash only. Offers 17 years of goodwill. Patient referral and minimal advertising. **Grossed \$2.2M in 2019. Buyer's net of \$640K.** Excellent practice. Please contact your CPS Broker for more information. **Property ID #5332.**

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GP offices Newhall and Studio City retiring after 42 years. for info text to 661-803-6790

Korean share/subleasing/sublease modern general dental office to pedodontist or orthodontist. Dentalprousa7@gmail.com

Sacramento Practice for sale. High end PPO, cash, no capitation. No welfare. Good lease. \$350K per year on part time schedule. Doc retiring. MOTIVATED SELLER. Doc refers out a lot. 916-955-3294

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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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

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- Thanh 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, Dentrux, and strong hygiene program. This is a well-run office in a lovely residential area with opportunity to grow as most specialty procedures are referred out. 2019 GR \$696K. #CA671- Kerri McCullough - 949-300-0312

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

LOS ANGELES - NEW LISTING - 100% Associate-run office! Post-Coronavirus numbers for 2020 are \$850K+ as of 9/1, en route to over \$1M by year-end. 6 Ops, Digital, Pano, parking lot, and room for growth. Practice has an excellent reputation in the area for high quality, personal care and has excellent cash flow, ready for a working dentist to take over! #CA1681- Dr. Rishi Salwan - 909-239-2800

LOS ANGELES, WEST SIDE - Price Reduced! West LA practice with a 60-year history, located in a newly remodeled medical building, with outstanding views of Hollywood Hills. This 4 Op office (with one add'l to expand) is located in a very up-and-coming area with new hotels and high-end apartments being built nearby. Modern and fully Digital with Schick X-rays, Blue Cam ready to scan your preps and send them to the lab. 2019 GR \$449K. #CA640- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY 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 - NEW LISTING - 5 Ops, Digital, retiring seller. Excellent reputation in affluent area for high quality personal care. Modern, welcoming office with strong hygiene program and room to grow with specialties. #CA1676- Kerri McCullough - 949-300-0312

ORANGE COUNTY - Beautiful office with 5 Ops, Digital x-rays and paperless. 2019 GR \$501K, practice is 100% Associate-run. Located in a high traffic area with great signage and low rent. This is a must-see! #CA670- Dr. Rishi Salwan - 909-239-2800

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

PALM SPRINGS AREA MULTI-SPECIALTY - PRICE REDUCED! 5 Ops, private office, lecture room, and lab, in a 2,500 sq. ft. suite. Practice has over 28 years goodwill and consistent collections over \$1M/year. Dentrux, Digital x-ray, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks' vacation every year. 2019 GR \$1,260,000. Priced to sell at \$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

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

SHERMAN OAKS - 5 Ops, 4 equipped with 44 years goodwill. Nicely appointed in high-end building. Strong hygiene program, refers out specialty work, and 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

NATIONAL CITY - NEW LISTING - 6 Ops, 14 years of goodwill, in a highly visible strip-mall location. Digital X-Rays, Schick sensors, and intra-oral camera, and Eaglesoft PMS. There is a loyal patient base and staff. Excellent opportunity to purchase a thriving practice with GR of \$750K. #CA1465- 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

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. #CA1076- 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-ray are already in place. All 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

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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. #CA644- Dr. Rishi Salwan - 909-239-2800

FOLSOM / EL DORADO HILLS AREA - 5 Op Digital practice. 2019 GR over \$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, 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 & Periolase. 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. veres offices, 4 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 Softident, 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 HMOs, same PPO Practice. 9 Ops, Digital sensors, Diode laser, 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. 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

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

OUTSIDE OF CALIFORNIA

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

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Attention Doctors! Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com

6087 - Corona/Riverside – Estab 35 yrs. Union Practice. Seller chooses to work 2.5 days. Nets \$350k take home. More days available to motivated Buyer Call Tom Fitterer PPS (714) 345-9659

Dental Assistant Wanted in North Hollywood. Must speak Spanish. No experience needed, will train. (818)760-8201, Luis

North Hollywood Practice & Building for Sale by Owner, 4 ops. Owner can Finance. Dr retiring.(818) 679-1780, Albert.

Valencia,Dental Clinic lease reasonable price. 4 op chairs, close to hospital/medical clinics, mall, freeway. (661)373-3400

Office Furniture / Framed Artwork / File Cabinets / Printer / Magazine Rack 4 SALE Contact hbperio@cox.net Subj: DTrader

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South OC Restorative FFS practice. Turn key high-tech suite. 2019 revenues of \$1,070,000. June 2020 Collections \$137,500K. Asking \$875,000. Contact info@wpppps.com

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Managing Dentist for succesful busy office in SF Valley. Partnership potential. Min 3y exp. Email Miasar1818@yahoo.com

360 Orthodontics Seeking Associate Orthodontists in Los Angeles Market. Contact John 310-998-7600

Associate Wanted in Irvine with opportunity to buy-in. Mandarin preferred. Email resume to wtsay@yahoo.com.

In-House Endo/Specialists Wanted in Irvine and Huntington Beach. Call (949) 552-8542 or email: iflossforyou@gmail.com.

