

THE Dental Trader

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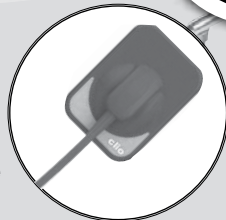
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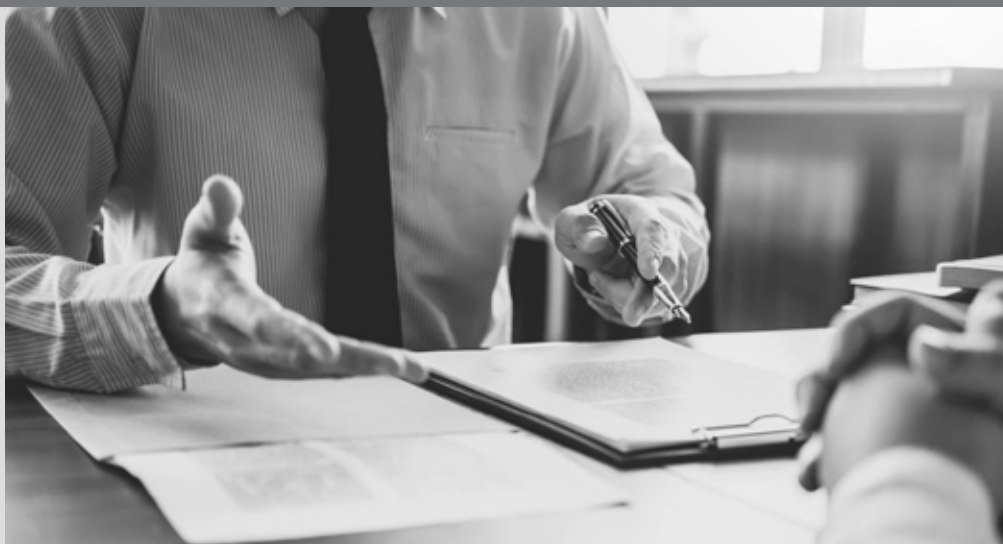
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N. SACRAMENTO GP FOR SALE - 5 Ops, Digital, GR \$766K. HSPPT - Jay Harter 916-812-0500 #CA2464

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MENLO PARK Facility: Spacious 1450 sf office w/ 3 ops. Call for address & office photos \$387k (DC-1238) WPS/800-641-4179

Sacramento County #1143 - Outstanding General Dental Practice, 4 Ops, 1,200 sq. ft. space. 2019 collections \$956k. Asking \$725k. Contact info@wppps.com

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AUBURN VICINITY: Practice produced \$78k in October 2020! ~ 1430 sf w/ 4 ops \$525k / Future Possibility to Own Real Estate (HG-1116) WPS/800-641-4179

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

"Sean was extremely knowledgeable and helped us acquire the dental practice without any difficulties. He was very good at explaining every process in detail and was always quick to respond to all of our questions in a very timely manner. I would highly recommend him to anyone that is going through a dental practice acquisition as he really understands the specifics involved in every step." Sam Lee, D.D.S. – Irvine Law Offices of J. Sean Dumm, APC. Sean@jsdlawoffice.com, (888) 212-DUMM (3866).

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SAN JOSE: Seller Motivated! All reasonable offers will be considered! ~1,200 sf w/ 3 Ops Reduced \$60k (DG-1165) WPS/800-641-4179

Legal Tip: Sellers: Does your lease allow you to assign the option term? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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We want to hear your opinion!



As Covid impacts conventions around the world, many are promoting virtual tradeshows in their place. Whether you are a dentists, staff member or often exhibit at dental shows, your opinion is important. Please aid us in this research project and take a few seconds to weigh in on these internet events at www.thedentaltrader.com/poll okay? Results are posted instantly and many people are scrutinizing the outcome of this poll.
Thank you for participating.

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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 ~ \$678K

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

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 - Gross ~ \$1 Million

- General and Orthodontic Office
- ~ 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
- Just renovated and opened in 2019.
- Accepts all insurances mostly PPO.
- 8 equipped ops., ~ 2,540 sq.ft.

Riverside County

Indio - New Listing!

