

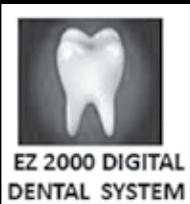
# THE Dental Trader

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VOL. 18 NO. 1 • January '21  
No. Calif. Edition

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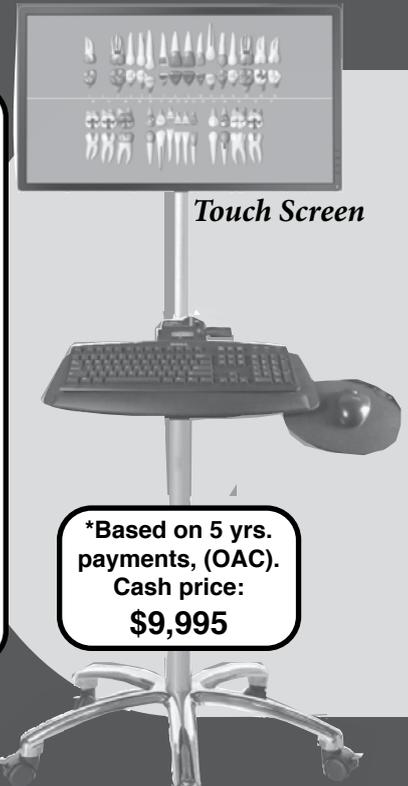
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**For sale dental office in** San Francisco 33year practice Dr. retire \$40,000 call 415-317-0770 after 6 pm

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**Owandy Sensors** 4 Sale in OC. Like new: 2018 Opteo sensors and software. Size 1 and 2. \$2000 each OBO (949)903-0672.



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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 FURTHER!**

**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 transition. **TOTAL PRICE FOR THE BLDG & PRACT \$750K. 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+. **SOLD**

**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. **SOLD**

**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.

**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.

**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.

**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.

**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.

## ORANGE COUNTY

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

## RIVERSIDE COUNTY

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## SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

## SAN DIEGO COUNTY

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

## SAN LUIS OBISPO COUNTY

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

## VENTURA COUNTY

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

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**Restorative practice** w/Terrific Reopening Performance - #1135 Coastal OC. 2019 Gross Revenue \$522K. Asking \$385K. Contact [info@wppps.com](mailto:info@wppps.com).

**FOR SALE** Pelton & Crane Dental chair spirit 1500 with DCI light & delivery unit SP-15. Please call 310-576-1341.

**Lake Tahoe Area Practice For Sale** | \$710,000 | Remarkable, super-premium practice with real estate available! Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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**SANTA CRUZ:** Consistently voted as the BEST DENTIST in Santa Cruz! ~1,547 sf w/ 4 Ops \$450k (DG-1157) WPS/ 800-641-4179

**Dental Chairs \$4,999/OBO.** Less than 1 yr old w/added 30 day guarantee. Each has two assistant chairs. [ocdent@gmail.com](mailto:ocdent@gmail.com)

**Lasers for sale** Pasadena. Delight Hoya ConBio & Lares Powerlase ST6. \$1000 each OBO. [brfamilydental@gmail.com](mailto:brfamilydental@gmail.com).

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**EAST SACRAMENTO:** A practice like this one does not come available very often! ~ 2900 sf w/ 8 Ops \$2.3M (EG-1012) WPS/800-641-4179

**San Mateo practice for sale** with loyal patient base, plus interest in building, close to downtown. Contact Carroll & Company (650) 362-7004 or dental@carrollandco.info, for details. CalRE# - 00777682.

**Millbrae office** for sale. Rare opportunity! 3 years old new dental practice in Millbrae. Mainly, Chinese speaking patients. Average 40 new patients a month. 2 operatories and plumbed for 3rd. Mainly DentiCal practice with 2 days associate. The owner is close to 70 and ready to retire. DentiCal is very lucrative. Asking price 425000. Includes all leasehold improvements and equipment. Please call Scott Alster CPA 408-409-0078 or email him at scott@scottalstercpa.com

**DEL NORTE CO:** Established over 30 years & consistently averages more than \$1 million in Gross Receipts! 1,550 sf 4 ops w/ 1 add'l. \$495k (FN-1205) WPS/800-641-4179

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**GLENDORA OFFICE GP/ORTHO, 3 equi ops, 1750sq ft, located in Glendora, ppo cash hmo practice, seller works 2 days/ week, practice web software with digital x-rays. collected approx. 1200000 aprox last 3 years. CONFIDENTIAL SELL PLEASE EMAIL FOR APPOINTMENT: property family8@outlook.com to schedule a tour of the office.**

**ITERO 2** (2019), FOR SALE. Like new, barely used. \$25K / OBO. Please TEXT : 213-949-8458

**NORTHERN ANTELOPE VALLEY** - (5) op comput G.P. & Duplex Bldg. Total Price \$750K. Mixed Pts. Collect. \$600K+/yr. Very limited competition. Growth Potential. D&M PRACTICE SALES (818) 591-1401

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### Los Angeles County

#### **Beverly Hills** - Newly Renovated!

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

#### **Cerritos** - Collections ~ \$400K

- All Cash/PPO.
- Over 25+ years of goodwill
- Professional suite close to Cerritos Mall. 3 eq.ops. + 1 plumbed
- Over 25+ years of goodwill
- Reasonable rent.

#### **Inglewood** ~ Gross ~ \$850K

- Excellent Location! Shopping Plz.
- Accepts all insurances, mosly PPO.
- High capitation check.
- Many in house specialists.
- 4 eq. ops. + 1 plumbed.
- Owner willing to help with transition

#### **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** - Equipment/Leasehold

- Strip mall close to MacArthur Park
- ~1,800 sq.ft., 5 eq.ops. + 1 plumbed
- Many patients with Hispanic origin

### San Diego County, CA

#### **Lakeside** - Doctor retires

- Shopping center. Grossed~ \$254K
- ~50% FFS/PPO & ~50% Cap./HMO
- Capitation check ~ \$4,300/month

#### **San Diego** - New Listing!

- Asking \$98K or Best Offer!
- Busy strip mall
- Close to SDSU trade area.
- ~1,820 sq.ft. 2 eq.ops. + 2 plumbed
- Starter practice with bonus patients.

