

THE Dental Trader

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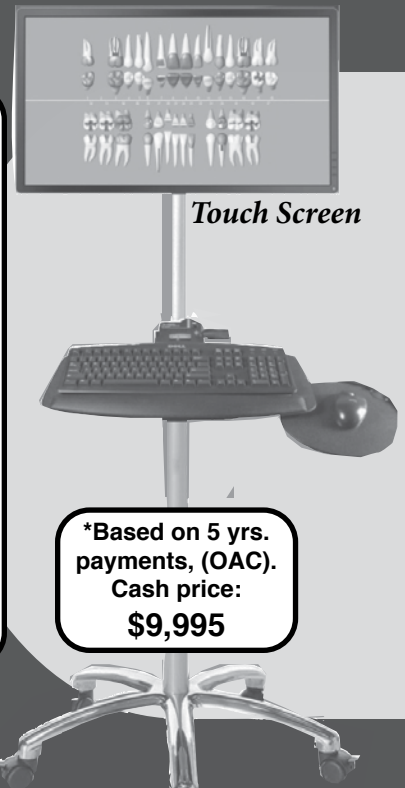
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Mobile Stand for Zeiss Microscope. Originally \$2000 now available for \$750 each. Contact derekb@sacvalleyspecialists.com

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SONOMA COUNTY'S "TONY" HEALDSBURG 4-year old practice gets part-time attention. 2019 collected \$260,000. 2020 collected \$255,000 with profits of \$120,800 with 2.5-month shutdown. Proudly represented by PPS. To learn more, go to www.PPSsellsDDS.com.

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- Danville, California- Dr. retiring after 30 years and will assist after transition. 4 operatories (3 plumbed) in 2,495 sq ft in a medical office complex. Grosses over \$890,000 in 2019 on 3 days/week osseoimplant@outlook.com Practice is offered at \$745,000

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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

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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~ Goretta Li, DDS

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Los Angeles County

Cerritos – Collections ~ \$400K

- All Cash/PPO. 25+years goodwill
- Lots of treatments for ortho prosthodontics & implants
- Professional suite close to Cerritos Mall. 3 eq.ops. + 1 plumbed
- Reasonable rent.

Inglewood ~ Gross ~ \$850K

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

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

Los Angeles - New Listing!

- General and Orthodontic Office
- Gross ~ \$1 Million.
- ~ 95% PPO/Cash. No HMO.
- Strip mall with anchor stores.
- ~2,300 sq.ft. 7 eq. ops. + 2 plumbed
- West LA, close to LAX, Inglewood...

Fresno County

Fresno – Grossed ~ \$340K

- Beautiful practice in Shopping Center
- Close to retail stores, restaurants, etc
- Just renovated and opened in 2019.
- Accepts all insurances mostly PPO.
- Mostly general dentistry.
- 8 equipped ops., ~ 2,540 sq.ft.

Upcoming Practices

Gardena - \$1 + Million Practice

Santa Barbara - \$1 + Million Practice

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

San Rafael – Gross ~ \$576K

Dental Practice Wanted

Dental Practices in San Diego County

Pediatric Dental Practices

Practices with Real Estates

High Production, PPO/Cash Practices

Starter Practices at Good Locations

Orange County

Cypress – Leasehold

- Commercial Plaza
- At busy intersection & high traffic
- GP practice opens 4 days/wk.
- 6 equipped ops, ~1,900 sq.ft.

Garden Grove – Grossed ~ \$345K

- Currently opens 4.5 days/wk
- Shopping center. 2 ops.
- Accepts Denti-Cal, PPO & Others
- One Doctor. High Profit Margin

Hawallan Garden

- Newly renovated office.
- Shopping center. 2 ops.
- Collections ~ \$350K.
- ~10 year of goodwill.

Irvine – Exclusively Ortho/Pedo

- Gross ~ \$200K
- Large Shopping Center. 8 Ops.
- Accepts most insurances.