- **Starter Practice & Real Estate**
- Just built 2 years ago, beautiful office.
- Selling for a fraction of the cost of build out
- Large shopping center off freeway 10
- Starter practice. 9 ops. ~4,000 sq.ft.

Upcoming Practices

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

Orange County

Garden Grove– New Listing!

- Productions ~ \$340K
- Opens 4 days/wk, mostly Cash/PPO
- Strip mall off Freeway 22 & 405
- 3 fully equipped operatories

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 – Strip Mall

- 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 – New Listing!

- Starter Practice
- Large shopping ct. on Fremont Blvd.
- 4 equipped ops. + 2 plumbed.

Fremont – Collections ~\$500K

- ~95% PPO, 5% CASH
- Opens 4 days/wk. 5 Eq. Ops.
- Seller willing to negotiate price

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**
- **Mostly GP work.** High profit margin
- 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 – New Listing!

- **Grossed ~ \$685K**
- Single standing bldg across from shopping center. East San Jose
- ~70% FFS, 15% Cash. No DentiCal

Stockton – Practice & Real Estate

- **Grossed ~ \$909K.** Doctor Retires
- ~60% DentiCal, 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 – Excellent Location!

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

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"Lee Maddox was my anchor while a stormy sea of uncertainty raged about me. I needed a quick exit and sell my solo GP. He was organized and gave sound advice based on years of experience. I found that he was always professional, honest and ethical. I am grateful and appreciative." Julie Ito, DDS - Lee Maddox, DDS, Esq. (949) 675-1515

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CONTRA COSTA COUNTY GP FOR SALE - 4 Ops, Digital. Will Consider all offers. 2019 GR \$659K. HSPPT - Dr. Rishi Salwan 909-239-2800 #CA644

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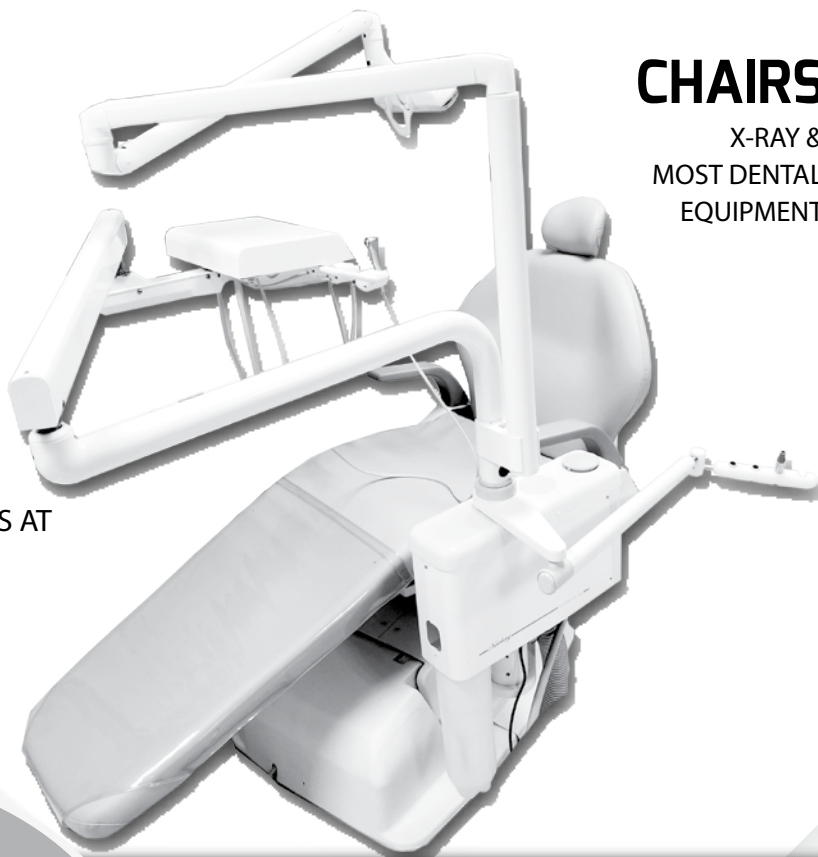
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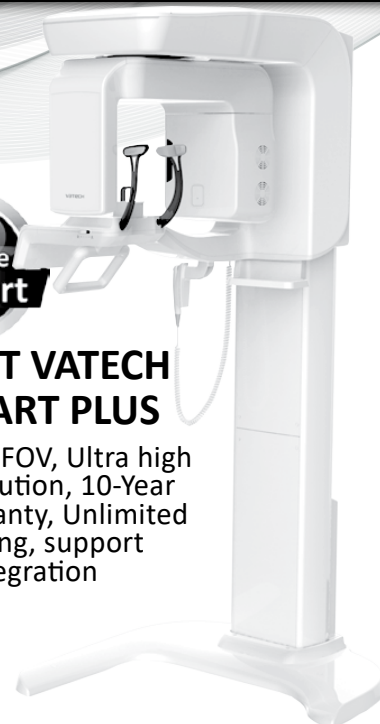
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EAST BAY AREA PEDO - NEW LISTING - Well-established Pedo practice with 8 Ops, Digital, plumbed for nitrous, Digital Pano and a high NP count. Associate-driven practice with Delta PPO. 2019 GR \$832K on 3-4 days/wk, 2020 Production \$560K. #CA2523- 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 - Great production numbers at this single-practitioner, high-traffic count location that shows as a high-end practice. Surrounding area in constant growth with new housing. 38+ years of Goodwill in a 3,000 sq. ft. office with 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 production was 80% of 2019. 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 sq. ft. 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 Ops, 7 equipped, Digital x-rays and Digital Pano. 2019 GR \$1.1M. 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 SONORA AREA - 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, Dentrax, 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 & Periolas. 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. Open 28 years near 101 freeway. #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, 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