Manhattan Beach dental office space to share. Perfect for specialist or startup. Email hot.dds@hotmail.com Lots of parking

ORTHO DENTAL ASSISTANT Needed. Bilingual Preferred. Call 310-923-2736 or send resume to drnamiandentistry@gmail.com

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

CANTONESE/MANDARIN ASSOCIATE WANTED. Denti-Cal provider preferred. 626-281-3651 / sunnysmiledental626@gmail.com

Dentist needed: established dental office looking for motivated dentist. Please email resume to: centraldental1@gmail.com

TUSTIN DENTAL PRACTICE FOR SALE - 4 operatories grosses \$575,000/yr on 3½ days/week – digital xrays, conebeam/3D/pano and Dentrix computer- Thomas & Fees Practice Sales (714)544-4341

Dentist wanted for private office job is for Monday, Thursday, Friday Email resume freshdental@aol.com

6088 - SOUTH OC. – Gross near million. High growth area. Very busy High identity shopping center. 4 Ops. Low rent Absentee Seller. Owner operator will gross \$1.5 million first year Net \$500k. Call Tom Fitterer PPS (714) 345-9659

BOARD CERTIFIED PERIODONTIST AND IMPLANT DENTIST IN-OFFICE. IV SEDATION. HAVE ALL MATERIALS AND ASSISTANT. 818-521-4947 RAFIEEDDS@GMAIL.COM

PALM DESERT / INDIAN WELLS – New practice start-up. www.ddsmatch.com 855-546-0044

SFV - PROST/IMPLANT PRACT. All on 4's, cosmetics, partial & full mouth reconstruction, smile makeovers, crown & bridge & dentures. Annual Gross \$1M+. Morita CBCT, Eagle Soft & chartless. D&M PRACTICE SALES (818) 591-1401

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"I've known Lee Maddox for many years. I have used his legal services for purchasing/selling dental practices; lease negotiations. His extensive dental training and knowledge coupled with his sharp legal mind make him the perfect and obvious choice for all my legal needs." Dr. Cunningham. www.maddoxhealthcarelaw.com

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Sublease West SF Valley Professional Medical Building, Just Remodeled, 3 Ops, 818-554-4655 / kbamshad@yahoo.com

Tustin general practice collects \$575,000/yr with a net income of \$245,000/yr. Refers all specialty work. 4 days of hygiene. 3 ops. Asking \$520,000. Kurt Skarin 805-777-7707

FOR SALE LIKE NEW The Wand Single tooth anesthesia \$2499. Please email vidadentistry@gmail.com

Westminster. Associate dentist part-time must work on Sat. Bilingual Vietnamese. Please text resume: 714-472-4041

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CHILDREN DENTISTRY! Looking for GPs to do PEDO in busy, high production offices located thru out Los Angeles. Please call 310-738-8020 (no fax) to inquire about this high paying position!

Orthodontist for a General & multi- speciality office in Walnut, CA. Once a month (909)528-3594 maxwellnazari@yahoo.com

PRACTICE FOR SALE / TEHACHAPI GP w/ Real Estate; Grossed \$2.5M in 2019. California Practice Sales, Inc. Phone: 714-639-2775

Encino medical bldg 4 ops, 1465 sq ft turnkey dental office; bright, newly remodeled must see please call 818 577 9299.

CEREC Omnicam digital scanner for sale in Oceanside. In great condition and well kept. Text 2088001239. \$15k OBO.

DON'T SIGN THAT LEASE! First, speak with a skilled dental attorney regarding the in and outs of your potential new lease. FREE consultation. (310) 776-5384. www.PacificHealthLaw.com

DENTAL PRACTICE in CERRITOS. New Listing! 2019 Grossed ~ \$405K. All Cash & PPO. 25+ years of goodwill. 3 equipped ops. + 1 plumbed. Reasonable Rent. Call Loc Pham, BRE# 01875780. (714)550-7494. https://LCFpracticesales.com

I'm a general dentist looking to bring limited orthodontics to your office. Invisalign and traditional wires. 208-800-1239

6089 SOUTH OC SHOPPING CENTER Absentee Owner. Gr \$840k Owner operator will gr 1.5 first yr and net 500K Why? Two new tenants on each side office will bring in 30 to 50 new patients a month. Low OH a sure winner for GP or Specialist Call Tom Fitterer PPS 714-345-9659

Ortho Assistant Needed! Position is for Saturday's in our Oceanside office. Text 2088001239 for more details

DENTIST WANTED - Multi-specialty Cerritos office. GP wanted 2-3x week. Great office, great pay. socalteeth@gmail.com

TEMP DOCTOR AVAILABLE \$100/HR, SHORT NOTICE ALL PROCEDURES. 30 YRS EXP. DONT CANCEL PATIENTS . CALL DR. G 310-403-3525

West Hollywood Dental office to share one or two Ops PT/FT. contact oshinaj82@gmail.com for more info and photos.

Chemiclave Sterilizer Model EC5500-\$1000 Minor cosm wear, refurbished in 2018, good cond, over \$200 of assc 9496431111

Hygienist needed Lomita - Part time availability every other Monday. Possibly more days. Call/text 3109383132.

Orthodontist needed for high volume private office in Los Angeles
Email:ortho_wiz@yahoo.com

Endodontist Implantologist-15 years experience. One person performs both specialties Microsurg. Oneendodontist@gmail.com

Medical Aesthetic. Mobile Service. Botox etc (myofacial pain, masseter hypertrophy, wrinkles) 5AestheticMD@gmail.com

DENTAL IMPLANTS placed at \$850 each. Sinus lifts, Bone grafts, 3rd molar ext. No need to refer out. Tamir 310-663-4323

Need a DDS to share office space in beautiful Tustin office. Please email mitracim@gmail.com for more info.

Sublease Orange 3 ops, great location. Call or text for more info. 310-938-3132

Impression & Temporary Guns DS50 4:1/10:1, one Danville & one Dentsply gun, 50.00 each. e-mail im2near@yahoo.com.