Mission Viejo – Featured Practice

- **Established Practice & Real Estate**
- **Grossed ~ \$830K.** All PPO/Cash
- 30+ years of goodwill
- Implants, Cerec crowns & Invisalign
- Refers out complex ortho & O.S.
- Prominent professional suite.
- 3 eq. ops. +2 plumbed, ~2,170 sq.ft.

Norwalk – New Listing!

- Starter Practice with Bonus Patients
- 2020 Collects ~ \$100K on 2 days/wk
- Mostly FFS/PPO.
- Strip mall. 3 Ops.

San Bernardino County, CA

Rialto – Gross ~ \$400K

- Seller retires. Associate run office
- ~60% Denti-Cal; ~35% FFS/PPO
- Refers out ortho, implants & O.S.
- Shopping plaza. Affordable Rent
- ~1,000 sq.ft. 3 equipped ops.

San Bernardino – New Listing!

- Single story building w/parking lot
- Family Practice. ~1,100 sq.ft.
- 3 equipped ops. + 1 plumbed.
- Located at a unique location for Denti-Cal referrals.

Ventura County

Oxnard – Starter Practice

- Shopping Center. Low Rent
- Gross ~\$168K. Cash/Denti-Cal
- Currently no marketing
- Potential for growth/expansion

Northern California

Daly City - Gross ~\$365K.

- Doctor retires. 25+ yrs goodwill
- PPO/ Cash, ~1200 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 ~\$500K

- ~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.
- In house specialists 1-2 days/wk
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent

San Leandro – New Listing!

- Family Practice. Professional suite
- Gross ~ \$140K on 3 days/wk
- All PPO/FFS. 3 eq. ops. + 1

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
- 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 – Grossed ~ \$450K

- Opened 2019.
- 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.
- **Grossed ~ \$540K on 3-4 days/wk**
- ~40- 50% Profit Margin
- Refers out complex procedures

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DENTAL PRACTICE in SAN FRANCISCO. 2020 Collections ~\$1.5 Million. Currently running on busy schedules. All PPO & FFS. High profit margin. 3 Ops. Reasonable Rent. Call Loc Pham, BRE#01875780. (714)550-7494. <https://LCFpracticesales.com>

41 yr old dental practice(1110sq ft)for sale in Fresno, CA. 2 fully equipped op with a 3rd op plumbed. \$155,000. 559-494-2049.

Free Retirement Plan Feasibility Study with every practice purchase. Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

New Listing! N. San Diego County #1146 - Coastal location. FFS/PPO/GP - Seller moving out of state. More information coming soon! Contact info@wppps.com

