

THE Dental Trader

VOL. 18 NO. 6 • June '21
No. Calif. Edition

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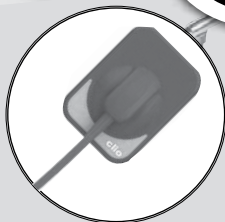
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~ Goretta Li, DDS

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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

Gardena - New Listing!

- Grossed ~ \$1.8 Million.
- General and ortho practice.
- Refers out difficult endo, OS, pedo
- All Cash/PPO. No DentiCal. No HMO
- Freestanding bldg. facing main st.
- Across from busy strip mall. 7 ops.

Inglewood ~ Gross ~ \$678K

- Large shopping plaza. 5 Ops.
- Accepts all insurances, mostly PPO.
- High capitation check.
- Many in house specialists.

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 - Starter Practice

- Beautiful practice in shopping center
- Just renovated and opened in 2019.
- 8 equipped ops., ~ 2,540 sq.ft.

Riverside County

Indio - Starter Practice & Real Estate

- Real estate can be sold together or separately
- Just built 2 years ago, beautiful office.
- Selling for a fraction of the cost to build out
- Large shopping center off freeway 10
- 9 operatories. ~4,000 sq.ft.

Imperial County

El Centro - New Listing!

- Large general & specialty practice
- Gross ~ \$1.2 + Million
- ~50% Denti-Cal & 50% PPO/Cash
- Office at prime time for growth/expansion.
- Ideal for large corporations/Government funded establishments

Upcoming Practices

Santa Barbara - \$1 + Million Practice

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

Dental Practice Wanted

Dental Practices in San Diego County
 Pediatric Dental Practices
 Practices with Real Estates

Orange County

Garden Grove

- 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

- Starter Practice
- Large Shopping Center. 8 Ops.
- Accepts most insurances.

Mission Viejo - Featured Practice

Established Practice & Real Estate

- Grossed ~ \$660K. All PPO/Cash
- 30+ years of goodwill
- Implants, Cerec & 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 - Gross ~\$300K

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

Recently Sold Practices

Oxnard - Family Practice

Long Beach -Speciality & General

San Diego - Starter Practice

Moreno Valley- Established Practice

Northern California

Daly City - Gross ~\$365K.

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

Fremont - New Listing!

- Gross ~ \$450K
- 15+ years of goodwill. 4 eq. ops. + 2
- Large shopping ct. on Fremont Blvd.
- Mostly PPO/Cash & DentiCal

Fremont - Collections ~\$500K

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

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
- Mostly GP work. High profit margin
- In house specialists 1 -2 days/wk
- Residential/Commercial Area
- 3 Ops. Very Reasonable Rent

San Leandro

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

San Jose - New Listing!

- Grossed ~ \$540K
- Single standing bldg across from shopping center. East San Jose
- ~70% FFS, ~15% Cash. No DentiCal

San Rafael - New Listing!

2020 Grossed ~ \$422K

- Mostl PPO/FFS.
- Professional suite. 3 ops.
- Fair Rent. Opens 4 days/wk

Stockton -Practice & Real Estate

Grossed ~ \$909K.

- Doctor Retires
- 15+ years of goodwill
- ~60% DentiCal, 30% PPO
- Single standing bldg. w/parking lot

Sunnyvale - Starter Practice

- Opened in 2019
- Shopping center. 8 eq. ops.
- ~50% PPO/FFS, ~50% HMO/others

Valelo - Gross ~ \$400K

- ~10% Cash & 90% PPO
- Refers out complex endo, os, perio
- ~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
- 3 eq.ops. + 1 plumbed.