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 Sofident, 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 - Modern GP Practice in a busy part of town with 7+ years of Goodwill. 5 Ops, 4 equipped, Dentrax, 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

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 Pano. 2019 GR \$745K. #CA600- Kim Ta - 408-687-5001

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SAN JOSE - NEW LISTING - A great opportunity awaits if you would like to own your practice and the real estate. Growth opportunity in this 3 operator general practice which boasts a modern design, open concept, and desirable location with ample parking. Call now for details, this will not last long. 2019 GR \$374K. #CA2613- Kim Ta - 408-687-5001

SAN RAMON FACILITY ONLY - NEW LISTING - Facility only sale in highly desirable Bishop Ranch. 5 Ops in 1,800 sq. ft. and great exposure. Digital x-ray, digital pan, Diode laser, and IO Camera. Open Dental with 10 computers in bright, modern design. Opportunity to build a successful \$2M per year practice! #CA2588- Jim Engel - 925-330-2207

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

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. 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 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: 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. 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. 2019 GR \$1.1M with 6 Ops, good hygiene recall. 2019 GR \$1.1M 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 a large 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

COASTAL LOS ANGELES COUNTY - NEW LISTING - 3 Op general practice is on a major road in a beautiful coastal location. The office boasts a modern design in a bright, airy space that shows as brand-new. The practice is paperless, utilizing a Digital Pan/Ceph and EagleSoft PMS. Seller refers out Perio, Implants, Endo, and OS and is not a Delta Premier provider. There are 1.5 days of hygiene per week. 2019 Gross Receipts of \$863K and a strong post-COVID recovery in 2020. #CA2489 - Kerri McCullough - 949-300-0312 or Jaci Hardison - 714-318-4911

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

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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

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

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 - Cash and PPO office in a great downtown LA location. 3 Ops with low rent! The practice is all digital and includes scanner and lasers. 2020 GR of \$299K on 2 days a week. Highly desirable location. #CA2493- Dr. Rishi Salwan - 909-239-2800

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

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. Dentrux, Digital x-ray, Intra-Oral Camera, CT Scan, and Gemini Dual Wave Laser. Seller works 4 days/wk. with 8-10 weeks' vacation every year. 2019 GR \$1,260,000. Priced to sell at \$695K. This is a mostly cash practice, non-referral. Great opportunity! #CA604- Kerri McCullough - 949-300-0312

SAN 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

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/recovery room, EagleSoft PMS, and digital x-ray. The building is also available for sale on 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 \$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 Dentrux 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+ with very strong post-COVID numbers. #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, Dentrux, 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 Dentrux. 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