### 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.

### Upcoming Practices

- Santa Rosa - Dental Practice & Real Estate. Gross ~ \$540K
- General Practice in San Rafael
- Inland Empire - Gross ~\$600K
- Starter Practice - Gardena

### Orange County

#### **Anaheim** - Mostly PPO/FFS

- Close to Freeway 5 & Disneyland
- Collections ~ \$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
- Currently opens 4.5 days/wk
- Shopping center. 2 ops.
- Accepts Dential, PPO & Others
- One Doctor. High Profit Margin

#### **Laguna Hills** - Shopping Center!

- Starter office on busy street.
- 4 Equipped Ops. ~1,500 sq.ft.

#### **Irvine** - Practice Gross ~ \$200K

- Exclusively Ortho/Pedo Practice
- Large Shopping Center. 8 Ops.
- Accepts most insurances.

#### **Mission Viejo** - New Listing!

- **Established Practice & Real Estate**
- Grossed ~ \$830K. All PPO/Cash
- Currently open & running
- 30+ years of goodwill
- Implants, Cerec crowns & Invisalign
- 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 on 4 days/wk
- One doctor + 2.5 staffs.
- ~45% Profit Margin. 5 eq.ops. + 1

### San Bernardino County, CA

#### **Rialto** - Gross ~ \$650K

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

### Dental Practice Wanted

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

### Northern California

#### **Daly City** - Gross ~\$365K.

- Doctor retires. 25+ yrs goodwill
- PPO/ Cash, ~1,200 sq.ft, 3 Eq. Ops.
- Commercial Area.

#### **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

#### **San Francisco** - Featured Practice!

- Gross ~ \$1.5 - 1.7 Million
- Currently open with busy schedules
- High Profit margin on mostly bread and butter dentistry.
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent

#### **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** - 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
- Shopping center. 8 eq. ops.
- ~50% PPO/FFS; ~50% Cap./HMO

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

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

#### **Union City** - New Listing!

- Excellent Location! Shopping Plz.
- 2019 Grossed ~ \$517K
- ~40- 50% Profit Margin
- Seller selling for health reasons

### Ventura County

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

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

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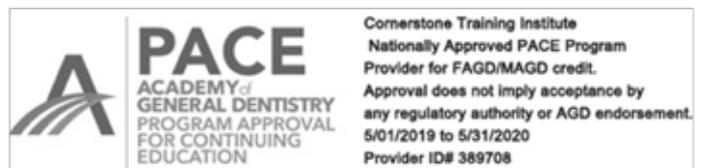
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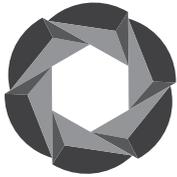
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- **NEW! Sonora | \$1,300,000 + RE | 9 ops** | Spa like office with top of the line equip! Call Brian at (707) 898-0842.
- **Tulare County | \$349,000 | 6 ops** | Fast start, huge opportunity! RE available. Call José at (925) 382-9525.
- **SOLD! Porterville | \$1,140,000 | 12 ops** | Very lucrative partnership! Call José at (925) 382-9525.
- **Delano | \$915,000 | 5 ops** | Extremely profitable, hightech GP. Great reputation! Call José at (925) 382-9525.
- **Visalia | \$1,200,000 + RE \$1.5M | 10 ops** | State of the art, modern facility, great opportunity to take home \$700k on 4 days/week, digital and paperless. Don't miss this one! Call José at (925) 382-9525.
- **San Andreas & Valley Springs | \$426,000 | 5 ops** | Real estate available. Call José at (925) 382-9525.
- **Lake Tahoe Area | \$710,000 + RE | 6 ops** | 5 Star, super premium in 3400 sq ft. Call Brian at (707) 898-0842.
- **NEW! Bakersfield | \$450,000 + RE \$695k | 5 ops** | Bright, paperless office in desirable med center. Call José!
- **Bakersfield Prosthodontist | \$349,000 | 4 ops** | One of two in the city, great opportunity for a prosth or general dentist to grow this practice. Room to expand by 2 ops and bring in other specialties. Call José at (925) 382-9525.
- **Sacramento | \$449,000 | 4 ops** | Great neighborhood, lots of potential for growth. Call Brian at (707) 898-0842.
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**Dental Practice 4 sale in Hesperia, CA: P/T GP, 3 plumps, 2 equip., low overhead, 19 yrs of goodwill. Asking for 76K. Contact Dr. Lam at [tientlam51@gmail.com](mailto:tientlam51@gmail.com)**

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**SANTA CRUZ COUNTY GP FOR SALE** - Beautiful area! 3 Ops, Digital, 40 Yrs. Goodwill. GR \$592K. HSPPT- Kim Ta - 408-687-5001 #CA4709

**NAPA VALLEY** Collections have averaged \$1,000,000. 2019's Profits totaled \$374,000. Current annualized performance trending \$1.1 Million. All specialty work referred. 4-Hygiene days. Paperless charting. Great location. Great staff. Perfect platform to provide additional services. Proudly represented by PPS of The Great West. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

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### NORTHERN CALIFORNIA

**ALAMEDA** - 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** - 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

**CITRUS HEIGHTS/FAIR OAKS AREA - NEW LISTING** - High traffic, popular retail area location, 1,060 sf with 4 Ops - looking for a fast sale. Paperless with 16+ years of Goodwill. 2019 GR \$295K, 2018 GR \$340K. #CA1832- Jay Harter - 916-812-0500