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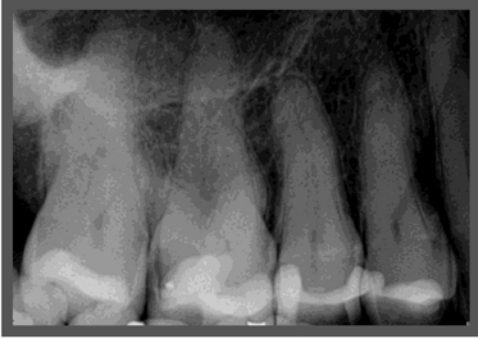
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- **San Luis Obispo County | \$415,000 | 4 ops** | Spacious office near downtown! Call Darren at (805) 878-0633.
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- **IN ESCROW! Monterey Peninsula | \$329,000 | 3 ops** | 100% Fee for Service near Cannery Row! Call Darren!
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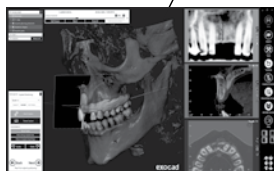
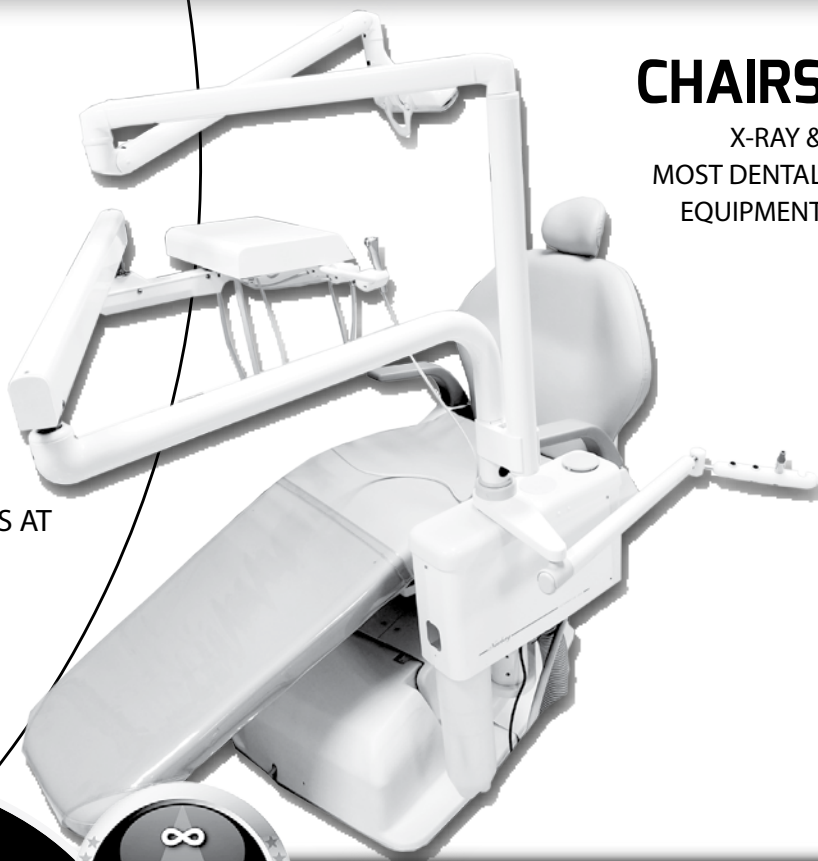
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ALAMEDA - 4 Ops in a busy shopping center location. 29 years goodwill. 2019 GR \$246K on 27 hrs/wk. Room to grow! #CA1268- Jim Engel - 925-330-2207

CONTRA COSTA COUNTY WEST - Seller relocating and leaving behind 2019 GR \$1.6M+ with adj. net over \$700K. 7 Ops, Softdent, many computers, nearly completed paperless. #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 2 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. 2019 GR \$614K. #CA684- Dr. Rishi Salwan - 909-239-2800

EAST BAY AREA PEDO - NEW LISTING - Well-established Pedo practice with 8 Ops, Digital, plumbed for nitrous, Digital Pano and a high NP count. Associate-driven practice with Delta PPO. 2019 GR \$832K on 3-4 days/wk, 2020 Production \$560K. #CA2523- Jay Harter 916-812-0500

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

FAIR OAKS/CITRUS HEIGHTS AREA - Successful GP Practice in a very desirable area with 38 years of Goodwill. Practice shows as high-end with nice décor with 4 Ops in 1,100 sq. ft. Includes 7 computer workstations, Intra-oral camera, Digital x-ray, and Easy Dental PM Software. 6 days a week of hygiene, booked out for 3 months. Growth potential with Ortho and Implants. 2018 GR \$1.07M and 2019 GR \$970K on a 4 day / 32 hour average work week. #CA656- Jay Harter 916-812-0500

FAIRFIELD AREA - 7 Ops, Dentrix, 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 AUBURN AREA PERIO- NEW LISTING - 4 Ops consistently collecting \$1M+/yr. Digital, PerioLase, W&H ImplantMed Handpiece, Straumann CAD/CAM Scanner, Nomad Portable XR, and so much more. Serene hillside area practice available immediately. #CA2475- Jay Harter - 916-812-0500