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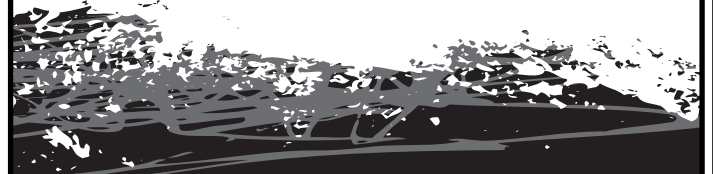
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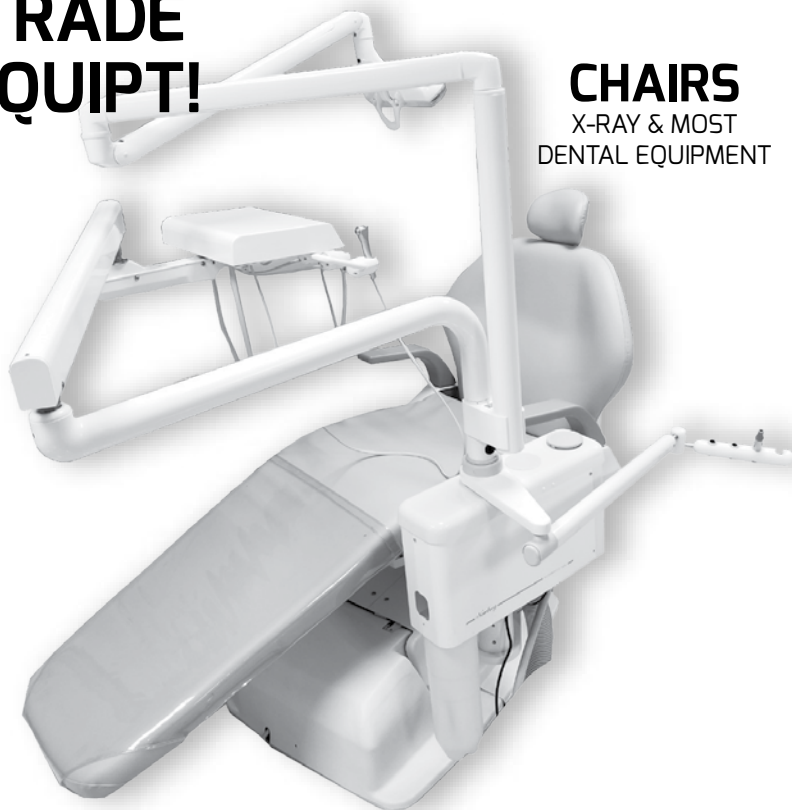
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NORTHERN CALIFORNIA

ALAMEDA - 4 Ops in a busy shopping center location. 29 years goodwill. 2019 GR \$246K on 27 hrs/wk. Room to grow! Owner is retiring, will help with smooth transition. Great upside potential for first time buyer or satellite office. #CA1268- Jim Engel - 925-330-2207 <http://www.HenryScheinPPT.com/CA1268/>

DAVIS/WOODLAND AREA - 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 <http://www.HenryScheinPPT.com/CA1732/>

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 <http://www.HenryScheinPPT.com/CA2523/>

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 <http://www.HenryScheinPPT.com/CA656/>

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 sf 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 <http://www.HenryScheinPPT.com/CA1824/>

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 day, Carstream, 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 SACRAMENTO - 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 <http://www.HenryScheinPPT.com/CA2465/>

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 <http://www.HenryScheinPPT.com/CA1713/>

LAKE TAHOE AREA - Rural lifestyle GP practice away from the city in outstanding and growing resort community, with a multi-tenant investment dental office building available. 37+ years of Goodwill in 1,586 SF w/4 Ops, Softdent w/7 workstations, fiber optics, Dexis Platinum digital sensors, & intra-oral cameras. Seller reports over 1,500 active patients in past 18 months, average 10 - 12 NP/mo., 5 - 6 Hygiene days/week, booked ~6 mo. in advance, & Dr. schedule booked ~3 wks. in advance. Room for growth w/most specialties referred out. 2019 GR \$759K on 32-hour week. 2020 GR \$648K. Dental office building with stable multi-tenant to help cover facility expenses, also available for sale with practice. #CA1715- Jay Harter 916-812-0500 <http://www.HenryScheinPPT.com/CA1715/>