ORANGE COUNTY GP FOR SALE - 5 Ops, 4 Equipped, Digital, High Quality Ofc in Affluent Area. HSPPT- Kerri McCullough-949-300-0312 #CA1676

Implant-Dentist for your office? I Place & RESTORE. Material + labor charge. TEXT (949)798-9591.

FRESNO-very low price, motivated, turn key, great location, newly remodeled, 4 Ops. Disabled, take over lease (559)960-8837

Looking for something but can't find it? Call Bruce at The Dental Trader, I have an extensive database I have compiled over my 37+ year career in dental publishing and can probably help you. No question too weird. 877-888-4237

6090 - Orange - Absentee - Grossing \$350k established 20 years. Some HMO, Dential. Add Borrego now. Call Tom Fitterer PPS (714) 345-9659

Sacramento Practice and building Sale for Korean dentist, please email me at hansoldc@yahoo.com

Delivery Unit / H2O Bottle Sys / Autoclave / Chemiclave / Lab Equip / Articulators 4 SALE Contact hbperio@cox.net Subj: "DTrader"

PALM DESERT DENTAL PRACTICE FOR SALE: Absentee owner. Revenues exceed \$1mill with no promotion. Big upside. Call Broker - Lou Bermudez (818) 999-9595.

Turnkey Practice/Real Estate \$405K 1100Sq. 3 fully equipped ops, lab all with doors and private office in Medical/Dental condo building across from Dignity Medical Ctr. in fastest-growing city in Santa Barbara County. Owner retiring. Email owner at jwilllo1070@gmail.com

TPC Portable Dental Unit for sale. Built ins include: Advance 800 Piezo Scaler with tips and Advance LED-39 Curing Light. High & low speed hand piece tubing with standard connection. Saliva ejector. Purchased new on 3/19 for \$2032.00 the unit has been used about 15 times, perfect condition. \$1650 OBO Corey 661-706-8221

Full arch implant surgical/prosthetic pearls one of a kind course hands-on train on cadaver, pig jaws, laboratory, www. DentallInstituteCalifornia.com (805) 676-1063

Dental office space for rent, city of Westminster. 2 ops brand new chairs flexible days of the week. text me at (714)809-1963

Dental Screeners(consultants)Needed Medi-Cal Dental is looking for dentists to perform evaluations in an office environment, on an as needed basis throughout California. Must have 10 years clinical experience, current unrestricted dental license, no prior or current investigations and your own office. Participation in the Medi-Cal Dental program is not a requirement. Email resume to: srotblatt@delta.org

ALISO VIEJO - PRACTICE/REAL ESTATE COMBINATION SALE- 4 ops. Greg Beamer 909-542-4891

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LOS ANGELES/VENTURA/KERN COUNTY

BEVERLY HILLS

3 eq. ops. and 1 plumbed not eq. op. in a 1,397 sq. ft., spacious, bright, penthouse suite located in a prestigious, recently remodeled, Medical building. Building and suite cater to the area's high-end clientele. Private entry intercom and Private elevator that leads to the practice and roof top which offers a great deal of privacy. Established as a Dental practice for 20 years. Suite has large windows and tons of natural sunlight. Truly a must see to appreciate! Landlord is ready to negotiate a new, reasonable lease with Tenant Improvements. Leasehold Improvements & Equipment Only.

BEVERLY HILLS

The location is on the ground floor, which is rare, and sought after in Beverly Hills. 4 eq. ops. in a 1,100 sq. ft. suite with charm and attention to detail from floor to ceiling! Crown molding, ceiling medallions, chandeliers, coffered ceiling, and ornate architectural elements make up this must-see practice! 28 Yrs of Goodwill. Seller is looking for someone to take over the lease and that Seller will have a component to the agreement that Buyer will sublease to Seller on terms mutually agreeable to both parties.

BRENTWOOD LOCATION - NEW LISTING

3 eq. ops. in a 1,000 sq. ft. suite located in a 3 story Medical/ Dental/Professional building in the **heart of Brentwood** with shopping and restaurants nearby. Easy access to the 405 freeway and West LA cities. Reserved, covered parking is available. **Rent is \$4,740/month-Low Overhead!** Established as a dental practice for 22 years. Seller is a successful Perio but the practice would also be a great GP. Leasehold Improvements & Equipment Only. \$91,500

COVINA - RECENTLY REDUCED

2 eq. ops. & 1 plumbed not eq. op. in a 900 sq. ft. suite that is bright and ready to go! Located in a single story, professional building on a busy street with plenty of parking in the rear of the building. **Rent is only \$2,300/month. Projecting ~\$154,317 in 2020** on a part time schedule. Seller is moving out of state. **\$70,000 - Two entrances and private ops. that help ease health concerns during this time. Make an Offer!**

COVINA - NEW LISTING

4 eq. ops. in a 1,075 sq. ft. suite that is located in a two story, free standing, duplex building. Seller owns the building and will give the buyer the first right of refusal. The **rent will be \$2,363/mo.** 67 Years of Community Goodwill. PPO/Cash Practice. 60% Overhead. Dentrix Software, Intra Oral Camera, Digital X-ray, and equipment that averages 2-7 years old. **Strong Hygiene program in place. Collected \$804,435 in 2019.**

LONG BEACH - REAL ESTATE FOR SALE OR LEASE

3 eq. ops. & 2 plumbed not eq. ops. in a 1,800 sq. ft., single story, free standing building on a busy street with Pole signage. 7 years of Goodwill. Nicely designed, newer, welcoming interior. Easy Dental Software, Digital X-rays w/ 2 sensors, and Intra Oral Camera.