GREATER EL DORADO HILLS - Multi-doctor practice, 3,000 sq. ft., 8 Hyg. days/wk, Digital x-rays and Digital Pan. 2019 GR \$557K. Sellers will work back P/T. #CA578- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - NEW LISTING - Attractive paperless GP in high-end retail area with 30 years goodwill. 5 Ops in 1,619 sq. ft., Digital and I/O Camera. 4 Hyg days/wk is 31% of production. Most specialties referred. 2019 GR \$725K and 2020 Production \$781K on 32 hrs/wk. Seller can work back after sale. #CA2465- Jay Harter - 916-812-0500

GREATER SACRAMENTO - 20+ Years Goodwill, 5 Ops, 4 Equipped, Digital x-rays, 10 Hyg days/wk. 2019 GR \$434K. #CA678- Jay Harter - 916-812-0500

GREATER SONORA AREA - NEW LISTING - Great rural lifestyle with a solid GP practice & stand-alone Dental Office Building available in beautiful hilltop setting. 37+ years Goodwill in stable community. 5 Ops, Dentrix, intra-oral camera, pano x-ray. Only accepting NP if family/friends of existing patients (5 NP/mo. in 2019), 6 hyg. days/wk. and Dr. schedule is booked ~3 weeks in advance. Room for growth with specialties. 2019 GR \$698K on 30 hour work week. Building also available for purchase, with "shell" space to build out for possible additional tenant income. #CA1713- Jay Harter 916-812-0500

LAKE TAHOE AREA - 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. Datacon PMS, Digital, Pano, Waterlase & Periolase. Professionally designed interior and great seller-owned location. #CA1139- Jim Engel - 925-330-2207

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 - 5 Ops in busy retail shopping center. Digital x-rays, strong hygiene program and high NP count. Room for growth keeping specialties in-house. 2019 GR \$766K and 2020 was \$900K. Seller can work back to assist if needed. #CA2464- Jay Harter 916-812-0500

NORTHERN SACRAMENTO - 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, Dentrix 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

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 - 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 - NEW LISTING - Modern GP Practice in a busy part of town with 7+ years of Goodwill. 5 Ops, 4 equipped, Dentrix, Intra-Oral Camera, Digital Sensor, Digital Pano, and newer CEREC (with CEREC-trained staff). Average 23 NP/mo. with no marketing and very little social media with 5 days of hygiene/week. Most Specialties are referred out. 2019 GR \$558K on a 32-hour work week. Seller can work back P/T if needed. #CA1742- Jay Harter - 916-812-0500

REDDING AREA - 20+ years Goodwill, 6 Ops, 8 hygiene days/wk., booked out 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, Dentrix, 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

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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. Dentrix, 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. Dentrix, 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 - 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

VACAVILLE AREA - Great, centrally located, and high traffic location for with 28 years of Goodwill. 5 Ops in 1,700 sq. ft. with 3 computer workstations, film-based pano, and Dentrix. Good hygiene recall patient base, with hygiene booked 6 months out, with an average of 36 hygiene hours per week. Only 14 patients eligible for Delta Premier. 2019 GR \$556K on a 32 hour week. #CA645- Jay Harter - 916-812-0500

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 overhead. Real Estate for sale also. #CA1444- Steve Caudill - 951-314-5542

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: 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 immediate cash/Out of Pocket. Practice avg. 18 NP/mo. Sells 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 - Successful GP practice with 2,200 +- Dental Office Condominium. Digital x-ray & Pano. 5 Hygiene days per week. 2019 Gross Receipts \$812K on 32 hour work week. High level of Ortho expertise & production. Seller will work back. #CA2006- 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 the 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: 5 Ops, 62 years goodwill in established neighborhood. Dentrix, Dexis, Hard/Soft Tissue Laser, Digital Pano, and much more. 8 days of hygiene per week, booked 3+ months out. Practice open only 3 days/wk. 2018 and 2019 GR \$1.1M+ and post-COVID production since June is trending at 93% of 2019 production. Dental Condo for sale or lease with upstairs bonus rooms and seller may consider some SELLER-FINANCING. #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 sq. ft. with 5 Ops, good hygiene recall. 2019 GR \$1.1M on a 32 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 lab and 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

CORONA - 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 - 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