LAKE TAHOE AREA - Wonderful resort and waterfront located GP dental practice in an attractive and professional-looking building with operatories and a deck overlooking Lake Tahoe. Over 43 years of Goodwill established, 2,100 sq. ft. suite, good hygiene recall patient base with 6 hygiene days/week. Seller reports only 34 total Delta Premier patients. 5 Ops (with a 6th plumbed), 2 Intra-Oral Cameras, 2 Schick digital sensors, CAESY Patient Ed Software, Polaroid Imaging System, the Wand, Zoom Laser Whitening, and a film-based Pano. Good opportunity for a new GP to grow endo, implant, and ortho. Practice asking price is below recently obtained professional valuation. 2019 GR \$685K on only 22 Dr. hours per week. #CA608- Jay Harter 916-812-0500 <http://www.HenryScheinPPT.com/CA608/>

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 <http://www.HenryScheinPPT.com/CA1139/>

NORTHERN CALIFORNIA PERIO - Perio practice in a beautiful Northern CA area, in business for 28 years. 4 Ops with consultation room in a 1,400 sq. ft. facility, off 101 freeway. Upgraded technology including Digital x-ray, CBCT Pano x-ray, LANAP, IV Sedation, and paperless with Eaglesoft. Increasing revenue over the years. 2019 GR above \$900K. Averaging 20 NP/mo., drawing from a large geographic area with few periodontists in the region. The seller is offering a smooth, supportive transition. #CA1553- Gina Miller - 707-391-7048 <http://www.HenryScheinPPT.com/CA1553/>

NORTHERN SACRAMENTO - 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 <http://www.HenryScheinPPT.com/CA2464/>

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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 <http://www.HenryScheinPPT.com/CA1745/>

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 <http://www.HenryScheinPPT.com/CA1380/>

REDDING AREA - PRICE REDUCED BY OVER \$40K UNDER APPRAISED PRICE! 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 <http://www.HenryScheinPPT.com/CA1742/>

SAN FRANCISCO PEDO - NEW LISTING - 3 Ops, 2 Equipped, 1 plumbed with low rent including utilities. Established 24 years in busy area near schools and residential. Paperless, digital x-ray, and Pano. Great first practice or satellite office. GR \$393K. #CA2488- Gina Miller - 707-391-7048 <http://www.HenryScheinPPT.com/CA2488/>

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 <http://www.HenryScheinPPT.com/CA2613/>

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 <http://www.HenryScheinPPT.com/CA1817/>

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 <http://www.HenryScheinPPT.com/CA1140/>

SAN JOSE - 6 equipped Ops and 2 add'l available. Dentrix, Dexis Digital x-rays and Digital Pan. 2019 GR \$745K. Beautiful general practice located in high traffic retail plaza. Spacious with equipment less than 10 years old. 2019 GR \$745K. #CA600- Kim Ta - 408-687-5001 <http://www.HenryScheinPPT.com/CA600/>

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 <http://www.HenryScheinPPT.com/CA2588/>

SONOMA COUNTY - NEW LISTING - 4 Ops in a spacious layout located in the heart of the area off a main highway. Est. 22 years with 5-star Google reviews. Paperless with CEREC, Surgical Microscope, Soft tissue laser, and more. 2019 GR of \$782K with 6 days of Hygiene, 2020 production has normalized nicely post-COVID. Retiring seller, offering smooth transition and negotiable rent of seller-owned property. #CA2594- Gina Miller - 707-391-7048 <http://www.HenryScheinPPT.com/CA2594/>

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 <http://www.HenryScheinPPT.com/CA544/>

VACAVILLE AREA - Great, centrally located, and high traffic location 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 <http://www.HenryScheinPPT.com/CA645/>

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 with Digital, Laser, and digital pano. Grossing 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 <http://www.HenryScheinPPT.com/CA1218/>

CENTRAL VALLEY - 11 Ops, digital, strong hygiene dept booked 6 months out. 2019 GR \$3.4M with \$900K net and debt service. Real Estate for sale also. #CA1144- Steve Caudill - 951-314-5542