SANTEE - NEW LISTING - Rare Opportunity to own a practice and property. General practice with 7 Ops, Digital X-Rays, Pan, and Dentrux. In an excellent location with ample parking and visibility. 4,600 sq. ft. stand-alone building is also for sale. Practice is in a growing community with many years of goodwill. #CA2549- 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

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

SOUTHERN OREGON - NEW LISTING - This quaint general practice is in an ideal location with great visibility in a highly desirable town. 4 Ops with room to grow the practice adding days and specialty procedures. Open for 31 years, 22 in the same location. Eaglesoft PMS and Schick sensors in all Ops. 2019 GR \$368K on 3 doctor/3 hygiene days. 2020 GR \$276K due to COVID but has recovered nicely. #OR2574- 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. Dentrux, Dexis Digital x-rays, intra-oral, Pano. 2019 GR \$598K. #OR115- Jessica Burbon - 503-332-6462

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MONTEREY COUNTY – Wonderful growing community, live near the beach, (8) op opportunity/ technology, mature, growing practice, offered at \$785K www.ddsmatch.com 855-546-0044

FRESNO: (5) op comput G.P. in a free stand bldg., 2019 Gross Collect \$1.0M+. Cash/PPO/Denti-Cal pts. Seller retiring. REDUCED D&M Practice Sales (818) 591.1401

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**Asking Price Reduced to
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Sacramento County #1143 Outstanding General Dental Practice

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 fully plumbed ops

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Asking \$725,000

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1,535 Sq. Ft. - 4 ops
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 Asking TBA**

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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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**

AN-1241 SAN FRANCISCO: Practice located in one of the most prestigious areas in the city! 1,200 w/2 ops + 2 add'l. **\$80k**

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**

BC-1226 SAN RAMON: Est. 40 yrs, seller retiring. 1,200sf w/ 5 ops on major 3-way intersection w/ excellent visibility **\$190k**

BC-1247 SAN RAMON Facility: Free-standing bldg w/ floor to ceiling windows 1,704 sf w/ 4 ops. Plumbed for 1 add'l **\$175k**

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

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**

BN-1249 BERKELEY: Long-term, stable, patient base appreciate conservative treatment delivered by knowledgeable Staff! ~ 1,000 sf, w/ 3 ops. **\$475k**

BN-1244 SAN RAMON: Step right into this Stunning, family-oriented practice with state-of-the-art equipment! ~1,200sf w/ 4 ops. **\$530k**

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

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-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**

BAY AREA CONTINUED

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

CC-1219 MARIN COUNTY: Rare Opportunity! Loyal, stable PT Base. 750 sf w/ 2 Ops **\$188k**

CC-1220 SAN RAFAEL: Located in lively urban environment near Downtown! ~ 1,000 sf w/3 ops **Only \$130k**

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: Only Dentist in this Community! Record-Month in January 2021, practice produced > \$98k! ~990 sf w/ 3 Ops **\$315k / Real Estate Available**

CG-1246 PETALUMA: Practice normally collects over \$700k a year! ~1800 sf w/ 3 Ops **\$435k / Possibility to Own Real Estate in the Future**

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'ddl) **\$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-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: Practice produced nearly \$115k in January 2021! ~ 2,500 sf w/ 5 ops. Plumbed for 1 additional. **\$820k/ Multi-Tenant Property Available**

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



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

BAY AREA CONTINUED

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**

NORTHERN CALIFORNIA

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: Practice historically collects >\$500k annually. Highly visible w/ Easy Hwy. Accessibility. ~1000 sf w/ 3 ops **\$290k**

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**

EN-1204 CITRUS HEIGHTS: The lifestyle & income just can't be beat in this community! Impressive top-of-the-line & state-of-the-art technology! 2,072 sf w/ 5 ops. **\$800k**

EN-1235 WOODLAND: Do not hesitate or this enviable opportunity will fulfill someone else's dream! ~3,900sf w/ 6ops + 2 add'l. **\$925k/ Real Estate Available**

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. **Reduced: \$475k**

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**

NORTHERN CALIFORNIA CONTINUED

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 \$78k in October 2020! ~1430 sf w/ 4 ops **\$525k / Future Possibility to Own Real Estate**

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**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

