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VOL. 17 NO. 11 • November '20
No. Calif. Edition

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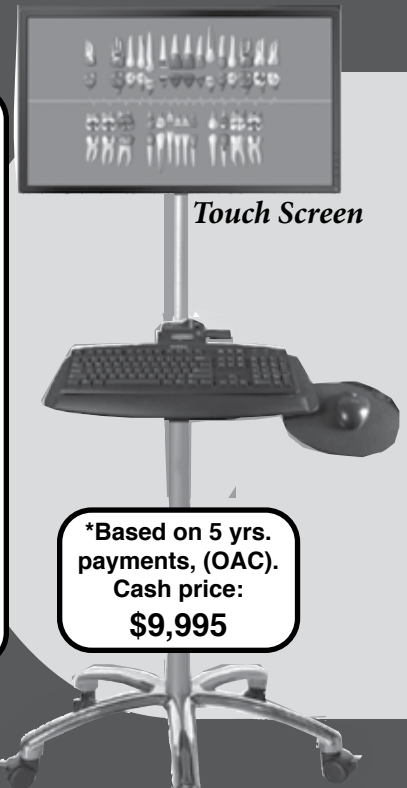
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Patrick J. Wood
Pat@dentalattorneys.com



Jason P. Wood
Jason@dentalattorneys.com



Justin J. S. Morgan
Justin@dentalattorneys.com



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ISO: CBCT ideally in California. Please send specs and price to gentlesunnyvaledentist@gmail.com. Thanks!

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



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CA REPRESENTATIVE FOR THE NATIONAL ASSOCIATION OF PRACTICE BROKERS (NAPB)

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.**

CA CITY (NORTHERN ANTELOPE VALLEY) - (5) op comput. G.P. & Free Stand Duplex Bldg for sale on a main thoroughfare. Minimal competition. Only one other DDS in city of 15,000+. Nicely equipped w CT Scan, Digital Impression Scanner, Open s/w, Digital X-rays w XDR digital imaging, & aerosol reduction eqt. Annual Gross Collect \$600K+ on a (3) day wk. Cash/Ins/PPO. Refers out Implant Placement, Ortho, Pedo, Diff Endo & Diff O.S. Practice does no advertising. Practice could do \$1M+ w more days, advertising, & keeping specialty work in house. Doctor ready to retire, but will assist w a transition. **[NEW]**

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+. **[PENDING]**

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. **[PENDING]**

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

CULVER CITY - (4) op comput. G.P. located in a prof. bldg. on a main thoroughfare. (80) years of Goodwill. Cash/Ins/PPO. Ave. Annual Gross Collect. of \$330K over last (3) yrs. on a (3)-(4) day wk. (3) days of Hygiene/wk. Digital X-Rays & newer eqt. Seller does no advertising & has no website. Seller refers out Ortho, Implant Placement, Diff Endo, Diff O.S. & Perio Surgery. Growth potential with advertising, a website, keeping Specialty work in house & more chair time. Seller retiring. **[NEW]**

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

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

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

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

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 x-rays, 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

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

SAN DIEGO COUNTY

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

SAN LUIS OBISPO COUNTY

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

VENTURA COUNTY

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

UPCOMING PRACTICES FOR SALE

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Associate Dentist - GP needed to join practice in Salinas, CA. Potential salary of \$220k/yr. Send CV to sandra@salinasdental.com

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

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5 Danzro Beige dental chairs fully equipped. Great condition. NEED TO SELL ASAP, Make offer. Call 916-779-6222. Photos avail.

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El Cerrito, Established family practice in prime location, 50 years goodwill, 4 complete ops, newer equipment, digital x-ray, excellent visibility, large parking lot, \$65K. Carol Kim 510-334-3008

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NORTHERN ANTELOPE VALLEY - (5) op comput G.P. & Duplex Bldg. Mixed Pts. Collect. \$600K+/yr. Very limited competition. Growth Potential. D&M PRACTICE SALES (818) 591-1401



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The purchase sales agreement was very thorough [with] a UCC ...filed with the state to guarantee payment of the note. Bob even provided the [post-closing] contacts for me to notify regarding the sale of the practice. All bases were covered and I felt he had my back.