GREATER STOCKTON - 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 <http://www.HenryScheinPPT.com/CA2006/>

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 <http://www.HenryScheinPPT.com/CA1389/>

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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 <http://www.HenryScheinPPT.com/CA1624/>

MODESTO AREA: PRICE REDUCED! 5 Ops, 62 years goodwill in established neighborhood. Dentrax, 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 80% 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 <http://www.HenryScheinPPT.com/CA635/>

MONTEREY - NEW LISTING - 4 Ops with paperless charts, Digital x-rays and Pano. 2019 GR of \$1.1M+ with Adj. Net of over \$450K. Post-Covid revenue has grown even more! Real Estate also for sale in this lovely coastal area. Non-Delta Premier office, FFS and a few PPOs. #CA2614- Jim Engel - 925-330-2207 <http://www.HenryScheinPPT.com/CA2614/>

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

SOUTHERN CALIFORNIA

ANTELOPE VALLEY - NEW LISTING - Beautiful 7 Op office in a fast-growing community with many new businesses including the aerospace industry moving to this area. The practice has a wonderful reputation in the area and is paperless with Dentrax PMS and digital x-rays, with 8 days of hyg./week and a dedicated staff. Room to grow by adding specialty procedures that are currently referred out. GR \$1.1M. #CA2612- Kerri McCullough - 949-300-0312 <http://www.HenryScheinPPT.com/CA2612/>

ARCADIA - NEW LISTING - General Dentistry practice with 4 Ops and 1-2 hygiene days per week with a dedicated staff and a wonderful reputation in the community. 2020 GR of \$300K, with upside potential by keeping specialties in-house. Office has older equipment, ready for a buyer to outfit and modernize it to their liking. Retiring seller. #CA2642- Kerri McCullough - 949-300-0312 <http://www.HenryScheinPPT.com/CA2642/>

BAKERSFIELD - NEW LISTING - 5 equipped Ops, over 30 years/goodwill, 2 Associate Dentists, Collections in 2020 \$1M+. 6 days of hygiene per week, digital X-Ray, Medical/Dental area. #CA2587- Steve Caudill - 951-314-5542 <http://www.HenryScheinPPT.com/CA2587/>

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 <http://www.HenryScheinPPT.com/CA1274/>

BAKERSFIELD - 7 Ops with high-end equipment-CEREC, Digital X-rays, Cone Beam, Implant motor. 7 days of hygiene in the practice with room to grow. #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 <http://www.HenryScheinPPT.com/CA674/>

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 <http://www.HenryScheinPPT.com/CA2489/>

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 <http://www.HenryScheinPPT.com/CA2002/>

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 <http://www.HenryScheinPPT.com/CA685/>

HUNTINGTON BEACH - 4 Ops, located in a busy retail center with great visibility. Practice utilizes Digital x-rays and Easy Dental. 2019 GR \$466K. #CA673- Thanh Tran - 949-533-8308 <http://www.HenryScheinPPT.com/CA673/>

INDIO - NEW LISTING - Well-established 4 Op office, in a 1,250 sq. ft. suite located in a single-story medical/retail center with free onsite parking and street signage. Practice utilizes digital x-rays, CEREC with milling unit and porcelain oven. GR of \$746K in 2019 and \$535K in 2020. Practice has 27+ years of goodwill, averages 7 days of hygiene per week, and Doctor is booked 3 to 4 weeks in advance. Great opportunity, strong dental/medical market. #CA2619- Steve Caudill - 951-314-5542 <http://www.HenryScheinPPT.com/CA2619/>

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 <http://www.HenryScheinPPT.com/CA671/>

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- Jaci Hardison - 714-318-4911 <http://www.HenryScheinPPT.com/CA2493/>

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- Jaci Hardison - 714-318-4911 <http://www.HenryScheinPPT.com/CA1681/>