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. **\$395k**

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**

KN-1216 YORBA LINDA: High-end, FFS practice consistently averages \$800k-\$900k in annual gross revenues on a limited work schedule! 1,872sf w/ 5 ops + 1 add'l. **\$719k**

SPECIALTY PRACTICES

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

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

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



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By Timothy G. Giroux, DDS

President/Owner

Western Practice Sales

"Goldman Sachs raised its forecast for 2021 US gross-domestic product growth to 6.8% from 6.6%"¹

"Small Businesses Finally See Positive Outlook for Economic Recovery in 2021"²

"The Economy Is Improving Faster Than Expected, the U.S. Budget Office Says"³

U.S. Economy Is Expected to Reach Pre-Pandemic Peak by Mid-2021⁴

We had the best economy with the lowest unemployment OF ALL TIME prior to this virus. Most economists are confident that the stimulus package will result in several years of better-than-average growth in the US economy. I've had private conversations with DSO/corporate executives that are bullish on dental revenues for 2021. Most were able to weather the pandemic storm through PPP loans and by managing their expenses. Sometimes that meant putting their associate dentists on furlough. When all is said and done, I believe long-standing practice owners will emerge from this pandemic better off than any associate dentist.

Dentistry has always been one of the best small businesses during times of economic downturn and especially during the times when a slow economy bounces back. Fortunately, most of the revenue "lost" during the pandemic was not really lost, but deferred. Except for perhaps hygiene revenue, all deferred dental treatment still needs to be completed, and unfortunately for many patients, some of that deferred treatment has now led to more extensive treatment. So, unlike our favorite restaurants which truly lost revenues while required to close their doors or scale-back, revenue for dental practices is just "on hold"!

CURRENT STATE OF THE UNION FOR PRACTICE TRANSITIONS



The mandatory shut-downs caused many businesses to rethink their current business models once they discovered that their employees working from home can be more cost-effective than renting large office space. Obviously, dentistry cannot be done remotely, but the shutdowns have triggered an event that many of us have been expecting for several years.

1983, the year this author graduated from dental school, held the record for the most dental school graduates of all time. Baby boomers are those that were born between 1946 and 1964. Many of the older boomers delayed their retirement after the 2009 economic downturn. However, the pandemic, combined with record stock market numbers, has spurred all boomers to consider retirement. I am personally seeing a 30% increase in the number of listings in my inventory, and this number is 50% higher than the 2010 levels of practices on the market. The basic supply/demand economic balance is much heavier on the supply side, which historically will pressure pricing downward.

Since the mid-2000s, many new dental schools have opened up across the country. And, since 2017, we are producing even more dentists than the number that graduated in 1983. While that sounds encouraging, the demand for dental practices has waned since the 2009 economic downturn for many reasons:

- 1) **Debt.** The current average debt of dental graduates is now between \$400K and \$500K. They are fearful of going into more debt.
- 2) **Millennial Mindset.** The millennial mindset of these graduates is totally different than the boomer mindset. Boomers went into dentistry to own their own practices and be their own boss. Millennials generally are more interested in "quality of life" issues, meaning they do not necessarily want the responsibility of owning a practice, making the decisions that are required, and carrying the worries that come with ownership. Because of this, Corporate dentistry does not have a problem finding associate dentists.
- 3) **Gender.** The percentage of female graduates is now about 50%. My wife and daughter are both dentists, so this is not a negative comment on female dentists, but many female dentists rightfully put having a family above the perceived, all-encompassing stress of owning a practice. In 1983, females accounted for only 10% of the dental school class. Corporate dentistry did not exist, but those female dentists found a way to own practices and raise families.