**CONTRA COSTA COUNTY WEST** - Seller relocating and leaving behind 2019 GR \$1.6M+ with adj. net over \$700K. 7 Ops, Softdent, x-ray 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

**DAVIS/WOODLAND AREA - NEW LISTING** - GP practice & condo available w/37+ years goodwill. 2019 GR \$770K on 24-26 hours/week. 5 Ops and 1 additional plumbed/not equipped in 2,304 sq. ft. Digital sensors, Pano in sought-after area. Great hygiene program, room for growth with specialties. #CA1732- Jay Harter - 916-812-0500

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

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

**FAIRFIELD AREA - NEW LISTING** - 7 Ops, Dentrax, digital sensors & intra-oral cameras, Laser, digital CB/pano, average age under 5 years. 23-25 NP/mo., 9 to 10 Hyg. days/wk. Room for growth- most specialties referred out. 2019 GR \$1.7M+ on a 36 hour work week, and 2020 is set to exceed. Seller can work back for a short term to assist with transition. #CA1824- Jay Harter - 916-812-0500

**FOLSOM/EL DORADO HILLS AREA** - Beautiful, modern office in a highly desirable and growing area. This high traffic-count location is in 3,000 sf office with 44+ years of Goodwill. 4 equipped Ops plus 1 add'l, Carestream, and fiber optics. 5 days Hygiene days per week, on a 4 day week. Room for growth with most specialties referred out. 2019 GR \$530K and 2020 is showing a nice post-COVID rebound. #CA1629- Jay Harter - 916-812-0500

**GREATER EL DORADO HILLS** - Multi-doctor practice, 3,000 sq. ft. 8 Op's, equipped, Digital x-rays and Digital Pan. 2018 GR \$1.2M+. Sellers will work back P/T. #CA578- Thomas Wagner - 916-812-3255

**GREATER SACRAMENTO** - 19 Years Goodwill, 5 Ops, 4 Equipped, Dentrax, CB, 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 desirable area, Digital x-rays, and 6 hygiene days/wk. Growth potential keeping specialties in-house! 2019 GR \$970K on a 4-day work week. #CA656- Jay Harter 916-812-0500

**LAKE TAHOE AREA - NEW LISTING** - Rural lifestyle GP practice away from the city in outstanding and growing resort community. 37+ years of Goodwill in approximate 1,586 SF w/4 Ops. 2019 GR \$760K on 32 hours/week. #CA1715- 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

**MILLBRAE** - 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. Datacan PMS, Digital, Pano, Waterlase & Periolas. Professionally designed interior and great seller-owned location. #CA1139- Jim Engel - 925-330-2207

**NORTHERN CALIFORNIA FOOTHILLS AREA - MOTIVATED SELLER** with LOWEST ASKING PRICE for FAST SALE... Purchase this \$1.2M+ practice in the range of \$600K (at under 50% of last year's GR). High producing in a scenic area. 30+ years Goodwill with 6 Ops and a 7th ready to equip. Strong hygiene booked 6 mo. out. Many Specialty procedures referred, 2019 GR \$1.2M+ on a 3 day work week. #CA632- Jay Harter - 916-812-0500

**NORTHERN CALIFORNIA PERIO** - 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 SACRAMENTO - NEW LISTING** - Nice producing GP practice in an attractive and quaint office space with 3 Ops & a 4th Op shared. Busy street location with 28+ years of Goodwill, Dentrax PM Software with 10 workstations, fiber optics, paperless, digital x-ray, intra-oral camera, soft tissue laser, CEREC, and a digital pano x-ray. 2019 GR of \$671K on 24-32 Dr hours per week. #CA1745- Jay Harter - 916-812-0500

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

**OAKLAND** - 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

**PLEASANTON FACILITY ONLY - NEW LISTING** - Drop dead gorgeous office in most desirable area. 5 Ops with Adec/Pelton & Crane equipment, x-rays, upgraded cabinets and most everything needed to house your own practice. One-third of the price to build out your own! #CA1972- Jim Engel - 925-330-2207

**REDDING AREA** - 20+ years Goodwill, 6 Ops, 8 hygiene days/wk., look for no 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, Dentrax, Digital Sensor, Digital Pano, and newer CEREC. 2019 GR \$558K on a 32-hour work week. #CA648- 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** - 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. Dentrax, 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** - 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. Dentrax, 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

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**SONOMA COUNTY** - General Practice located North of San Francisco. 32 Yrs of Goodwill, 5 Hyg & 3.5 Doc days. GR \$948K with high profits, low expenses. 1,000 sq. ft, 3 Ops w/opportunity to expand. Shared spaces bonus square footage. Paperless, Dentrix PM, Digital sensors, and Intra-oral camera. Selling both Practice and portion of dental building ownership. The doctor is retiring. #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

**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, Dentrix, 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** - 11 Ops, digital, strong hygiene dept booked several months out 2019 GR \$3.4M with \$900K+ Net after taxes. 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** - PRACTICE WILL SELL FOR UNDER \$146,000: GP/Prosth Practice with 40 years Goodwill. Great for GP that does a lot of Restorative Dentistry to take over and complete procedures that aren't currently being done. Seller will remain on P/T to collaborate with a GP Buyer. 4 Ops with Intra-Oral Camera, Digital X-Rays, and film-based Pano. Average age of (mostly Adec) equipment is 7 years of age. 2019 GR \$409K. #CA588- Jay Harter - 916-812-0500