LOS ANGELES (90014) - RECENTLY REDUCED

7 eq. ops. & 2 plumbed not eq. ops. in a ~5,500 sq. ft. suite that is located in a single story, corner, historic building. **Excellent exposure and signage!** Parking in the rear of the building. Major Metro hub stop in the front of the building. **Practice was started back in 1910!** Room to expand or would be great for a multi-specialty practice! Collected \$390,680.35 in 2019. **\$230,000!**

NEWBURY PARK - CONDO SUITE FOR SALE OR LEASE

2 eq. ops. & 2 plumbed not eq. ops in a 1,267 sq. ft. suite located in a two story, upscale, professional building off the 101 freeway, **State of the Art, Paperless suite** custom designed by George Fedyna. Seller owns the condo suite and is willing to negotiate a new lease. Leasehold Improvements & Equipment Only **\$75,000! New Pricing on the Real Estate.**

PANORAMA CITY

Total of 5 plumbed ops. w/ 2 eq. in a 1,574 sq. ft. suite located in a single story, busy, strip shopping center on a major street convenient to the 405 freeway. **Excellent visibility and pole signage. 20 Years of Community Goodwill.** Rent is \$3,400/ month. Low Overhead. Retiring Seller currently works 3-4 days/ week. **Collect-ed ~\$333,391 in 2019.**

PARAMOUNT

2 eq. ops. & 6 plumbed not eq. ops. in a 1,900 sq. ft. suite located in a two story professional building. The other tenant is a **referring Union.** Plenty of onsite parking and great signage!

Doctors - the Covid19 issue has caused all of us to adapt to many changes in our practices and lifestyles. Ellen and I want to share with you that while some of the lending institutions had to realign themselves, the market has continued to be strong. Many Sellers are booked out weeks in advance. Sales are still taking place, good practices are still in demand, and we have a number of buyers who are looking to buy and own their own practices. We are lucky to live in SoCal, where there is an ever-present population that needs your skills. Have faith and stay focused. These are the times when the best rise to the top.

Greg Beamer



Ellen Wood
RE Agent - Sales & Marketing Associate
18 Years in the Dental Practice Sales Industry
DRE License #02006320

Ph: (909) 542-4891 • Fax: (866) 890-1033 • info@gregbeamer.com • www.gregbeamer.com

Two schools located across the street. 30 Years of Community Goodwill. **Retiring Seller** currently works 5 days a week. **Rent is only \$2,300/month.** Perfect for a multispecialty build-out. Collected \$154,774 in 2019.

ROWLAND HEIGHTS

2 eq. ops. in an efficiently designed 800 sq. ft. suite located in a single story, busy strip center. Frequented area off Colima that is attracting approx. 15-20 new patients per month. Seller started the practice 2.5 years ago but has not been able to grow it to its full potential because of health reasons. Low Overhead! Everything in the practice looks new and is well-maintained. CT Scanner included! **Approximately 500 active patient charts. \$80,000**

SANTA MONICA - NEW LISTING

4 eq. ops. in a professionally designed, recently remodeled, 1,400 sq. ft. suite located in a multi-story health center in the heart of Santa Monica. Walking distance to local shops and restaurants. Rent is \$5,200/month and includes utilities. **Floor to ceiling windows with great views! Newer Equipment.** A must see to appreciate. Leasehold Improvements & Equipment Only.

SHERMAN OAKS

3 eq. ops. in a 1,000 sq. ft., nicely designed, bright suite with great **7th floor views** located in a well known medical building on the Shermans Oaks Hospital Campus. Established as a dental practice for 60 years. **Low Overhead!** Easy Dental Software, Intra Oral Camera, Digital Xray, TPC chairs, and more... \$52,500

SOUTH BAY AREA

5 eq. ops. in an all-digital, well run, 1,500 sq. ft. suite located in an extremely **busy strip shopping center.** Seller has exclusivity. Strong and successful practice that collected over \$5M in 2019. Potential Buyers must have managerial skills, solid credit and financial stability.

TORRANCE

3 eq. ops. & 1 plumbed not eq. op. in a 1,344 sq. ft. suite located in a two story professional building near the area hospital. Established as a community practice for 51 years. Eaglesoft Software, Intra Oral Camera, Digital Xray, Solea Laser, and more. **Retiring Seller** and Long-term staff in place. **PPO/Cash Practice.** Collected approx. \$241,134 in 2019 on a 3-4 day work week. **A must see to appreciate! \$180,000**

VALENCIA

4 eq. ops. in a 1,753 sq. ft. suite located in a busy Medical center. 40+ Years of Goodwill. **Bright Suite with equipment that averages 5 years old, Digital Pano, and Intra Oral Camera. Solid collection history over \$605,000 for the past few years.**

VALLEY VILLAGE - RECENTLY REDUCED

3 eq. treatment rooms in a 1,000 sq. ft. suite located in a single story, professional center with excellent visibility on a busy street. **Rent is only \$2,691/month; Low Overhead!** 30 Years of Goodwill. New, Large condo complex next door. Collected \$180,914 in 2019 on a part-time schedule. \$119,000!