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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- Thinh Tran - 949-533-8308

LAGUNA BEACH - 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 - 100% Associate-run office! Gross Receipts for 2020 were \$1.4M+. 6 Ops, Digital, Pano, spacious parking lot, with 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. Current selling seller will assist with a smooth transition. 2019 GR \$231K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

ORANGE COUNTY - 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. 2019 GR \$642K. #CA1676- Kerri McCullough - 949-300-0312

OXNARD - 7 Ops, very nice office, office building, 2nd floor. Bought practice in 9/98, paperless practice with 15 work stations, digital, 11 days hygiene per week, 2019 GR of \$1.55M. #CA1829- Steve Caudill - 951-314-5542

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 DESERT - Our seller is ready to retire and has been established in the same building for over 27 years. This is a high-end patient base with continued growth, taking care of the local year-round population and the Snow Birds who live here 6 months per year. The 4 Op practice is located upstairs with beautiful views from almost every room for the patients to enjoy. Our seller refers most of the specialty work, great opportunity for the next owner to grow the practice. 2019 GR \$809K working only 16 days per month with low overhead. #CA691- Kerri McCullough - 949-300-0312

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, most 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 - Long-established Pedo practice centrally located to all of the South Bay. 3 spacious Ops plus an additional plumbed and used as a consultation/office space, EagleSoft PMS, and digital x-rays. 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 \$1,050,000. 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

SOUTH SANTA BARBARA COUNTY - NEW LISTING - 4 Ops in a beautiful setting. Our seller is ready to start a new adventure outside of California. Digital, FFS with long-term, dedicated staff, and a strong hygiene schedule. There is strong sense of community, room to grow with specialties and the patient base is in the top 10% of income in the US. Practice consistently collects over \$1M/yr. with a very manageable overhead. We are excited to share this exceptional opportunity with you. #CA2531- Kerri McCullough - 949-300-0312

WEST HOLLYWOOD-BEVERLY HILLS ADJACENT - NEW LISTING - 4 Ops in a high foot-traffic area near high-end residential and world class shopping. Practice utilizes digital radiography, Itero CAD/CAM, laser, and visiting specialists keeping many procedures in-house. Chartless with Dentrax and boasts a strong hygiene program with high NP count. Room to grow by leasing adjacent suite or adding additional specialties. This is an amazing opportunity with a motivated seller who will assist in a very smooth transition. 2019 GR \$1.6M+. #CA1784- Kerri McCullough - 949-300-0312 or Jaci Hardison - 714-318-4911

SAN DIEGO

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 - 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 of good hygiene 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

OUTSIDE OF CALIFORNIA

BIG ISLAND, HAWAII - NEW LISTING - General Practice with retiring seller and many years of goodwill. 3 Ops, non-digital, in an excellent location with the rare option to purchase the office space. Excellent opportunity for growth. #HI1929- Russell Okihara - 619-694-7077

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 upgrade. Great NP flow with 7 Hyg Days/wk and 2019 GR \$877K. Near key employers, on a major thoroughfare. Room to expand. GR \$1.1M+. #OR1355- Jessica Burbon - 503-332-6462

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 - 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 Vivadent Kometa Bio Smart Dentin Grinder and more. 2019 GR \$877K. Owner is retiring but is very well trained 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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PRACTICE FOR SALE IN VISALIA: The office is fully computerized and digital, and operates with the Eaglesoft practice management software. This primarily FFS practice grosses approximately 650K and generates approximately 9 new patients per month. The practice is located in a great community in which to live and practice dentistry. Building also for sale. to: centralvalleydds@gmail.com

TRACY: Great retail location, on high visible thoroughfare w/ excellent proximity to business amenities and freeway accessibility! 1,300 sf w/ 4 ops. CALL FOR DETAILS (IG-1237) WPS/800-641-4179

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Price Reduction! South LA County #1142