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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- Jaci Hardison - 714-318-4911 <http://www.HenryScheinPPT.com/CA1728/>

ORANGE COUNTY - Price Reduced - 4 Ops+2 add'l spaces plumbed to expand, 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 <http://www.HenryScheinPPT.com/CA1676/>

OXNARD - 7 Ops, very nice office, office building, 2nd floor. Bought practice in 90% 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 <http://www.HenryScheinPPT.com/CA1164/>

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 <http://www.HenryScheinPPT.com/CA691/>

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. Dextrix, 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. 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- Jaci Hardison - 714-318-4911 <http://www.HenryScheinPPT.com/CA637/>

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 <http://www.HenryScheinPPT.com/CA1050/>

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

SANTA BARBARA - 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 <http://www.HenryScheinPPT.com/CA2531/>

SAN DIEGO

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 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 <http://www.HenryScheinPPT.com/CA1465/>

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 10 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 Dextrix. 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 <http://www.HenryScheinPPT.com/CA2549/>

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 <http://www.HenryScheinPPT.com/HI1929/>

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 <http://www.HenryScheinPPT.com/OR1550/>

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 <http://www.HenryScheinPPT.com/OR2574/>

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. Dextrix, Dexis Digital x-rays, intra-oral, Pano. 2019 GR \$598K. #OR115- Jessica Burbon - 503-332-6462 <http://www.HenryScheinPPT.com/OR115/>

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LEE'S STORY:

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

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

Hendrick Gonzalez, DDS - 9/25/18

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

Ari Rosenblatt, DDS, DMD



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SOUTH SACRAMENTO 3.5 day practice on Hospital Drive. 2-days of Hygiene. 2020 collected \$233,000. First Quarter 2021 trending \$300,000. Great start-up or vertical integration into nearby practice. Go to www.PPSSellsDDS.com to learn more.

SAN FRANCISCO: Practice collected \$161k the first 3 months of 2021 – Annualized Projections of \$640k! ~967 sf w/3 ops + 1 add'l \$395k (AG-1135) WPS/800-641-4179

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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-1236 SAN FRANCISCO: Located in upscale Presidio Heights/Laurel Heights area. Great Merger Possibility! 555 sf w/ 3 ops **\$699k**

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

AG-1135 SAN FRANCISCO: Practice collected \$161k the first 3 months of 2021 – Annualized Projections is \$640k! ~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-1224 SAN FRANCISCO Facility: Located in 450 Sutter w/ expansive Bay views! 871 sf w/ 3 ops **\$48k**

AN-1241 SAN FRANCISCO: 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 **\$400k**

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 & major anchor tenants **\$59k**

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**

BC-1253 EAST CONTRA COSTA COUNTY: Highly esteemed & successful practice. Spacious 10 op, 4,000 sf in professional building **\$1.415M**

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

BN-1150 SAN PABLO: Amazing practice & remarkable opportunity! 1,300sf w/ 4ops **\$250k**

BN-1128 BERKELEY: Tremendous potential, just by maximizing Dr hours & Hyg days. 1,399 sf w/ 5 ops **\$750k**

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

BN-1249 BERKELEY: Established practice w/ long-term & stable patient base ~ 1,000 sf, w/ 3 ops **\$475k**

CC-1030 SANTA ROSA: Extraordinary practice. Prime location. Rock-Solid Staff. Highly skilled Associates. **\$324k - Real Estate Also Available!**

CC-1161 SANTA ROSA: Perfect location! 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**

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

BAY AREA CONTINUED

CC-1220 SAN RAFAEL: Located in lively urban area near Downtown! ~ 1,000 sf w/3 ops **Only \$100k**

CC-1262 SANTA ROSA: Live & Practice in one of Nor Cal's most beautiful landscapes. 1000 sf w/ 3 ops **\$270k – REAL ESTATE ALSO AVAILABLE!**

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

CG-1158 SONOMA: Seller Retiring & 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: In the heart of the Wine Country! 2250 sf w/4 ops + 1 add'l. **Seller Motivated \$325k**