Avvo® Review #142

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

LODI: Small town charm, stable patient base and low overhead! 1,100sf w/ 3ops. Priced to Sell! \$140k (IN-1113) WPS/800-641-4179

Legal Tip: Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

STOCKTON GP FOR SALE - 1/3 Share of 3 Partner Practice. Digital. GR \$508K. HSPPT- Jay Harter 916-812-0500 #CA1389

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

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~ Goretti Li, DDS

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Los Angeles County

Beverly Hills – Newly Renovated!

- Currently running on busy schedule
- BH Triangle. 3 Eq. Ops.
- Year to date grossed ~\$383K

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 ~ \$850K

- 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

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.

Dental Practice Wanted

- Pediatric Dental Practices
- Practices with Real Estates
- High Production, PPO/Cash Practices
- Starter Practices at Good Locations

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 Dential, 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.

Mission Viejo – *New Listing!*

- **Established Practice & Real Estate**
- Grossed ~ \$830K. All PPO/Cash
- Currently open & running
- Prominent professional suite.
- 3 eq. ops. +2 plumbed, ~2,170 sq.ft.

Westminster – *New Listing!*

- Starter practice. Asking \$80K!
- Beautiful office. New equipment
- Shopping mall. 2 equipped ops.

Westminster – *New Listing!*

- Prominent shopping center between Huntington Beach and Westminster
- Collected ~ \$359K. Mixed pt. base
- ~45% Profit Margin. 5 eq.ops. +1

Riverside County

La Quinta – Gross ~ \$1.5 Million

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

Moreno Valley –

- 25+ years of goodwill
- Shopping plaza. By park & school.
- 16 ops. Motivated to sell!

San Bernardino County, CA

Rialto – Gross ~ \$650K

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

Upcoming Practices

- Santa Rosa – Dental Practice & Real Estate. Gross ~ \$540K

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 ~ \$305K

- 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 – *Featured Practice!*

- **Practice & Real Estate for Sale**
- 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 ~\$255K on 2.5days/wk

- 3 equipped ops. + 1 plumbed
- Close to shopping plazas in East SJ.

San Jose – Associate Run

- Grossed ~\$450K 2019
- Strip mall close to Grand Century
- Strong Specialty program

Stockton – *New Listing!*

- **Practice & Real Estate.**
- Grossed ~ \$909K. Doctor Retires
- ~60% Dential, 30% PPO, 10% Others
- Single standing bldg. w/parking lot

Sunnyvale – *New Listing!*

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

Valejo – Gross ~ \$400K

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

Ventura County

Oxnard – Low Rent!

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

Call Loc Pham, Broker (714) 550-7494 for More Information!

Email: Practice@lcfinc.com | website: LCFPracticeSales.com

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LAKE TAHOE GP FOR SALE - 6 Ops. 5 Equipped, Views of Lake, GR \$685K. HSPPT- Jay Harter 916-812-0500 #CA608

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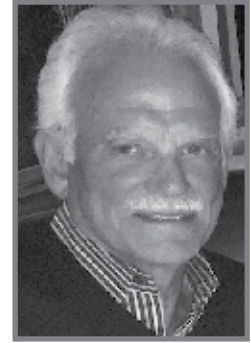
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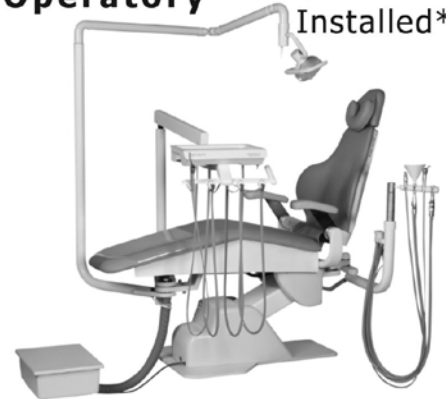
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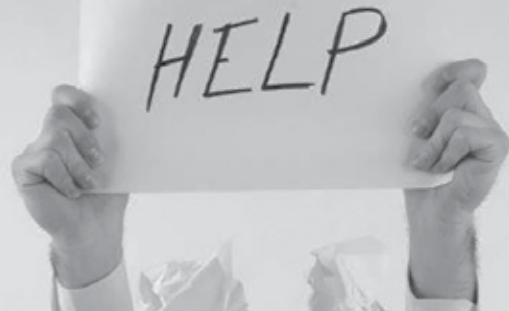
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Thomas Sudbijo, DMD (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every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

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Legal Tip: Sellers: Will you remain liable on the lease after the sale? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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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