7 Op/2,200 sq. ft.
PPO/HMO Practice
34 Year history
2019 Rev. collected
\$880k Aug. 2020
collections \$75k

Asking \$575,000

Sacramento County #1143 Outstanding General Dental Practice

1,200 Sq. Ft. Space with 4
fully plumbed ops

2019 Collections \$956k

Asking \$725,000

New Listing! #1144 Inland San Diego County

Gorgeous Turnkey
FFS/PPO/GP
1,535 Sq. Ft. w/4 Ops
Seller Retiring &
Seller Owned Suite
3 Yr. Avg. Coll. \$1.18M 2019
Coll. \$1.2 M

Call For More Details

Coming Soon! North Orange County #1145

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3,600 Sq. ft. suite
7 operatories
Seller Moving.

More details to come!

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oriented Dentist Buyers
interested in San Diego
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New listings coming soon!

New Listing! N. San Diego County #1146

Coastal Location
FFS/PPO/GP
1,770 Sq. Ft.
3 Operatories
2020 Projected Coll \$795K

Call For Details

Bogdan and Art were very knowledgeable of all aspects of my practice sale. From Bogdan personally taking the information provided, writing the prospectus, promoting the practice and then finding interested parties. The network of parties already established, helped to facilitate the sale. With many new obstacles due to the pandemic, his persistence led to the sale of the practice in a timely manner. As a team during closing, Bogdan and Art were prepared and organized for a smooth transition.

- Dr. Glenn Smith



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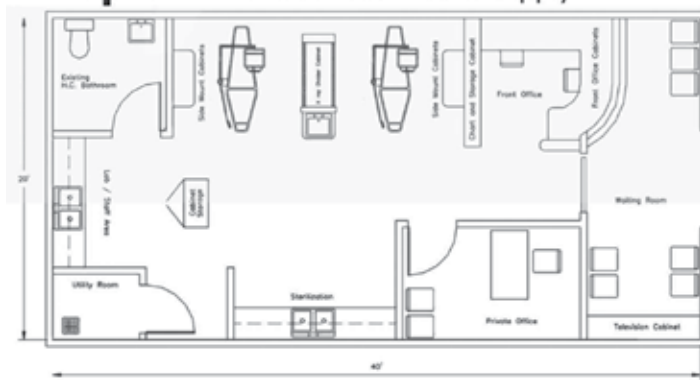


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BAY AREA

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

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! ~967 sf w/3 ops + 1 add'l **\$395k**

AG-1215 SF MARINA DISTRICT: An opportunity in this neighborhood rarely comes along! 1,500 sf w/ 4 fully equipped Ops. **\$595k**

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**

AN-1224 SAN FRANCISCO Facility: Located in 450 Sutter w/ expansive and stunning views of the Bay! 871 sf w/ 3 ops. **Reduced: \$68k**

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

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

BC-1218 PITTSBURG Facility: Spacious facility in popular retail shopping center w/ high foot traffic and major anchor tenants **\$69k**

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 \$19.5k**

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

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

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

BN-1128 BERKELEY: A high-quality dental practice w/ tremendous potential, just by maximizing Doctor hours & Hygiene days. 1,399 sf w/ 5 ops. **\$750k**

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**

CC-1203 PETALUMA: Views of Downtown & Sonoma Mountains 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**

BAY AREA CONTINUED

CC-1220 SAN RAFAEL: Located in lively urban environment near Downtown! ~ 1,000 sf w/3 ops **Only \$175k**

CC-1231 VALLEJO: Quality Family Oriented Practice. 1,350 ft w/ 4 Ops **\$530k**

CG-1110 PETALUMA: Awesome Property Available! Asking price lower than 50% of normal gross receipts! ~ 2300 sf w/ 6 Ops **\$150K / 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 \$325k**

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-1187 REDWOOD CITY: Long-Established w. Stable PT base. Seller relocating! 1,800 sf w/ 3 ops. Plumbed for 1 add'l **\$200k**

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

DC-1229 SAN JOSE: Well established, highly-reputable practice. 1,010 sf w/ 3 ops. Plumbed for 1 add'l **\$350k**