**GREATER FRESNO - PRICE REDUCED BY \$100K:** 4 Ops, 22 years of Goodwill, pricing is under \$300K or 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** - 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 - PRICE REDUCED BY \$38K AND SELLER WILL CONSIDER A GOODWILL / PATIENT RECORDS (Charts) SALE!!!** Unique opportunity to purchase a 1/3 share of a 3 GP (mostly PPO) partner practice with 30 years of Goodwill sharing expenses/rent for a 10-12 Ops facility with shared receptionist. This 1/3 share offering has its own Office Manager, RDA, and P&L entity. Seller works mostly out of 2 Ops. Hygiene and RDHs are shared with the 2 other Dr. partners; Seller's monthly hygiene is \$8K to \$10K/mo. Intra-oral camera, Digital x-ray, and QSI PM Software. All Ortho, and many specialty procedures referred out. 2019 GR \$462K on 4 days/wk. Add'l 1/3 ownership of separately listed practice in this group also available allowing 2/3 share of ownership. Seller will remain to help facilitate practice sale and transition. #CA1624- Jay Harter - 916-812-0500

**MODESTO AREA** - Established neighborhood with 60+ years goodwill. 5 Ops, 1,450 sq. ft. 2018 GR \$1.1M on 3 days per week. Dental Condo also available for purchase or lease. #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. Strong Hygiene program and most specialty procedures referred out. Act fast, this practice will sell quickly! #CA650- Kim Ta - 408-687-5001

**SANTA CRUZ - NEW LISTING** - This dental practice has been in the family for 40 years. The seller is looking to move out of town. Located minutes from the beach in a highly desirable area this beautiful, cozy 1,027 sq. ft. office features 3 Ops, digital x-ray, panoramic x-ray, and reasonable rent. 2019 GR \$592K on a 32-hour work week. Averaging 20+ NP/mo. #CA4709- Kim Ta - 408-687-5001

**STOCKTON AREA** - Great opportunity to purchase practice and building, 3,000+ sf with 6 Ops, good hygiene recall. 2019 GR \$1M+ on average 37 hrs./wk. #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** - This well-established practice is located in a medical/dental professional complex with 5 Ops, 4 equipped and a very warm and inviting feeling. The seller's income is based on a 3-day work week. Dental lab area, along with adaptability to repurpose office, with great potential. Practice is located on a main thoroughfare with very busy traffic flow. The condo suite is also for sale. The practice has a wonderful reputation and most patients are internal referrals from other happy patients with many years to generations in the practice. Dr. is ready to retire. 2019 GR \$365K and 2018 GR \$416K. This practice has great potential for growth. #CA674- Kerri McCullough - 949-300-0312

**BAKERSFIELD PEDO** - Rare opportunity to purchase a successful 30+ year old PEO 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

**CORONA - NEW LISTING** - 4 Op practice for sale with excellent growth opportunity. The seller is ready to retire and has been very conservative in diagnosing and treatment planning. There are digital x-rays and a Pano. The practice's location is on a main street with a mix of other small business in a small strip center. 2019 GR \$280K. #CA2002- Kerri McCullough - 949-300-0312

**EAST LOS ANGELES FACILITY ONLY - NEW LISTING** - Great retail location in a small neighborhood center, signage, parking, on busy main street. 3 Ops, seller moving to new location, older equipment, non-digital but with a little work, ready to go. 35 years in the location. #CA1786- Steve Caudill - 951-314-5542

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

**HUNTINGTON BEACH - PRICE REDUCED FOR QUICK SALE!** 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- Tinh Tran - 949-533-8308

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**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** - Real estate ownership an option. Grandchildren of original patients come to this upper-middle-class residential practice est. early 1950s. Existing: 4 Ops plumbed, 3 ops equipped. Easy expansion to next door-3 plumbed, 2 equipped. PLUS: Most specialties referred out. Better hurry! 2019 GR \$696K. Super-strong post-COVID production. #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

**N. ORANGE COUNTY** - 5 Ops, open since 1965 with Dentrax 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** - 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. Dentrax, 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 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, rest, and clinical 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** - Long-established Pdo 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 \$500K. #CA1236- Russell Okihara - 619-694-7077

**ENCINITAS** - 6 Ops in a busy retail center, remodeled 5 years ago with new equipment, Dentrax, Digital x-rays, Pano, and laser. 4 days hygiene per week. 2019 GR \$690K. #CA574- Russell Okihara - 619-694-7077

**LA JOLLA FACILITY ONLY** - Excellent UTC location with strong retail anchors, 7 Ops, Digital, and Dentrax. Practice does contain and currently sees patients. Priced for a quick sale! #CA663- Russell Okihara - 619-694-7077

**LA MESA - NEW LISTING** - 7 Ops, 4 Equipped. Practice features Digital X-Rays and Eaglesoft in a modern, clean, and attractive suite. Located in an excellent stand-alone office location with easy freeway access. 2019 GR of \$696K with room to grow keeping specialties in-house. Don't miss this rare opportunity. #CA1915- Russell Okihara - 619-694-7077

**NATIONAL CITY** - 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

**SAN DIEGO** - Excellent location and opportunity. 4 Ops with Adec equipment. Computerized in each op with EagleSoft, IOC, and ScanX. Modern and beautiful office with solid year-over-year collections. Highly desirable area of San Diego. 2019 GR \$881K. #CA1601- Russell Okihara - 619-694-7077

**SAN DIEGO** - 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

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

**HONOLULU, HAWAII** - 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

**SOUTH OF PORTLAND, OREGON - ORTHODONTIC - NEW LISTING** - If you are looking for a growing community that's outside the "Big City" this is the place to put down roots! Well-established and very active Orthodontic practice resides near referring dentists and is updated, spacious, modern and most importantly, turn-key! Selling dentist is willing to stay on as an Associate if needed. 2019 Collections of \$1.3M+. #OR1550- Jessica Burbon - 503-332-6462