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

EAST BAY - Retail shopping center location with 5 Ops, 4 equipped. Updated with Digital x-rays, Pano, Lasers, and Nitrous Oxide-ready. Average 30 NP/mo. Open 4 days/wk., this is a cash and PPO office with 2019 GR of \$614K. #CA684- Dr. Rishi Salwan - 909-239-2800

EAST BAY/CONTRA COSTA COUNTY - 4 Ops, 1,350 sq. ft. 2019 GR \$659K on 4 doctor days/week. Low rent and Seller will help with transition. Asking \$440K, seller considering all offers. #CA644- Dr. Rishi Salwan - 909-239-2800

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! 2019 GR \$970K on a 4-day work week. #CA656- Jay Harter 916-812-0500

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

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

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

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

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

NORTHERN CALIFORNIA PEDIATRIC - 2018 GR \$3M+ on 5 day work week. Modern, 5,000 sq. ft. very spacious. 2 additional patient rooms, with room for expansion. #CA658- Gina Miller - 707-391-7048

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

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

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

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

SACRAMENTO - PRICE REDUCED - Downtown/ Midtown Sacramento: High-traffic GP, 4 Op location, Digital, room to grow with specialties. 2019 GR \$547K on 30 Dr. hours worked per week. #CA590- Jay Harter - 916-812-0500

SACRAMENTO AREA - PRICE REDUCED BY \$100K! GP & Specialty HMO/One PPO Practice. 9 Ops, Digital sensors, Digital Pano. 2018 GR \$680K. 5,000 sq. ft. building available to purchase. #CA567- Jay Harter - 916-812-0500

SAN FRANCISCO FACILITY ONLY - 3 Ops in heart of the city! Leasehold and Equipment only, Low rent, asking \$125K. #CA677- Dr. Rishi Salwan - 909-239-2800

SAN FRANCISCO - LOW RENT! 30+ Years of Goodwill. Beautiful 4 Op office with healthy hygiene program in desirable area. Retiring Dentist will stay for transition or associate a couple of days per week following sale. 2019 GR \$740K. Monthly CAP check of \$12K+, would cover the rent and associate for a future buyer. All offers considered. #CA657- Dr. Rishi Salwan - 909-239-2800

SAN JOSE - NEW LISTING - This great Evergreen District practice boasts 40 years of goodwill in an updated mixed-use building. 2019 revenue of \$1.4M+ with nearly \$600K in adjusted profits. 4 Ops in 1,200 sq. ft. at well below-market rent. Dentrux, Digital X-Ray and Film-Based Pano. Seller is willing to work back one day per week if needed for a smooth transition. #CA1817- Jim Engel - 925-330-2207

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

SAN JOSE - 6 equipped Ops and 4 add'l available. Dentrux, Dexis Digital x-rays and Digital Pan. 2019 GR \$745K. #CA600- Kim Ta - 408-687-5001

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

SONOMA COUNTY - 2019 GR \$939K. 1,000 sq. ft. 3 Ops w/opportunity to expand. Paperless, Dentrux PM, XDR Digital sensors, and Intra-oral camera. Selling both Practice and portion of dental building ownership. Don't miss this Gem! #CA594- Gina Miller - 707-391-7048

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

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VALLEJO, BENICIA, MARTINEZ AREA: Rare opportunity to acquire downtown practice/bldg with additional income tenants. Recently remodeled with newer equipment in desirable area. 3 Ops with 4th available, not equipped, Dentrrix, digital, Laser, and digital pano. Growth opportunities with 2 Hygiene days per week, most specialties referred, and practice only open 16 hrs./wk. 2019 GR \$412K. Seller will work back for 3 mo. to aid in transition. #CA321- Jay Harter - 916-812-0500

CENTRAL CALIFORNIA

CENTRAL COAST - 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 - PRICE REDUCED TO UNDER \$300K: 4 Ops, 22 years of Goodwill, pricing is approx. 57% of last year's GR. Fast-growing area, low overhead, low community competition, Easy Dental, digital x-rays, and intra-oral cameras. No Delta Premier, ~75% of patients PPO and/or Denti Cal, with remainder as Cash/Out of Pocket. Practice avg. 18 NP/mo., refers out most specialties, and Seller may work back P/T to assist in transition. 2019 GR \$523K on a 32 hrs/wk. Stand-alone 1,200 sq. ft. dental building available for purchase or free rent to qualified Buyer with lease. #CA676- Jay Harter - 916-812-0500