DC-1234 ALAMEDA CO: Downtown Alameda w/ fantastic curb appeal & reputation! 1,500 sf w/ 3 ops (plumbed for 1 a'dd'l) **\$230k**

DC-1238 MENLO PARK Facility: Spacious 1450 sf office w/ 3 ops. Call for address & office photos **\$387k**

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: Practice produced >74k in Oct 2020! Priced lower than 50% of Gross Receipts! ~ 1,547 sf w/ 4 Ops **\$395k**

DG-1165 SAN JOSE: Seller Motivated! All reasonable offers will be considered! ~1,200 sf w/ 3 Ops **Reduced \$60k**

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: A steal for \$395k for a 10 Ops practice in the Bay Area! ~ 2,800 sf w/ 10 Ops **Reduced \$395k**

DG-1239 LIVERMORE: Beautiful, highly-visible practice, consistently produces nearly \$1M each year. 2,500 sf w/ 5 ops. Plumbed for 1 additional. **CALL FOR DETAILS/Real Estate Also Available**

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-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-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**

EN-1209 ROSEVILLE VICINITY: This practice currently averages more than \$80,000 per month! ~ 1,800 sf w/ 6 Ops. **\$675k**

EN-1197 LINCOLN: With increased Doctor days, a little attention to marketing, watch your patient base & production grow exponentially! 2,986sf w/ 6 ops + 4 add'l. **\$437k**

EN-1225 MIDTOWN SACRAMENTO: Be the envy of all in this ideal midtown location! Grossed over \$950k in 2019! 2500 sf w/ 5 Ops. **\$735k**

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-1217 CHICO: Maintaining a special sense of community and small-town living! 856 sq ft w/ 2 + 1 add'l. **\$165k**

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**

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

HN-1221 GRASS VALLEY: Get ready to build upon or merge into this "golden" opportunity! 1,000 sf w/ 2 ops. **\$60k**

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

IG-1227 MODESTO AREA: Practice collected over \$180k in December 2020! 2,500 sf w/ 6 ops **\$1.3M/Real Estate Also Available**

IG-1237 TRACY: Great retail location, on high visible thoroughfare w/ excellent proximity to business amenities and freeway accessibility! 1,300 sf w/ 4 ops. **CALL FOR DETAILS**

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 – REAL ESTATE ALSO AVAILABLE!**

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**

JN-1223 VISALIA Endo: A opportunity for an Endodontist with an astute vision to purchase both Practice & Real Estate. 1,250sf w/ 5 Ops. **\$350k/ Real Estate \$280k**



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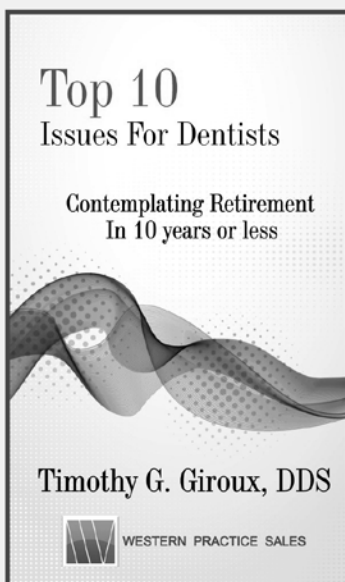
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ASK THE BROKER

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

COVID?

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

Practices are priced based heavily on gross receipts.

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

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

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

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

You may contact Dr Giroux at:

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MODESTO AREA: Practice collected over \$180k in December 2020! 2,500 sf w/ 6 ops \$1.3M/Real Estate Also Available (IG-1227) WPS/800-641-4179

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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

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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- 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
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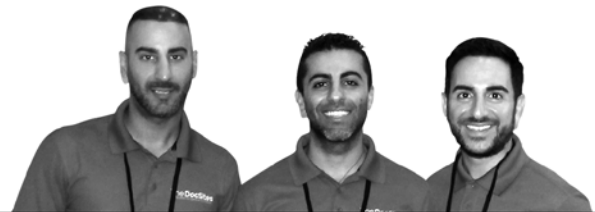
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