VAN NUYS - RECENTLY REDUCED

3 eq. ops. in a 1,200 sq. ft. suite located in a 2 story medical building. Rent is only \$2,398/month; **Low Overhead!** **34 Years of Goodwill. Dentio Software, Intra Oral Camera, Digital X-ray.** Seller currently works 1.5 days a week but would like to concentrate on his other practice in La Mirada. **Collected \$116,578 in 2019 on a minimal schedule and with no advertising. Practice has the potential to be open full time and is ready to grow! \$55,000!**

WALNUT / DIAMOND BAR - RECENTLY REDUCED

2 eq. ops. and 1 plumbed not eq. op. in a 1,100 sq. ft. suite located in a very busy, strip center on a major street. **Excellent signage, visibility, and foot traffic!** Rent is very reasonable at \$3,850/month. 30+ years of area Goodwill. **Retiring seller. \$132,500**

SACRAMENTO COUNTY

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.** Long-term, trained, quality staff in place. **Collected \$2,278,580 in 2019.**

13 PRACTICES ARE UNDER OFFER, BACK UP OFFERS ENCOURAGED!



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ORANGE COUNTY

ALISO VIEJO - RECENTLY REDUCED

PRACTICE/REAL ESTATE COMBINATION SALE - 3 eq. ops. & 1 plumbed not eq. op. in an immaculate, nicely designed suite with **24 Years of Goodwill**. Professional Complex in the heart of Aliso Viejo. **Retiring Seller** that currently works 32/hours a week. **80% PPO and 20% Cash**. Excellent opportunity to invest in a great condo suite and established practice! **\$805,000**

CORONA DEL MAR

5 eq. ops. in a 2,500 sq. ft. suite located in a professional building that offers **amazing signage** and is just a couple blocks from the ocean. Suite offers crown molding, wainscoting, wood baseboards, newer reception area furniture, newer flooring and large windows through-out. Current "spa room" can be equipped with a hygiene chair for a total of 6 chairs. **Luxuriously designed, light, bright and airy suite**. 16 Years of Goodwill. 100% Cash Practice. **Collected \$856,219 in 2019**.

FULLERTON - RECENTLY REDUCED

5 ops. in a 1,750 sq. ft. suite located off two very busy streets. Single Story, Professional complex in a serene setting with ample parking and mountain views. Established as a Dental Practice for 9 years. Rent is currently \$3,750/month and the landlord is easy to work with. Suite was built-out with quality, top of the line materials and is wired to be all digital. **UV Plasma system attached to the air conditioner that filters and sanitizes all air continuously**. Touch-less hygiene faucets. Leasehold Improvements Only! **\$75,000!**

HUNTINGTON BEACH

Great Location on Beach Blvd. off of Talbert in a busy area of Huntington Beach. 4 treatment rooms in a 1,400 sq. ft. suite with room to expand another 700-1,400 ft. Landlord is ready to sign a new modified, gross lease \$2.50 sq. ft. Leasehold Improvements Only.

LAGUNA NIGUEL

2 eq. ops. & 2 plumbed not eq. ops. in a 1,300 sq. ft. suite located in a single story, strip professional/retail center with great signage and exposure. **24 Years of Goodwill**. Rent is \$4,445/month. **Retiring Seller** 10% PPO 30% Cash Practice. Collect-ed \$190,693 in 2019 on a 4 day work week. **\$125,000** Under offer, Back up offers encouraged.

LA HABRA

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

LA HABRA ORTHO/ENDO SPACE

Great opportunity to lease a 1,000 sq. ft. suite to build-out an

Ortho or Endo Dental practice on the famous Whittier Blvd, with a high visibility frontage! Landlord is easy to work with and is offering up to 18 months of free rent for qualifying tenants that sign a long-term lease.

MISSION VIEJO - NEW LISTING

4 eq. ops. in a 1,100 sq. ft., efficient, well designed suite located in a busy, single story, **strip shopping center**. 15+ Years of Community Goodwill. **Retiring seller** currently works 2-3 days a week. Attracting ~52 new patients/month. Collected \$389,678 in 2019 on a 1.5 work week.

MISSION VIEJO - RECENTLY REDUCED

4 eq. ops. & 1 plumbed not eq. op. in a 1,200 sq. ft., beautifully designed, all digital, bright suite located in a busy, two story, strip center. Corner location with excellent visibility, signage, and plenty of parking. **21 Years of Goodwill**. Rent is only \$2,680/month; **Low Overhead!** Attracting ~35 new patients/month. **Collected \$968,292 in 2019. \$815,000**

SOUTH ORANGE COUNTY SEASIDE PRACTICE - RECENTLY REDUCED

3 eq. ops. in a spacious suite with room to expand and ocean views. Amazing location close to the beach, 5 freeway, and local shops/restaurants. Rent is only \$2,938/month! 80% Insurance and 20% Cash Income Stream. Collected approx. \$621,308 in 2019 on a 4 day work week.

SAN BERNARDINO / RIVERSIDE COUNTIES

COLTON

2 eq. ops. & 2 plumbed not eq. ops. in a 1,388 sq. ft. suite located in a very busy shopping center. Stater Bros & Rite Aid are the anchor tenants. 29 Years of Goodwill. Retiring seller that currently works ~ 24 hours a week. PPO, Cash, MediCal Practice. Collected \$194,090 in 2019. \$118,500 Motivated Seller!

CORONA - RECENTLY REDUCED

4 eq. ops. & 1 plumbed not eq. op. in a 1,800 sq. ft. suite located in a single story, free standing building with excellent signage. Close to the area Medical Center, Shopping, Schools and the 91 freeway. Rent is very reasonable at \$3,000/mo. Sellers work a total of 4 days a week. **70% PPO & 30% Cash**. Open Dental Software, Digital Xray, Pano, and Intra Oral Camera. **Collected approx. \$469,520 in 2019. \$325,000!**

HESPERIA

4 eq. ops. in a 1,200 sq. ft. suite located in a busy, single story, strip shopping center near the area hospital. Rent is only \$2,300/month. 15 Years of Goodwill. **Low Overhead**. History of collecting \$220K/year on a minimal schedule. Very **well equipped** and ready to go. Seller is moving out of the area. Financials are combined with his other practice. Patient Charts included but not guaranteed. **Motivated Seller! \$154,500 or Best Offer**

Doctors, Ellen and I want to let each of you know that we are praying for everyone's safety and well-being. Our lines are open as we are continuing to list, market and sell offices. We are also available for one-on-one consultations or to just chat. Stay safe.