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

**TACOMA, WASHINGTON - NEW LISTING** - 4 Ops in 1,400 sq. ft. leased space located in a highly desirable area. 33 years of goodwill with MacPractice, Soft/Hard tissue laser, E4D/Emerald Scanner, Ivoclar oven, Kometa Bio Smart Dentin Grinder and more. 2019 GR \$877K. Owner is retiring but is very well versed in same-day dentistry (CAD/CAM) and implants; doctor is willing to help new doctor transitioning and utilizing technology. #WA2436- Jessica Burbon - 503-332-6462

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**FRESNO:** (5) op comput G.P. in a free stand bldg., 2019 Gross Collect \$1.0M+. Cash/PPO/Denti-Cal pts. Seller retiring. D&M Practice Sales (818) 591-1401

**1million dollar location,** modern, fully equipped, 5ops facility at shopping mall at Topanga Cyn Blvd in Chatsworth. With great visibility and signage. Dentrix, Dexis and Pano. Fully computerized. Previous owner moved, used to collect 1 mln/ year. 40 years old location. Price is 190K. Call 818-517-6639, or e-mail doctoryury@gmail.com

**Established Kern County #1137** - FFS/PPO/GP - 5 op. 2019 collections \$1.4M. 2020 3 mo. opening \$356K. Asking \$900,000. Contact info@wppps.com

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**San Jose general practice for sale.** Excellent location in beautiful building on well-traveled thoroughfare. Terrific upside potential. Owners will help for smooth transition. Contact Carroll & Company (650) 362-7004 or [dental@carrollandco.info](mailto:dental@carrollandco.info), for details. CalRE#00777682.

**Legal Tip:** Sellers: Does your non-competition agreement waive bond for injunctive relief? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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

**Only 2 Dental Chairs Left. Recently recovered. No lights or attachments. Excellent for Consults or Ortho. \$800 each or best offer. [jgreenburg@outlook.com](mailto:jgreenburg@outlook.com).**

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**SONOMA COUNTY GP FOR SALE** - 2019 GR \$906K. 31 Yrs. Goodwill, 5 Days Hyg/wk. Retiring Dr. will work back. HSPPT-Gina Miller - 707-391-7048 #CA594

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**SAN LEANDRO Dental Office Space for Lease:** ~ 770 sf w/ 3 ops offered at \$2500/month – Call for Office Visit (BC-1199) WPS/ 800-641-4179

**CULVER CITY** - (4) op comput. G.P. in a Prof. Bldg. Cash/Ins/ PPO. Ave. Collects. (\$330K/yr.) part time. Seller retiring. D&M Practice Sales 818.591.1401

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2019 Rev. collected \$880K  
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Restorative Practice  
Seller retiring  
Prestigious high income  
location 2019 Gross Revenues  
\$522,000

**Asking \$385,000**

#### South LA County #1141

### FFS/PPO

Seller retiring  
2019 Collections \$1,065,000 40%  
Profit on 3 days/week & 5 weeks  
vacation!

**Asking \$825,000**

#### Kern County #1137

Seller retiring after 40 years

FFS/PPO/GP  
5 operatories  
2019 collections \$1,431,120

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### FFS/PPO/GP

Seller retiring after 25 years  
4 operatories  
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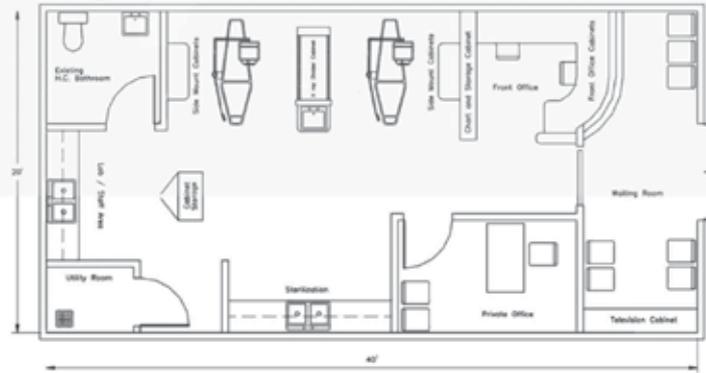
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**SAN FRANCISCO GP FOR SALE** - LOW RENT! 4 Ops w/healthy hygiene. 2019 GR \$742K. HSPPT-Dr. Rishi Salwan 909-239-2800 #CA657

**Legal Tip:** Has your CPA reviewed the proposed tax allocations for the sale? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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**Coastal South LA County #1141** - FFS/PPO/GP - 5 op., 2019 Collections \$1,065M. 2020 2 month opening \$171K. 40% profit on 3 day/wk. Asking \$825,000. Contact [info@wppps.com](mailto:info@wppps.com).



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**AC-1213 SAN FRANCISCO:** Loyal, Stable PT Base. 900 sf w/ 3 fully equipped ops. 2019 Collections were \$498k. Priced to sell at **\$260k**

**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:** Priced below 50% of Collections! Seller Willing to Accept Reasonable Offers. ~1200 sf w/ 5 Ops **\$150k**

**AN-1190 SAN FRANCISCO:** Perfectly situated near Union Square! Dreaming of a practice in the heart of the city? Here it is! 1,275 sf w/ 4 ops & 1 Hyg op. **\$425k/ Real Estate \$1.275m**

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

**BC-1201 RICHMOND:** Seller Recently Deceased. PRICED FOR IMMEDIATE SALE. 2 fully equipped ops & plumbed for 1 add'l. **ONLY \$40k**

**BC-1199 SAN LEANDRO Dental Office Space for Lease:** ~ 770 sf w/ 3 ops offered at \$2500/month – **Call for Office Visit**

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

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

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

**BN-1140 CONCORD Facility:** Come sink your roots in this major East Bay family-oriented, suburban community! 1500sf w/ 3ops. **Reduced \$35k**