GREATER STOCKTON - NEW LISTING - Purchase a 1/3 to 2/3 share of a 3 GP 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

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

STOCKTON AREA - 6 Ops, 2018 GR were \$1M+ on a 37-hour average work week. Professional Office Building (3,000+- SF) also available for purchase. #CA616- Jay Harter - 916-812-0500

SOUTHERN CALIFORNIA

BAKERSFIELD - 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 - 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

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

EL CENTRO - Nice office in a great location with low rent! 3 Ops equipped plus 1 add'l plumbed. Practice utilizes EagleSoft with Digital X-rays. 2019 GR \$850K with a high Adj. Net. Growing patient base with 25+ years goodwill. A must-see! #CA680- Dr. Rishi Salwan - 909-239-2800

HUNTINGTON BEACH - Highly desired location on a main street, 5 Ops, Digital x-rays, and a strong hygiene program. This nicely appointed, mostly cash practice is a much sought-after area and offers excellence in dental care to a well dental-educated patient base. 2019 GR \$604K. #CA685- Kerri McCullough - 949-300-0312

HUNTINGTON BEACH - 4 Ops, located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental. 2019 GR \$466K. #CA673- Thinh Tran - 949-533-8308

INLAND EMPIRE GENERAL/ORTHO/PEDO - Two dental offices next to each other, one GP, one Ortho/Pedo. Great opportunity to buy a beautifully appointed, fully Digital office. GP office has 8 Ops, Ortho/Pedo office has 5. Real Estate is also for sale. 2019 GR \$850K. A must-see! #CA681- Dr. Rishi Salwan - 909-239-2800

INLAND EMPIRE - Beautiful office across from a busy hospital. Newly built 3 years ago, 4 Ops, fully digital, state-of-the-art. 2019 GR of \$432K. A must-see! Building currently has 4 other tenants paying rent. Office available with real estate or without real estate, rent would be \$1,600. #CA682- Dr. Rishi Salwan - 909-239-2800

LAGUNA BEACH - NEW LISTING - Private 2 Op practice for sale located in an office building on 2nd floor with elevator. Nice location, est. 1975 with low overhead. 2019 GR of \$161K. #CA1499- Steve Caudill - 951-314-5542

LONG BEACH - Family practice est. in 1950 and current owner is retiring after 30 years. 3 Ops, Digital x-rays, Dentrrix, 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 ANGELES - NEW LISTING - 100% Associate-run office! Post-Coronavirus numbers for 2020 are \$850K+ as of September 1st, en route to over \$1M by year-end. 6 Ops, Digital, Pano, spacious parking lot, and room for growth and potential. The 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! Call today! #CA1681- Dr. Rishi Salwan - 909-239-2800

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LOS ANGELES, WEST SIDE - PRICE REDUCED! West LA practice with a 60-year history, located in a newly remodeled medical building, with outstanding views of Hollywood Hills. This 4 Op office (with an 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 - 2 Quiet rooms and 2 chairs in Open bay with room to expand 2 more in an affluent location. The digital paperless office has a many great referrals 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 Dentrrix 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 - Beautiful office located at a major intersection in a strip center. 2019 GR \$329K. Low Overhead, great take-home Net. 5 Ops, 3 equipped, Seller is only working on average 25 hours a week. Great potential, low asking price \$175K. A must-see. #CA1728- 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 - 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. Dentrrix, 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 Dentrrix, Digital x-rays, Pano, CT Scan, and much more. This practice will go quickly, be first to call. 2019 GR \$1.1M+ with \$490K+ Adj. Net Income. #CA664- Kerri McCullough - 949-300-0312

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

SHERMAN OAKS - 5 Ops, 4 equipped with 44 years goodwill. Nicely appointed in high-end building. Strong hygiene program, refers out specialty work, room to grow. Legacy practice. 2019 GR \$940K. #CA688- Kerri McCullough - 949-300-0312

SIMI VALLEY - Beautiful practice established for over 45 years, 6 Ops, 5 equipped, nitrous equipped in every op. 2018 GR \$297K. Doctor refers out most specialty work. Great location and very low rent. #CA637- Dr. Rishi Salwan - 909-239-2800

SOUTH BAY LOS ANGELES PEDO - NEW LISTING - Long-established Podo practice centrally located to all of the South Bay. 3 spacious Ops plus an additional plumbed and used as a consultation/recovery room, EagleSoft PMS, and digital x-rays. The building is also available for sale with the practice. Potential upside with keeping Ortho in-house. 2019 GR of \$668K. #CA1653- Kerri McCullough - 949-300-0312 or Jaci Hardison - 714-318-4911