Greg Beamer



Ellen Wood

RE Agent - Sales & Marketing Associate
18 Years in the Dental Practice Sales Industry
DRE License #02006320

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HESPERIA

2 eq. treatment rooms & 1 plumbed not eq. treatment room in a 1,000 sq. ft. suite located in the heart of town with **19 Years of Goodwill**. Rent is only **\$1,550/month**. Collected approx. \$163,502 in 2019. **Low Overhead & Potential to be open more! \$75,000!**

LA QUINTA - PRICE ADJUSTMENT

8 modern, fully equipped treatment rooms in a state of the art 2,275 sq. foot suite located in a frequented shopping center with over 30 Years of Community Goodwill. Dentrix G5 Software, 10 Intra Oral Cameras, Digital X-ray, Pano, and equipment that averages 10 years old that is in excellent condition. Long-term, Knowledgeable staff. **Strong Hygiene department -10 days/week**. Qualified Specialists in place. **Retiring Seller**. 60% Cash 40% PPO/ Delta (no HMO or CAP). History of Collecting \$1.5+ Million. **\$875,000**

MONTCLAIR TURN-KEY

2 eq. ops. & 2 plumbed not eq. ops. in a 1,260 sq. ft. suite located in a busy strip shopping center off the 10 freeway. **Rent is only \$2,394/month- Low Overhead!** Established as a dental practice for 26 years. Clean, bright suite that is ready to go! **Motivated Seller- Make an Offer!**

MORENO VALLEY

3 eq. ops. & 1 plumbed not eq. op. in a 1,200 sq. ft. suite located in a **very busy, single story, strip shopping center**. Rent is only \$2,410/month. **Retiring Seller** currently works 3 days a week. **PPO & CASH practice**. Seller does not advertise but has an exclusive with local union. Collected \$214,191 on a part time schedule in 2019. **\$145,000.**

MORENO VALLEY

3 eq. ops. & 1 plumbed not eq. op. in a 1,210 sq. ft. light, bright, suite located in a single story, professional building. Rent is only \$2,117/month. **27 Years of Goodwill**. 85% PPO & 15% Cash. DentPro software, Dexis digital X-ray and camera. Reme HALO LED whole office air-cleaning system, PAX2000 extra-oral suction, etc for advanced aerosol management. **Collected \$453,011 on 3-4 day week with easy schedule in 2019. Motivated Seller!**

PALM DESERT

7 eq. treatment rooms in a spacious, well designed suite located in a busy center on a major thoroughfare off the 10 freeway. **30+ Years of Community Goodwill**. Attracting 50+ new patients per month. **Strong hygiene department. Oral Surgeon and Endo Associates in place**. 70% PPO, 15% Cash, 15% HMO/CAP Income Stream. **Collected approx. \$1,413,290 in 2019 on a part time schedule.**

REDLANDS - NEW LISTING

4 eq. ops. in a 1,200 sq. ft. suite located in a single story, freestanding building with excellent exposure. 31 Years of Goodwill. Rent is only \$3,500/month. Long-term, quality staff in place. **Low Overhead**. Collected \$586,962 in 2019.

SAN BERNARDINO TURN-KEY- NEW LISTING

5 eq. ops. & 1 x-ray room in a ~2,000 sq. ft., beautifully designed suite located in a single story, free standing building with amazing signage near the area hospital. **Transferable contract with Borrego**. Borrego allows and pays for dental patients to receive treatment without a need for preauthorization on crowns, root plannings, Perio Maintenance and partials. Seller started the practice in 2019 but does not have enough time to build the location to its full potential. Patient Charts included but not guaranteed. **\$124,500**

TEMECULA - RECENTLY REDUCED

3 eq. ops. & 1 plumbed not eq. op. in a 1,400 sq. ft., nicely designed suite located in a single story, busy strip center with great signage and visibility off the 15 freeway. Lots of foot traffic! **Rent is only \$2,129/month**. Seller's main practice is in San Bernardino and he has not had the time to grow this location to its full potential. Excellent Yelp reviews. **Digital Suite w/ Intra Oral Camera, 2 Kodak Digital X-ray sensors, Dentimax Software, and Pano**. Collected approx. \$70K in 2019 on a 1-2 day work week with little to no advertising! **\$99,000!**

VICTORVILLE

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

SAN DIEGO COUNTY

RANCHO BERNARDO / SAN DIEGO

3 eq. ops. and 1 plumbed not eq. op. in a 1,175 sq. ft., beautifully designed suite located in a busy, single story, strip center on a major street off the 15 freeway. 10 Years of Goodwill. **Seller currently works 4 days a week. Dentrix Software, Digital Xray, Intra Oral Camera, and equipment that looks new.** Longterm, well trained staff in place. **Collected \$627,116 in 2019.**

SAN DIEGO

6 eq. ops. in a spacious, bright, professionally designed, 2,025 sq. ft. suite located in a four story Medical building. Rent is \$5,000/month and the landlord is ready to negotiate a new lease. The suite next door is available and offers a conference room, restroom, changing/storage room, private office and kitchen. **A must see! Leasehold Improvements & Equipment Only**

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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

6093 - Upland – Established 38 years Grossing \$300 to \$350k plus. 5 Star DDS – over 2,000 pts. 3 days Hyg 3 Ops Call Tom Fitterer PPS (714) 345-9659

PRACTICE FOR SALE / ROWLAND HEIGHTS GP w/ 3 eq ops & 1 plmbd not eq; Grossed approx. \$806K; NET \$314K California Practice Sales, Inc. Phone: 714-639-2775