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

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

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

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**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-1030 SANTA ROSA:** Extraordinary practice in prime location. Rock-Solid Staff & highly skilled competent Associates. **Real Estate Also Available! DO NOT MISS THIS OPPORTUNITY! Only \$324k**

**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**

### BAY AREA CONTINUED

**CC-1203 PETALUMA:** Views of Downtown & Mt Preservation from each op! 2,010 SF w/ 6 fully equipped ops. Plumbed for 2 add'l **\$525k**

**CC-1207 VALLEJO Facility:** Move-In Ready Facility. 950+ sf w/ 3 ops Call for Address & Equipment List **\$80k**

**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:** Seller's Ready for Retirement! Will Consider All Reasonable Offers! ~1500 sf w/ 4 Ops **Reduced \$495k/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**

**DC-1196 SAN JOSE Facility: ALL ABOUT LOCATION!** 1500 sf w/ 3 fully equipped ops **ONLY \$80k**

**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-1157 SANTA CRUZ:** Consistently voted as the BEST DENTIST in Santa Cruz 2014-2017! ~ 1,547 sf w/ 4 Ops **\$450k**

**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**

**DN-1031 CUPERTINO:** This remarkable practice awaits only your talent and skill! 1500sf 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! 1200sf w/ 3op. **\$535k**

**DN-1178 SAN JOSE Facility:** This stunning facility is an excellent opportunity for any dentist! 1207sf w 2ops + 1 add'l. **\$50k**

**DN-1200 FREMONT:** Located in a well-established, attractive, single-story Retail Shopping Center! 1,155 sf w/ 3ops + 1 add'l **\$395k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

### NORTHERN CALIFORNIA

**EG-1012 EAST SACRAMENTO:** A practice like this one does not come available very often! ~ 2900 sf w/ 8 Ops **\$2.3M**

**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**

**EG-1202 AUBURN:** Great Location! Easy Access just off the Freeway. ~1000 sf w/ 3 ops **\$350k**

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

**EN-1198 SACRAMENTO:** Location, Quality Relationships & Philosophy are only some of the attributes of this successful practice. ~ 1,671 sf w/ 4 ops + 1 add'l. **\$395k**

**FG-1086 UKIAH:** This excellent opportunity awaits your talent and skill! ~1200sf 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 ~2585 sf w/ 3 ops. **\$195k/Real Estate Available**

**FN-1205 DEL NORTE CO:** Established over 30 years & consistently averages more than \$1 million in Gross Receipts! 1,550 sf 4 ops w/ 1 add'l. **\$495k**

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

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

**GN-1123 MARYSVILLE:** Streamlined office policies for efficiency & more than 40 yrs of goodwill. 2000sf w/6 ops + 1 add'l. **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. ~2500sf w/ 4 ops **\$195k**

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

**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**

### NORTHERN CALIFORNIA CONTINUED

**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! 1,100sf w/ 3ops. **Priced to Sell! \$75k**

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

**IN-1184 LODI:** Well-known family-oriented practice providing quality restorative/preventative dental care! 1,400sf w/ 4 ops. **\$150k/ Real Estate \$295k**

**IN-1210 LODI Facility:** Opportunities like these do not come by easily! Start living the life you were meant to live! 1,100sf w/ 3ops. **\$50k**

**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**

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

**DG-1195 SOUTH BAY AREA Perio:** Practice profits >\$960k/yr on a relaxed 3-day workweek! ~ 1550 sf w/ 5 Ops **\$1.1M**

**EC-1192 SACRAMENTO Endo:** Submit your CV to wps@succeed.net and reference "EC-1192" for more info! Real Estate Also Available

**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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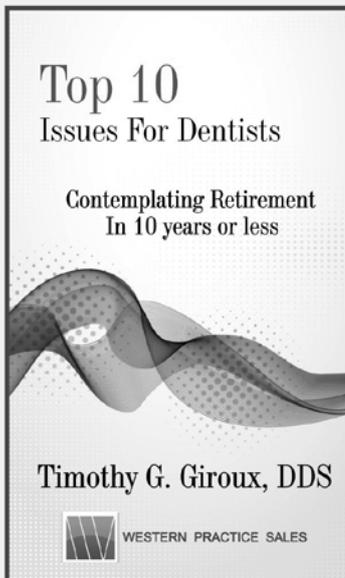
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## **ASK THE BROKER**

### **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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- Work for Dental Manufacturer - 1996-1997
  - Law School - 1997-2000
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**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!*

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# I trust Chester Jeng

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

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**PALO ALTO GP** Palo Alto practice offering 75 years of goodwill. Located in highly desirable neighborhood, just a short walk from downtown. Clean, crisp, charming, and well appointed 3 op office with lots of natural light. Approximately 750-800 active patients (all truly fee-for-service). 2020 annualized GR \$1M+ with adjusted net of \$470K+. 3 doctor days and 3 hygiene days per week with upside potential. Emphasis on Restorative dentistry. Asking \$605K.

**SAN BRUNO FACILITY** 670 square foot 3 op facility with a reception area, a private office, a lab area, a sterilization area and a storage area. Located in prime location in a high-traffic area. Asking \$40K.

**SAN JOSE GP** Offering 40+ years of goodwill. Excellent location in beautiful bldg on well-traveled thoroughfare. 6+ ops in 1,882 sq. ft. Lots of natural light with views of the eastern foothills. 1,800 active patients. 8 hygiene days/wk. Average GR \$900K with adj. net of \$295K. Terrific upside potential. Asking \$558K. Owners will help for smooth transition.

**SAN MATEO GP** Exceptional 5-operatory San Mateo practice in popular health provider neighborhood generating significant daily business draw. Beautiful 2,200 sq. ft. seller-owned facility, handsomely equipped to highest standards. Average GR \$1.4M, average overhead 61%. Seasoned and loyal staff. Seller willing to help for a smooth transition.