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

CN-1166 W. SONOMA CO: Established, quality FFS practice w/ stellar reputation! 1262 w/ 4 ops. **Reduced! \$560k**

DC-1080 ALAMEDA: Established 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 \$55k**

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**

DC-1260 FREMONT Facility: ~ 1,740 sf w/ 3 fully equipped ops. Plumbed for 3 add'l. Single story Medical/Professional complex **\$199,999**

DC-1272 SAN JOSE: Established 40 years! Seller Retiring! Stable PT base & seasoned staff. 1200 sf w/ 4 ½ ops **\$899k**

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

DG-1142 SAN JOSE: Family-oriented practice in a highly desirable neighborhood! ~1400-1600 sf w/ 3ops + add'l **Reduced \$90k**

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-1208 SALINAS: Practice historically collects \$1.4M! Great profitability for the price. ~ 4,860 sf w/ 10 Ops **\$895k**

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**

DG-1251 HOLLISTER: Practice expectations to produce >\$600k the first year, a steal at \$125k! ~ 1,218 sf, w/ 3 Ops **\$125k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

BAY AREA CONTINUED

DG-1256 HOLLISTER: Practice actually increased revenues in 2020! Real Estate Possibly Available in the Future. ~1,800 sf w/ 5 Ops **\$895k**

DG-1258 MILPITAS: Located in Busy Retail Shopping Center w/ Ample Parking! 1,050 sf w/ 3 Ops. **\$150k**

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

DN-1200 FREMONT: Located in a well-established & attractive retail shopping center! 1,155 sf w/ 3ops + 1 add'l **\$395k**

DN-1261 LIVERMORE: Well-respected & established practice in a multi-tenant shopping center. 1,600sf w/ 4ops. **\$175k**

DN-1243 SAN JOSE: Beautiful, Spacious, modern office w amazing visibility! 2,204sf w/ 4ops + 2 add'l. **\$395k**

DN-1268 SANTA CRUZ: Situated in a vibrant popular commercial/upscale residential neighborhood. 1,535sf w/ 4 ops. **\$695k**

NORTHERN CALIFORNIA

EG-1100 CARMICHAEL: Located in highly desirable neighborhood – Real Estate Also Available w/ Long-term Tenant ~ 2,271 sf w/ 6 Ops **\$495k**

EG-1202 AUBURN: Practice historically collects >\$500k annually. Highly visible w/ Easy Hwy. Accessibility. ~1000 sf w/ 3 ops **\$290k**

EG-1255 LINCOLN: Imagine being able to own your building also at this enviable prime location! ~ 3,738 sf w/ 4 ops **\$395k/Real Estate Also Available**

EG-1267 ROSEVILLE: Highly-esteemed practice provides broad spectrum of services in a prime location! ~1250 sf w/ 3 Ops + 1 add'l **\$395k**

EN-1197 LINCOLN: Simply by increasing doctor days, watch your patient base & production grow! 2,986sf w/ 6 ops + 4 add'l. **\$437k**

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

EN-1204 CITRUS HEIGHTS: Impressive top-of-the-line & state-of-the-art technology! 2,072 sf w/ 5 ops. **\$800k**

EN-1209 ROSEVILLE VICINITY: Practice currently averages more than \$80,000 per month! ~ 1,800 sf w/ 6 Ops. **Reduced! \$650k**

EN-1225 MIDTOWN SACRAMENTO: In 2019 this practice grossed over \$950k in this ideal location! 2500 sf w/ 5 Ops. **\$735k**

EN-1235 WOODLAND: Grossed over 1.3mil in 2019! ~3,900sf w/ 6ops + 2 add'l. **\$925k/ Real Estate Available**

EN-1269 SACRAMENTO Facility: Modern & Inviting! Excellent space for start-up or relocation. ~1650sf w/ 3ops. **\$195k**

FG-1086 UKIAH: Practice collected over \$874k in 2019! Possibility to own Real Estate. ~1200sf w/ 4 ops **\$390k**