All County was great throughout my entire const. Project. Couldn't have been any smoother. Dr. D Ghorab. 714-240-7179

CENTRAL COAST GP FOR SALE - 5 Ops, Digital, Newly Renovated, Strong Hyg Prog. Beautiful area. Specialties referred. GR \$1.1M. HSPPT-Kerri McCullough-949-300-0312 #CA1218

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Kern County - Successful FFS/PPO/GP. 5 operatories, 2019 collections \$1,431,120. Asking \$900K. Contact info@wppps.com

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

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6095 - IRVINE – Estab 20 years. 5 Ops – Gross \$1.1 million by Lady DDS. In classic beautiful office. Full Time Owner Operator will definitely grow this practice. Call Tom Fitterer PPS (714) 345-9659

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6098 - LA Habra – Korean Lady DDS will sell and work back for Entrepreneur. 6Ops HUGE Shopping Center. Low investment to building Million dollar location. Call Tom Fitterer PPS (714) 345-9659

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LEE'S STORY:

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

I believe Dr. Maddox is the best lawyer! I've been working with him for more than 10 years. He is very reliable, quick and honest. I believe that he is the best in his profession because he has extensive knowledge regarding both the law and dental aspects of the transactions, which means he can understand the reality of what you are going through. He always looks out for the best interest of his clients. He will defend and protect you like no other.

Hendrick Gonzalez, DDS - 9/25/18

I have used Lee's advice over the last 30 years, starting with reviewing my multiple office leases, associate agreements and finally with establishing a successful partnership agreement. Lee's advice is always fair and I respect his view of creating a "win-win" formula. I have and will continue to recommend his professional advice to all my dental colleagues!

Ari Rosenblatt, DDS, DMD



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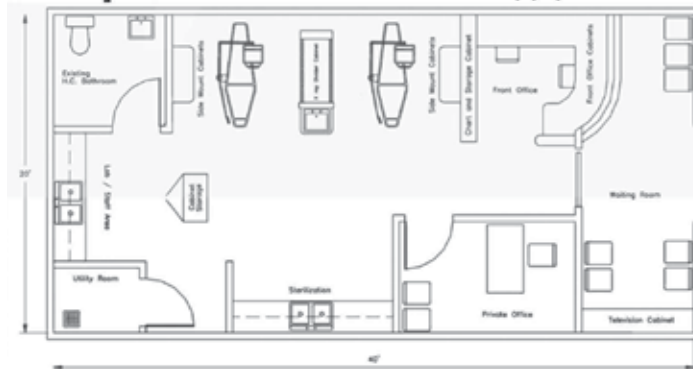


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6103 Culver City Near MDR Seller bought from PPS in Apr 1979, two prior DDS started in 1950's Senior Seller gr \$853k 2019, referred out 148 cases incl 55 Endo 28 Perio, 60 OS & Implants a 5 star DDS Loyal Patients. Tom Fitterer PPS 714-345-9659

Legal Tip: Buyers: Are you getting an EDD Release from the Seller? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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OCT 8, 2020 - 6:30PM: PT

Advanced Year End Tax and Business Planning!

Tax planning during and after COVID-19

Maximizing cash flow through COVID-19 tax planning

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Reviewing of lease

Learn how to reduce your tax liability and get closer to your financial goals with these helpful end of year business, tax, financial, cash flow and risk planning tips.

OCT 15, 2020 - 6:30PM, PT

Advanced Practice Acquisition Webinar

Steps to take before buying a dental practice.

Buying a dental practice can be exciting, overwhelming and a bit mystifying. Many dentists choose to buy an established dental practice for the existing patients but having plenty of patients is no guarantee of success. There are several other considerations to weigh, like how much income you can expect to generate and the potential for growth (or decline).

How to Value a Dental Practice?

How to select the right practice?

How to get financing?

How to negotiate the lease?

How to assess IT and equipment needs?

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DAVID TESSIER

Vice President

Wells Fargo Practice Finance

D.Tessier@wellsfargo.com

(619) 997-6883

OCT 22, 2020- 6:30PM, PT

Advanced Dental Start Ups Webinar

Starting a new practice comes with tough decisions and major anxiety. But, with the help of seasoned professionals, it can be a profitable opportunity that is done exactly the way you envisioned. If you're opening a new dental practice, there are many things to consider. We provide resources as a starting point to address many of the issues dentists encounter when opening new practices.

Financing

Site selection and lease

Design and equipment

Business plans and business systems

OCT 29, 2020- 6:30PM, PT

The Most Effective Ways Selling a Dental Practice

Criteria for a great valuation

Step by step process and FAQs.

Learn about the changes that need to be made before selling a practice

Learn how to reduce taxes and other selling expenses

Learn what a seller can do to preserve the practice equity and attract the right buyer

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Featured Practice **Beverly Hills - \$3,000,000**

This is your dream practice, Make over \$1M a year. Eaglesoft, Schick, Trios, CBCT, Microscope, Trios. Seller will teach you his special marketing secrets. This office has great view and hosts most specialties in-house.

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

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

Mission Hills: 40+ year practice with low rent 3 ops in this well designed homey office Collects approx. \$300k. Digital, room for CBCT.

Valley Village: Well designed office in a great area of North Hollywood, located in a retail center with active business neighbors. 3 treatment rooms and digital sensors. Opportunity and Location.

Marina Del Rey1: Spacious office 5, treatment rooms in Marina Del Rey. This is a well established office, Doctor is retiring and looking for quick sale. Office uses Eaglesoft and has stupendous views from large ops.