**SAN MATEO GP** Seller retiring from a well established practice with loyal patient base. Offering interest in building, located in a highly desirable area, close to downtown.

**SANTA CRUZ GP** Retiring seller offering 33+ years of goodwill in stunning 1,534 sq. ft. facility with 4 fully-equipped ops. Pristine leasehold improvements/gorgeous cabinetry make this a must-see! Prime corner location with dedicated parking lot, situated in one of the most desirable areas of Santa Cruz, close to shoreline and tourist attractions. 2019 GR \$887K with adj. net of \$353K. 1,500+ active patients with average of 19 new patients/month. Seller works 3+ days/week with 5+ days of hygiene. Asking \$729K.

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Pamela Carroll-Gardiner



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**RICHMOND:** Seller Recently Deceased. PRICED FOR IMMEDIATE SALE. 2 fully equipped ops & plumbed for 1 addl. ONLY \$40k (BC-1201) WPS/800-641-4179

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**WH ImplantMED** motor set for sale, excellent condition. Photo upon request. \$ 1000 plus shipping. [yjmdds@sbcglobal.net](mailto:yjmdds@sbcglobal.net)

**Dental/Jeweler Induction KDF-Cascom Casting Machine.** Computerized Vacuum Caster. Lightly Used. \$4,999 OBO [OCDent@gmail.com](mailto:OCDent@gmail.com)

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

**For Sale: Two Dental Chair (Bell 50, Royal Blue upholstery), DCI Reality front delivery plus DCI light (Model 1244). Excellent condition; \$5600 each. Gendex 765DC X-ray hardly used, \$1600. LAX area, pick up only 310-641-8890**

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

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**2017 GS3600 scanner like-new condition** Gently and carefully used, located in Fresno, CA asking \$16,000 OBO. 559-221-0302

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**SANTA CRUZ** Delta PPO practice seeks Successor skilled in implants. Last 2-years averaged \$1.18 Million in Collections; \$735,000 in Available Profits. \$480,000 invested in technology.4-days of Hygiene. Full Price \$650,000. Compare to similar nearby «For Sale» practice asking \$1,350,000 with another brokerage. Proudly represented by PPS of The Great West. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**Los Gatos Practice For Sale** | \$595,000 | Profitable, high-tech GP with 36 years of goodwill. Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

**ADP Apollo Air Compressor** & Vacuum for sale. Used good working condition. San Jose CA. 650-204-1357. All offers entertained

**Palo Alto general practice** now available. Located in highly desirable neighborhood, just a short walk from downtown. Clean, crisp, charming, and well appointed 3 op office with lots of natural light. Approximately 750-800 active patients (all truly fee-for-service). Contact Carroll & Company (650) 362-7004 or [dental@carrollandco.info](mailto:dental@carrollandco.info), for details. CalRE#00777682.

**Sirona CEREC Bluecam. Acquisition Unit w/ Mill for CAD/CAM 2014. Latest Software Installed. Excellent Condition, Low Mill \$29K. Warranty available. Contact 818-422-6981**

**Ross orthodontic chairs** & side units+ matching doctor stools & waiting chairs+ laptops.650-204-1357.All offers entertained

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**Santa Barbara Practice For Sale** | \$705,000 | High-tech GP near Downtown, in beautiful medical building. Contact [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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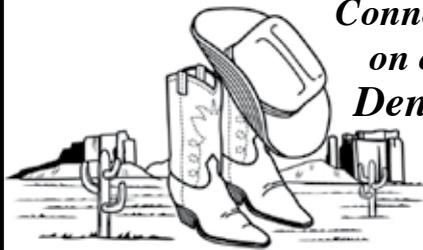


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**South LA County #1142** - PPO/HMO Practice, 7op., 2,200 sq. ft. office. 34 Year history, 2019 Revenue collected \$880K. Asking \$625,000. Contact info@wppps.com

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**DENTAL PRACTICE and REAL ESTATE in SACRAMENTO.** Gross ~ \$1.2-1.4 Million. All PPO & FFS. Large shopping center. ~4,800 sq.ft. Call Loc Pham, BRE# 01875780. (714)550-7494. <https://LCFpracticesales.com>

**SONOMA:** Seller's Ready for Retirement! Will Consider All Reasonable Offers! ~1500 sf w/ 4 Ops Reduced \$495k/Real Estate Available (CG-1158) WPS/800-641-4179

**CULVER CITY** - (4) op comput. G.P. in a Prof. Bldg. Cash/Ins/PPO. Ave. Collects. (\$330K/yr.) part time. Seller retiring. D&M Practice Sales 818.591.1401

**AUBURN:** Great Location! Easy Access just off the Freeway. ~1000 sf w/ 3 ops \$350k (EG-1202) WPS/800-641-4179

**PRACTICE FOR SALE IN VENTURA CA** GP dental office in Ventura Ca is for sale due to retirement after 40 plus years. Office is conveniently located in a highly visible, easily accessible building. The office occupies approx 1700 sq ft and has 4 fully ops. Generating approx 120 new pts /yr. 2019 collected approx \$465K Please send CV to [venturacadds@gmail.com](mailto:venturacadds@gmail.com)

**Restorative practice w/Terrific Reopening Performance** - #1135 Coastal OC. 2019 Gross Revenue \$522K. Asking \$385K. Contact info@wppps.com.