SOUTH BAY LOS ANGELES - 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

SAN DIEGO

EAST COUNTY - 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, Dentrrix, 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 Dentrrix. 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 - 3 Ops in a busy strip mall location. Beautiful, organized, and up-to-date office in a well-established, growing area. Stable patient base with digital X-Rays. Excellent opportunity for an established dentist or for one starting out. #CA1905- Russell Okihara - 619-694-7077

SAN DIEGO - Rare opportunity in a prime location. Solid practice with 17 years goodwill. 5 days of hygiene per week, 6 Ops, 5 equipped, digital X-rays, pano. Seller refers most specialty work. 2019 GR \$1.1M+. #CA1448- Russell Okihara - 619-694-7077

SAN DIEGO - 7 Ops, 5 Equipped, located in a busy, large retail center. EagleSoft, PPO/Cash, 3-year average collections of \$509K. #CA687- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

BURIEN AREA, WASHINGTON - Efficient 3 Op practice is located in a busy mixed Dental/Professional building with great foot traffic, cross referrals and potential to be relocated into a bigger space in same building. 2019 GR \$551K. Very low overhead. Great price point! #WA102- Jessica Burbon - 503-332-6462

CENTRAL COAST, OREGON - Beautiful Central Coast practice nestled on a lake inlet, minutes to the ocean. Dr. works 3 days per week, 2 days of hygiene. GR \$404K, practice positioned for growth, Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

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

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

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

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(Staff member participation encouraged.)

\$865: Recertification oral sedation
dentistry doctor

\$925: Recertification conscious
sedation doctor



"A definite must take class for any dentist to further your career. You will learn a lot."

-Kevin Chou DDS, general dentist, Bakersfield.

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

Anna Durkin DDS, general dentist, San Marcos, CA

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

Sherwin Matian DMD, West Hollywood, CA

“Adding oral sedation to my skill set transformed my practice. This course changed everything, I am now treating phobic patients who have neglected their teeth for years and the new patient referrals keep coming.”

- John Magnis DDS, Oxnard, CA

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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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AC-1162 SAN FRANCISCO Facility: Located in art-deco historical landmark! 1,200 sf w/ 4 fully equipped ops! Move-In Ready **\$80k**

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

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

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

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

AN-1183 SAN FRANCISCO: Don't pass up this remarkable opportunity! ~ 500 sf w/ 2 ops. **\$100k**

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

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

BG-1170 WALNUT CREEK: Practice prides itself on providing highest level of care and latest state-of-the-art technology. ~1800 sf w/ 4 Ops **\$750k**

BG-1180 SAN LEANDRO: Family-oriented practice with the opportunity to own Real Estate. ~1500 sf w/ 4 Ops **\$350k / Real Estate Available**

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

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

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

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

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

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

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

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

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

BAY AREA CONTINUED

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

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

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

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

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

CC-1161 SANTA ROSA: Perfect location could easily be adapted for a Specialist or for a Satellite Office or Start-up! Retail Shopping Center w/ excellent signage! 1,200 sf w/ 4 fully equipped ops **\$149k**

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

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

CG-1179 HEALDSBURG AREA: Priced to sell at 50% of collections! ~990 sf w/ 3 Ops **\$315k / Real Estate Available**

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

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

CN-1166 W. SONOMA CO: Established, quality **fee-for-service** practice with its stellar reputation! 1262 w/ 4 ops. **\$725k**

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

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

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

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

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

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

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

DG-1182 FREMONT: Rare Opportunity w/ 10 Ops in the Bay Area! ~2800 sf w/ 10 Ops **\$495k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



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BAY AREA CONTINUED

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

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

DN-1178 SAN JOSE Facility: This stunning facility is an excellent opportunity for any dentist! 1207 sf w/ 2 ops + 1 add'l. **\$65k**

NORTHERN CALIFORNIA

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

EG-1039 EL DORADO HILLS VICINITY: Practice produced over \$60k in June 2020! ~1100 sf w/ 4 Ops **Reduced Price \$295k**

EG-1061 SOUTH AUBURN VICINITY: Come live, play and practice in the heart of this pristine town! ~1100 sf w/ 4 Ops **Reduced Price \$295k**