Calabassas: Incredible upscale office with more than 2200sqft. 5 Ops and with room for expansion to at least 7. Great private office. Newer equipment in modern building. Dentrix and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost. No L.A. City TAX.

West Hollywood: 3 treatment rooms, \$1.2M in collections, lots of foot traffic at RETAIL CENTER. Located on Sunset Blvd, street exposure with great signage. This upscale office is digital and is associate run.

Encino: 5 treatment rooms, Eaglesoft, Dexis Sensors, Intraoral Cameras, Intra-Oral Scanner, Cerec, Caries Detection. This office has a stupendous view, with plenty of room. Double entry ops, Private treatment room, private office. Plenty of clerical space. Retiring dentist. Great Collections.

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

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

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

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

North Hollywood: 2300 sq ft building for sale on 5300 sqft lot 9 ops room for more. Great parking with practice.

Westlake Village: Real estate included. Perfect size 2300 sqft office with six well equipped treatment rooms. Fully digital CBCT(3D), Cerec, and many more high tech items, well respected, well rounded Dentist in this Georgios office. Over \$1.1M in collections. Adec and Midmark equipment.

Porter Ranch: Over 3000 sq ft of perfect office, you cant build this office for what you will pay. Over \$900K in collections. Adec equipment in a mixture of private and double entry treatment rooms. CadCam, digital, CBCT and more. Don't Snooze on this one.

Calabassas: 4 Treatment rooms in a newly renovated office, 3 equipped., Street exposure, tons of free parking. Close to food and much more. Open Dental, Dexis, Pano, NO L.A. city TAX. Electric hand piece, dual monitors and more.

Glendora: Turnkey office in retail center 6 ops; room for more. 2 restrooms, private office/Consult room. Just bring your patients and go.

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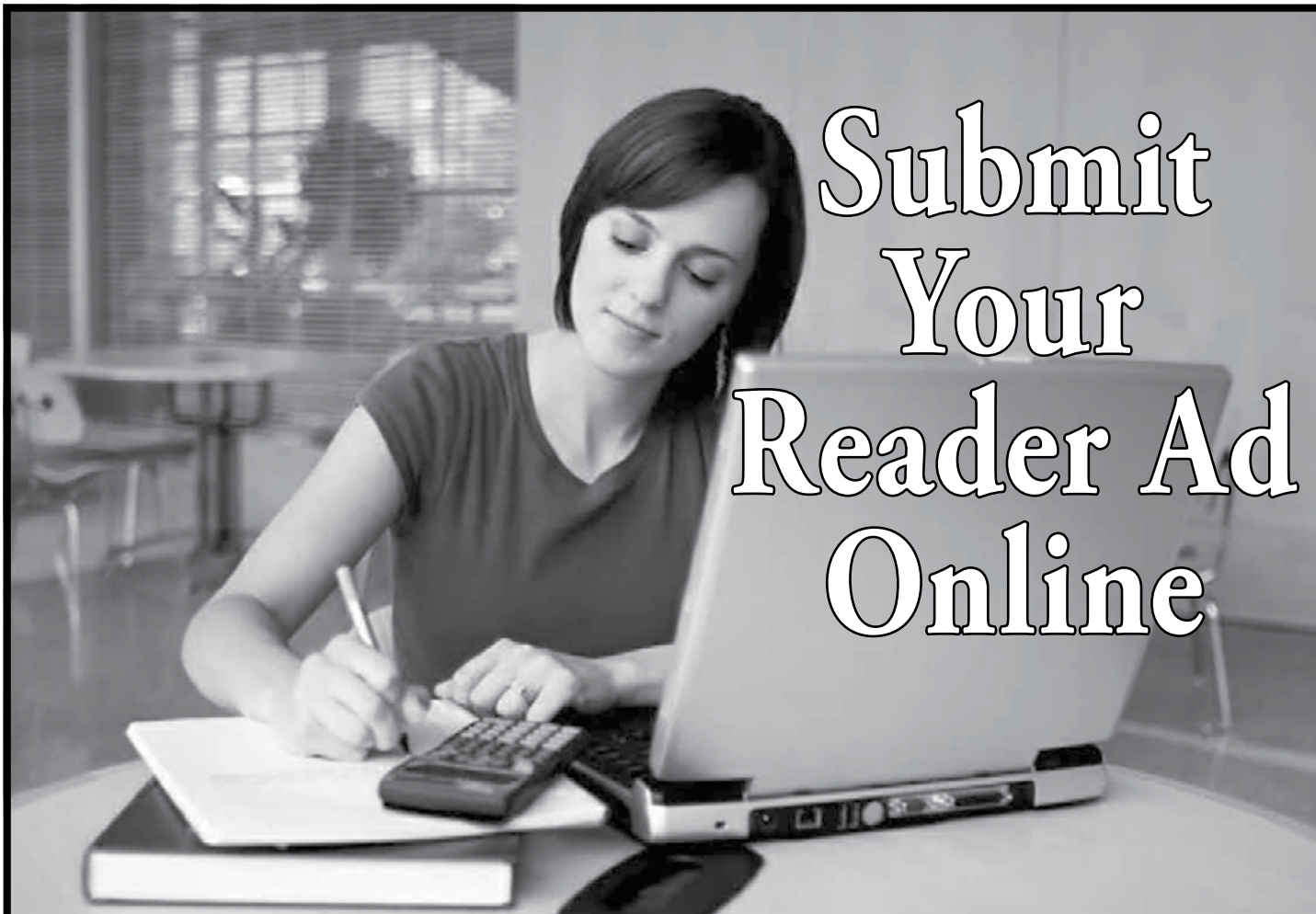
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