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## Position Yourself to Make 2021 a Phenomenal Year

- 6186 SACRAMENTO** Located in a well-established neighborhood; this practice has been a community asset for 35-years. Virtually no competition. Revenues streams top \$600,000 each year. Profits topped \$280,000 in 2019. 5-days of Hygiene. Well laid out 4-op suite.
- 6185 CHICO – SACRAMENTO’S NORTH VALLEY** Highly regarded as evidenced by 6-days of Hygiene. Revenues average \$470,000 per year. 4-ops, attractive setting. Retain the Hygienists and patients shall continue. Full Price \$110,000.
- 6184 SAN FRANCISCO’S EAST BAY – LAMORINDA AREA** Unique opportunity to practice in high income zip code. Revenues have averaged \$390,000 on part-time basis. Highly regarded. 3-days of Hygiene. Excellent candidate to go out-of-network.
- 6183 REDWOOD CITY** Collected \$730,000 in 2019. 4-day Hygiene schedule. 5-ops, paperless, digital Pano. Ideal for nearby Dentist seeking larger facility, or perfect acquisition by nearby Dentist who vertically integrates the goodwill into their office. Seller shall become the Pied Piper by becoming the Associate for transition.
- 6182 NAPA VALLEY** Collections last three years have averaged \$1,000,000. 2019’s Available Profits totaled \$374,000. Current annualized performance trending \$1.1 Million. All specialty work referred. 4-Hygiene days. Paperless charting. Well-designed office. Great location. Great staff. Perfect platform to provide additional services and immediately improve the performance.
- 6181 CARMEL VALLEY’S “THE VILLAGE” - START-UP** 48-year history providing dental care at this \$1 +Million location. Equipped & furnished 4-ops. Only practice in Village. Next practice 10-minutes away. Landlord is daughter of original dentist who worked as Hygienist and later Manager. Closed April. Purchase equipment & furnishings; enter into Lease, open doors, patients return. Operate out-of-network.
- 6180 SAN FRANCISCO’S LOWER PACIFIC HEIGHTS** Collected \$796,500 in 2019 with Available Profits of \$391,500 in 2019 with 9-weeks off. 2020 trending collections of \$810,000 with Available Profits of \$425,000. Fees shall continue! \$258,000 spent in décor, delivery systems & technology. Average adjusted gross income per household in this zip code is \$286,800.
- 6177 MONTEREY BAY AREA - SALINAS** Exceptional opportunity to create a full-service practice. Under-performing practice collected \$935,000 in 2019. Current annualization is \$1+ Million in collections. 7-days of Hygiene. Has averaged 130-new patients/year the last 2-years. Housed in beautiful 6-op building. Free-standing condo included in package sale. Perfect platform to bring in specialists.
- 6176 SANTA CRUZ** Delta PPO practice seeks Successor skilled in implants. Last 2-years averaged \$1,180,000 in Collections and \$735,000 in Available Profits. \$480,000 invested in technology. 4-days of Hygiene. Full Price \$650,000. Compare to similar nearby "For Sale" practice asking \$1.15 Million with another brokerage.
- 6174 HUMBOLDT COUNTY’S UNIVERSITY COMMUNITY – ARCATA** Best location, great foundation. Owner voted "Best Dentist" in 2020 Reader’s Poll. Opened 3-day week by choice. 2019 collected \$360,000. Receives new patient calls constantly, and which are turned away. Will Practice will be full-time by simply working 5-days if that is your intent. Full Price \$25,000.
- 6172 WALNUT CREEK – OUT-OF-NETWORK** 2019 collected \$850,000 with Profits of \$430,000 4-days of Hygiene. Great Downtown location. Seller shall work-back to assist in transition.
- 6171 SANTA ROSA** Great DNA in long-established practice. Strong patient foundation per 6+ day Hygiene Schedule. 2019 collected \$990,000 with Available Profits of \$338,000. Great Team. 2020 is doing extremely well.
- 6165 ROSEVILLE ORTHO – OUT-OF-NETWORK** Stanford Ranch. \$455,000 invested in build-out, furnishings, computers and equipment. 3-chair Bay. Digital Pan with Ceph. Averages 3 New Patients per month. Full Price \$125,000.



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**For complete details on any of these opportunities, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)**

### WANT TO BE A PRACTICE OWNER?

In the past, first time buyers had no problems making a decision. If a practice was located near where they wished to live and the economics penciled out, Offer submitted and practice acquired.

Many of today’s want-to-be owners are so concerned about making a bad purchase decision, they simply cannot make a decision. Such buyers kick tires year-after-year while walking away from great opportunities. In contrast, dentists who own a practice, are quick to make Offers on another practice to expand their network. What is the difference?

Growing practice owners have confidence in their abilities and are not concerned about risk. They know which procedures they wish to deliver and they know they can hire dentists to infill the other areas. In contrast, many first time buyers lack confidence and are unable to take that leap of faith.

To assist you in becoming a practice owner, engage the best dental accountant you can find as your Advocate. Find someone who has been in the trenches a long time. Align with

an established dental accounting firm as within that firm they have witnessed hundreds of transactions. They have superstar clients who have created successful Centers of Excellence. They have a collective data base that shall be a huge asset in your search in acquiring a practice. They understand “best practice” applications.

As your Advocate gets to know your designs on a to-be acquired practice, they can quickly ascertain if an opportunity is a good fit, if it is properly priced and if it warrants serious attention. They also understand what that practice can do if properly tweaked. They further know all of the players in this industry; the brokerages, the agents, lenders, consultants, attorneys, escrow agents, etc. And they are looking after your best interests as your fiduciary.

Consumers deserve optimum oral healthcare. For this to happen, the profession needs you to transition from wanting to buy a practice to being a practice owner. Thousands have done this. Why not you?

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You have one chance  
to get this right!

***You have many concerns.***

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Rate of 20%; the HIV Scare and Delta  
Dental's continual squeeze since 2011.  
Covid-19 is simply another challenge.

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We understand Today's Buyer.  
We understand Today's Valuations.

We know how to effect this change wherein  
your concerns are addressed and you  
can comfortably move on with your life.

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you through this life changing event  
during another changing Marketplace.