TAKEAWAYS FOR SELLERS

- 1) Both sides of the supply/demand scale are trending toward lower practice valuations. Even in the best of times, your practice sale only generates 1.5 to 2 times your annual take-home profit. Your practice sale should never have been the largest part of your retirement plan, but if it was, working an extra year or two results in the same financial gain. The sooner you contact your accountant or tax planning professional, the better.
- 2) Every practice, large or small, has value! I am not trying to be negative in this article, I am just trying to be a realist. Large practices are now easier to sell than smaller practices, mostly due to the large school debts of the new graduates. If a dentist is the main breadwinner of their family, they probably need to buy a practice that collects over \$700K a year to pay for their family expenses and school debt. Smaller practices are great for a dentist that is not the primary breadwinner, or a graduate that does not have school debt. Smaller practice owners should consider short-term leases as a buyer may want to merge the smaller practice into another to meet the new debt and cash flow needs.
- 3) Location, Location, Location: There are some locations that will demand a premium, no matter what the supply/demand scale dictates. There are also some locations that previously sold quickly, but now do not. Your local broker should be able to tell you what the current demand is in your area. Please note, that even a 5-mile difference in any area might generate a huge difference in demand.
- 4) Be Patient! Most buyers now expecting some type of "COVID-19 discount." In fact, there were many practitioners that "threw in the towel" during the shutdown and sold their practices at huge discounts. There is no reason to do that now, but assuming you went back to work months ago, you are still in a "prove it" mode to show buyers, lenders, and buyer's accountants that your practice is back to normal. Frustrated, furloughed associates are entering the transition market and patients are returning to dental practices. I believe the economic forecasts cited at the beginning of this article will be true for dentistry by mid-2021, and that dentistry will surpass every other business as it has always done in a recovery. Increased revenues, combined with more demand, should help practice values later this year.
- 5) Brokers may be necessary now more than ever: Navigating these new times and exposing your practice to the greatest number of potential buyers is what we do here at ADS Transitions. We are a consortium of independently owned brokerage companies that can expose your practice through a nationwide portal and locally through our own website and portal. Your practice is still one of your most treasured assets. Transferring this asset is infinitely more difficult than selling your home, and most of you would never try to sell your home without an agent who gives your home exposure in your market. Saving a few percentage points on a commission with a non-local broker, or one that does not have exposure in your market is pure folly. Even hiring the best broker cannot guarantee finding the perfect buyer in short order, but not hiring the best can certainly lessen your success by a great amount.



TAKEAWAYS FOR BUYERS

Associates will take home less than owners for the same amount of production, whether the economy is strong or weak. Large practices that employ associate dentists, do so for the profit potential. There is nothing wrong with this, but it should be common sense that a productive associate is making money for the "house" and would be able to make debt payments and feed their family better if they took home that extra profit.



- 1) The best way to pay off debt is to own your own practice. As soon as you are producing \$2,000 to \$3,000 a day on a normal fee schedule, you should be able to take home almost twice the amount of money as an owner, rather than as an associate! Practice debt should not be looked at in the same way as dental school debt or other debts. It should be looked at as a "return on investment"
- 2) 100% financing plus working capital is available at 4% or less. At these rates, the smart "return on investment" is to buy a practice that covers your financial needs, as the greater profits translate into the best return on investment. Of course, the greater the profits, the more the practice will cost, but the low interest rates will always show that your take-home amount after debt service will be more with the larger practice.
- 3) Don't get caught up in the "price" of the practice. Your "million-dollar question" in your due diligence is "how much do I think I can produce with the patient base in this practice." Your due diligence should reveal whether you may be able to increase revenues, or perhaps, won't even be able to meet what the seller produced. We all have different skill sets. No matter what your "team of advisors" might tell you, **only you** know how you compare to the dentist you are replacing. Your debt service differential is nominal compared to your own skill set with any patient base, meaning the price is nominal compared to what you estimate you could produce in a practice. Based on your skill sets vs. the seller's skill sets, you will find practices that might double when you take over, compared to other practices where you might be lucky to produce half of what the seller did. Guess what?! They will both be priced at market metrics for gross receipts and cash flow for the CURRENT doctor's skill sets! Getting a "steal" on a practice where you cannot replicate the seller's production, for whatever reason, could be a disaster and "over-paying" for a practice where you increase revenues could be the real steal, even in a practice where the buyer might have to take the Delta fee reduction.
- 4) Scratch starts are crazy. Building out and equipping a new, two-operatory practice now costs around \$500K. There are no patients to start with, only bills! For \$500K, you can buy a practice that already throws off several hundred thousand or more as a profit, not just gross receipts! Even if you are debt-free, don't really need the income and find a "facility only," you will most likely have to spend money on upgrades and marketing to get to the size practice you desire. It still makes more sense to buy an under-producing or part-time practice that an old boomer is ready to let go of, knowing you will have to upgrade much of the office than to consider a scratch start. Most older docs ready to retire with smaller-producing offices are significantly under-performing procedures on their current patient base. These are usually diamonds in the rough. Again, only your own personal due diligence can determine this.