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

GN-1071 REDDING: This quality practice is your springboard to success! 2264sf w/ 4 ops. **Reduced: \$475k**

GN-1217 CHICO: Ideal for practice merger or chart purchase! 856 sq ft w/ 2 + 1 add'l. **Price Negotiable!**

NORTHERN CALIFORNIA CONTINUED

GN-1240 REDDING: Family-oriented practice which strives for excellence. 1800sf w/ 5 ops + 1add'l. **\$495k /Real Estate Also Available**

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 \$74k in March 2021! ~ 1430 sf w/ 4 ops **\$498k / Future Possibility to Own Real Estate**

HG-1146 TRUCKEE: Practice collected \$70k in March 2021! Perfect for the outdoor enthusiast! ~ 1700 sf w/ 4 ops **\$365k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

IG-1237 TRACY: Great retail location, w/ excellent proximity to business amenities & freeway accessibility! 1,300 sf w/ 4 ops. **\$395k**

IG-1265 STOCKTON: Desirable location, w/ freeway accessibility in close proximity to fast-growing area. ~ 900 sf w/ 3 ops **CALL FOR DETAILS**

IN-1210 LODI Facility: Opportunities like these do not come often! 1,100sf w/ 3ops. **\$50k**

IN-1254 LODI: Stable patient base & low overhead. Office ~ 1,550sf, + 800sf Storage w/ 4 ops. **\$325k/ Real Estate Also Available**

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: The opportunity to purchase TWO well-established practices. 4000 sf w/11 ops **\$350k/ Real Estate Available**

KN-1216 YORBA LINDA: High-end practice grossing \$800k-\$900k annually on a limited work schedule! 1,872sf w/ 5 ops + 1 add'l. **\$719k**

SPECIALTY PRACTICES

BC-1245 EASTERN CONTRA COSTA COUNTY Ortho: Rare Opportunity! Stellar Reputation w/ processes in place throughout office so you are primed for success! ~2,194 sf w/ 5 chairs plus exam room. **Priced to sell at only \$490k – Real Estate Also Available**

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

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



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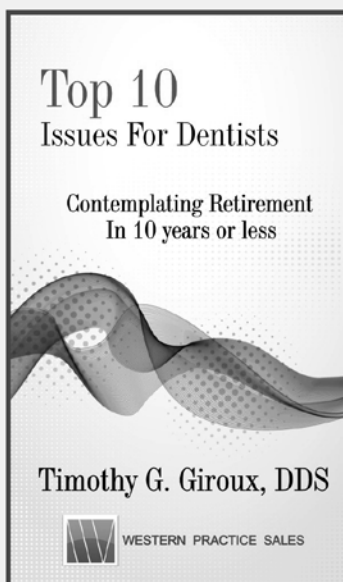
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ASK THE BROKER

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.

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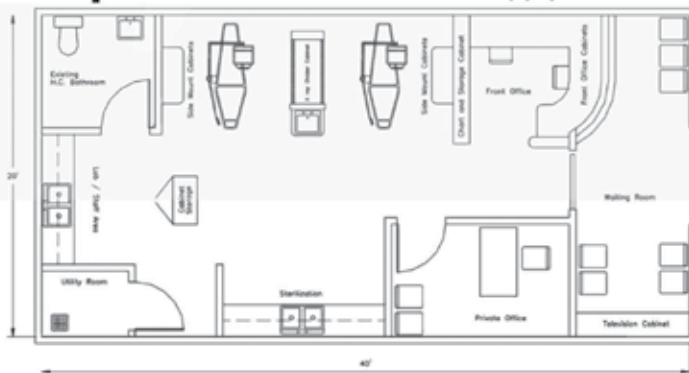