EG-1100 CARMICHAEL: Be rewarded for your talent and skill at this proven location. ~2,271 sf w/ 6 Ops **\$535k / Real Estate Available**

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

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

EN-1108 GRANITE BAY Facility: Prefect satellite or start-up practice! Updated w/ high-tech equipment! 1,500 sf w/ 5 ops. **Reduced Price \$130k**

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

FG-1171 CALIFORNIA COASTAL TOWN: Highly esteemed practice in thriving coastal community. ~3900 sf w/ 8 Ops **\$1.8M**

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

FN-1121 EUREKA: You've found it! Voted "Best Dentist on the North Coast" multiple times! Office 1300 sf w/ 3 ops. **\$195k/Real Estate Available**

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

GN-1073 PARADISE: Quality, fee-for-service practice w/ stellar reputation! 1800 sf w/ 4 ops. **Seller Motivated \$275k/Real Estate Available**

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

GN-1123 MARYSVILLE: Streamlined office policies for efficiency & more than 40 yrs of goodwill. 2000 sf w/ 6 ops + 1 add'l. **Priced to Sell: \$175k**

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

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

HG-1116 AUBURN VICINITY: Practice produced \$82k for 30 days from July to August 2020! ~1430 sf w/ 4 ops **\$525k**

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

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

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

CENTRAL VALLEY & SOUTHERN CALIFORNIA

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

IN-1113 LODI: Small town charm, stable patient base and low overhead! 1,100 sf w/ 3ops. **Priced to Sell! \$140k**

IN-1174 TRACY Facility: This Facility Only, it is all about location, location, location! 1,000 sf w/ 3 ops + 1 add'l. **\$95k**

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

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

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

SPECIALTY PRACTICES

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

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

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

CG-1185 PETALUMA Perio: Don't miss out to own the Perio practice of your dreams! ~2122 sf w/ 6 Ops **\$585k**

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



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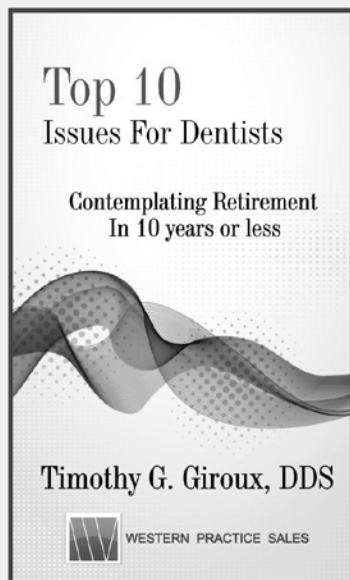
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ASK THE BROKER

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

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

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

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

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

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

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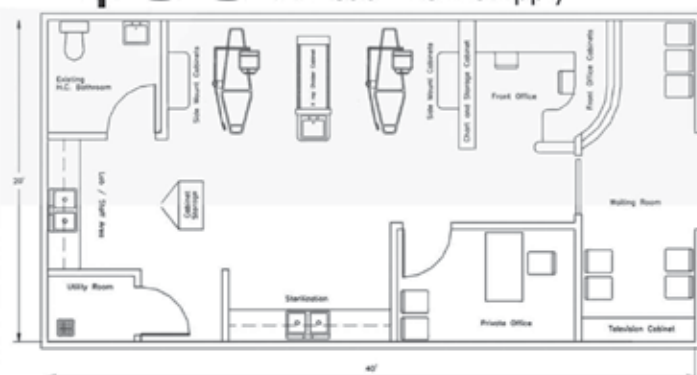
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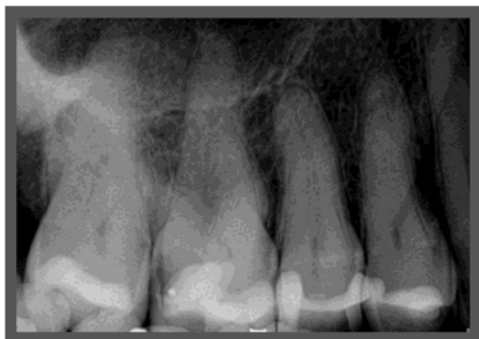
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Thank you Private Practitioners for turning your lights back on and re-opening for business. Thank you for weathering this storm, educating yourselves, communicating with staff, securing PPP loans, upping your safeguards against infection, juggling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

Changes Playing Out

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

Marketplace Activity

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

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

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

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

Conclusion

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

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