CONCLUSION:

Sellers: Be patient as the best is yet to come this year, even with the uptick in supply.

Buyers: You have more choices now at the lowest interest rates in the history of the modern economy. Choose wisely, employ good staff and you will eventually pay off your debts, live more comfortably and be able to afford more time away from work, as your staff should be able to help relieve you of ownership headaches & burdens.

Footnotes:

- 1) Market Insider, Feb 9th, 2021. Author Shalini Nagarajan
- 2) Business Insider, Feb 9th, 2021. Press Release
- 3) New York Times, Feb 1st, 2021. Author Jim Tankersley
- 4) Wall Street Journal, Feb 1st. Author Kate Davidson



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- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
 - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
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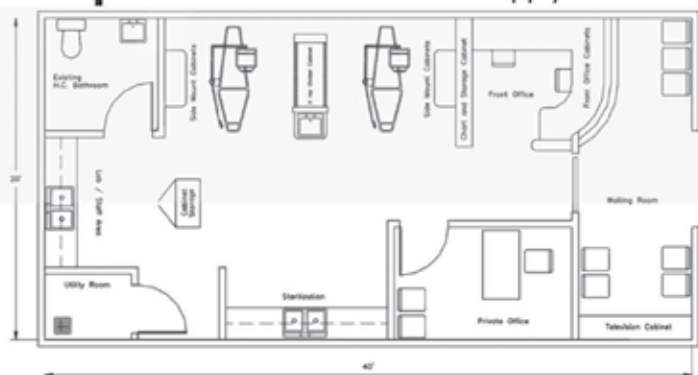


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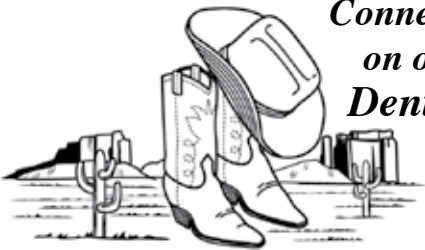
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LIVERMORE: Practice produced nearly \$115k in January 2021! ~ 2,500 sf w/ 5 ops. Plumbed for 1 additional. \$820k/Multi-Tenant Property Available (DG-1239) WPS/800-641-4179

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Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

Position Yourself to Make 2021 a Phenomenal Year

- 6188 SONOMA COUNTY'S "TONY" HEALDSBURG** 4-year old practice gets part-time attention from its Owner. 2019 collected \$260,000. 2020 collected \$255,000 with profits of \$120,800 despite 2.5-month shutdown.
- 6187 SAN FRANCISCO - NEIGHBORHOOD PRACTICE FULLY INSULATED FROM SF EXODUS** Beautifully appointed 4-op Adec equipped office. Paperless. Strong hygiene program. 2019 Produced \$848,000 and collected \$848,000. 2020 Annualization was \$811,600 in Production and \$802,600 in Collections. Truly special.
- 6186 EAST SACRAMENTO** Located in mature high-end neighborhood, practice has been 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** Strong foundation evidenced by 6-days of Hygiene. Revenues average \$470,000 per year. 4-ops, attractive setting. 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 Redwood City Dentist who vertically integrates the goodwill into their office. Seller shall become the Pied Piper by becoming Buyer's Associate.
- 6182 NAPA VALLEY** Collections last three years have averaged \$1 Million. 2019's Available Profits totaled \$374,000. 2020 trended \$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 The Village. Closed April. Purchase equipment & furnishings, enter into Lease, open doors; patients return. Operate out-of-network.
- 6177 MONTEREY BAY AREA - SALINAS** Exceptional opportunity to create full-service practice. Under-performing practice collected \$935,000 in 2019. 2020 trended \$980,000 in collections. 7-days of Hygiene. 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. 2018 and 2019 averaged \$1,180,000 in Collections. Available Profits in 2020 totaled \$380,000 on 9.5-months and part-time schedule. \$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 \$460,000. 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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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?

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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.

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