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- TUOLUMNE COUNTY -



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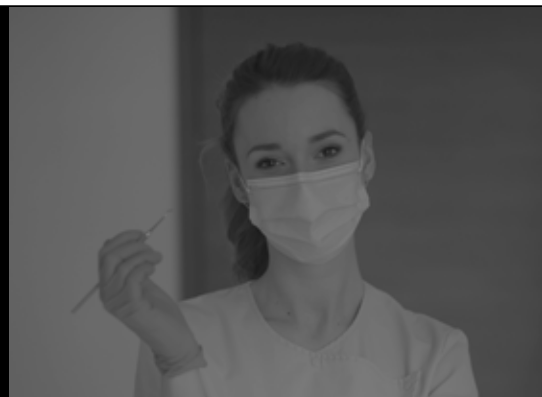
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Mike Carroll

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Look for your next edition of The Dental Trader in August-we do not publish in July and our office will be closed for summer vacation from May 20th thru July 4th.

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"An attorney who actually gets dentists! Sean is truly a notch above excellent. Reasonable fees, quick response time, rock solid legal advice and contracts." – Cristen Whitmer, D.D.S. - Westlake Village. Law Offices of J. Sean Dumm, APC. Sean@jsdlawoffice.com, (888) 212-DUMM (3866).

New Listing! Riverside County #1147 - Successful FFS/PPO/ GP. Seller owned building w/3,300 sq. ft. space and /5 ops. Seller retiring after 40 years. Contact info@wppps.com for more info.

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Glendora Practice For Sale | \$230,000 | Well-established practice off 215 Freeway in busy retail center. Contact info@integritypracticesales.com (855) 337-4337

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

ELK GROVE, CA – Well designed 5 OP GP practice, all digital, looking for associate with intent own in less than a year, offered at \$560K www.ddsmatch.com 855-546-0044

SANTA CRUZ Delta PPO practice. Has 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. Go to www.PPSSellsDDS.com to learn more.

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San Mateo GP for sale. Established 44 years. Seller retiring. Located in highly desirable area. Carroll & Company (650) 362-7004. CADRE# 00777682.

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6193 "COMING UP" - NORTH SAN MATEO COUNTY - ASIAN CLIENTELE Collected \$760,000 in 2019. Profits of \$370,000+. 3-chairs. Owner available to work-back if desired to assist in transition. Building is optional purchase.

6192 "COMING UP" - MARIN COUNTY Part-time practice (2.5-days per week) doing \$400,000. Great visibility. Little competition. Beautiful paperless office.

6191 MONTEREY BAY AREA'S SALINAS Exceptional opportunity to create full-service practice. Under-performing practice collected \$935,000 in 2019. First 4-months of 2021 has practice trending \$1 Million. 7-days of Hygiene. Housed in beautiful 6-op building. Free-standing condo included in package sale. Perfect platform to bring in specialists.

6190 SOUTH SACRAMENTO Part-time practice on Hospital Drive. 2-days of Hygiene. 2020 collected \$233,000. Reflected nice year-end as 2019 collected \$237,000. First Quarter 2021 has practice trending \$300,000. Great start-up or vertical integration into nearby practice.

6189 NORTHERN SAN MATEO COUNTY Strong foundation evidenced by 8-days of hygiene. Annual revenues has been \$1.7+ Million. Collections for 6-months ending 3/31/21 have topped \$900,000. Very profitable.

6188 SAN FRANCISCO - TMJ & SLEEP APNEA - GREAT ADD-ON TO EXISTING PRACTICE Highly regarded. Can be vertically integrated into nearby practice as Seller is vacating Downtown office. SEO position is highly ranked. Has realized \$500,000 last 6-months. Strong profit margins. No insurance! Seller shall provide needed transition assistance.

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 15+ 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.

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 averaged \$1 Million. 2019's Available Profits totaled \$374,000. 2020 trended \$1 Million. All specialty work referred. 4+ days. Paperless charting. Well-designed office. Great location. Great staff. Perfect platform to provide additional services and immediately improve the performance.

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 be full-time by simply working 5-days if that is your intent. Full Price \$25,000.

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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WANT TO BE A PRACTICE OWNER?

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

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

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

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

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

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

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

No **Dental Trader** in July

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