

# THE Dental Trader

**FREE ADS FOR DENTISTS & STAFF!**

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No. Calif. Edition

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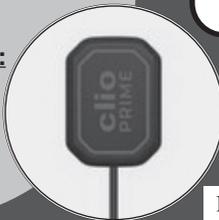
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- Dr. Jordan Tucker D.D.S



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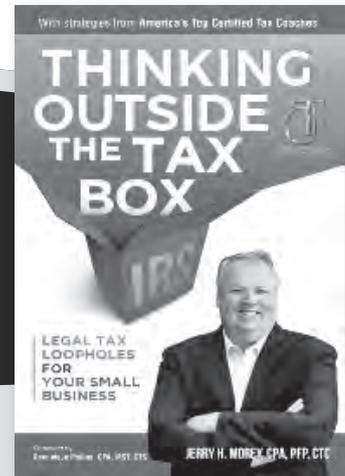
# Dental Practice Expertise

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**Look for your FREE 2022 WALL-HANGING CALENDAR** in this edition.

**EAST BAY/MARIN/SOLANO** Motivated Navy Dentist seeking dental practice to purchase! Summer2021DDS@gmail.com

**\$350K 5 ops in Sac(landpark) 2020 gross 321K/9mths 15 yrs in business. building 4sale2. 916-862-5507**

**(12) 750ml universal bottles for water system \$60 Dutton 530 241-4134**

**General dentist** needed ASAP in north ca great benefits, community clinic plz submit ur resume to northca22@gmail.com

**Leica Microscope** for sale. 2018 brand new. vbdsmiledds@gmail.com

**Seeking endodontist** Folsom private practice seeking endodontist 1X/month. CBCT on site. Email bkdi2@hotmail.com

**Air Technique** pano for sale. excellent condition call or text 510-5792194

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

**Endodontist Wanted!** 3 Doc general practice in Walnut Creek, CA looking for 1 or 2 days of Endo. Call Dr. G (626)393-4025

**Sacramento Practice** FREE LEASE for Korean dentist. Established 2003, 4 chairs hansoldc@yahoo.com

**GuttaCore Obturating Oven** New in Box with 3 pks of Gutta Core. Email endo2007@gmail.com

**2d 2016 sirona Pano machine** for sale. 11,500.00 OBO. Image count 844. please call 925-600-0065 if intersted.

**Plano"tacklebox" 3tier \$10 DuttonDDS 530241-4134**

**X-Nav X-Guide** 3D Navigation System \$17,500 local pickup only, info@foothilloms.com

**Looking for** Registered Dental Hygienist in Sunnyvale, CA. Please send your resume to marygcoblan@gmail.com.

**South BAY area** ~ Looking to buy a practice (GP) in South bay area. Highly motivated! Contact: kbindra16@gmail.com

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914

**WaveOne Gold Files 12 files/\$199** Original by Dentsply Sirona via Paypal. Free Shipping. TEXT 562-968-4061

**Pano machine** for sale 11500.00 obo 2d 2016 sirona. image count 844. please call 925-600-0065 if interested.

**Associate needed Highly successful northern calif general practice located in Chico, CA. The office is open 4 days a week (M-Th). Send resume to Dr@forestavedental.com**

**Looking for** Registered Dental Hygienist in Sunnyvale, CA. Please send your resume to marygcoblan@gmail.com.

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**ENDODONTIST WANTED!** Walnut Creek, CA, 3 Doc group practice (general dentistry) seeking part time endo. Call 626-393-4025

**For Rent: 1700ft<sup>2</sup> Dental Office** Space Next to California State University San Bernardino in a busy shopping center. Call John at 909-709-8889.

**Dental Chairs \$2,499 OBO. Less** then 1 yr old w/added 30 day guarantee. Each has two assistant chairs. occdent@gmail.com

**Riverside Practice For Sale** \$1,595,000: Remarkable, modern, and luxurious 5-star GP MUST BE SEEN! Contact info@integritypracticesales.com (855) 337-4337

**GRASS VALLEY:** Life doesn't get any better than in this beautiful town! ~1,030 sf w/3 Ops. \$225k (HG-1341) WPS/ 800-641-4179

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**Digital PanoPanoramic** X-ray Gendex 8500 DDE Orthoralix @ \$11,900 great shape. Thousand Oaks. call or text (818)730-5923

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

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**4 ops, Dental office for sale.1,500 sq/ft. All PPO and private pay. Will do all contract of sale. Located in a very progressive place in San Joaquin Valley. Visalia California. 3 days with 2 day hygiene. Grossing \$300 K with a tremendous potential for expansion. Call 559-334-8790 for details.**

**DENTAL PRACTICE** for sale in Oakland CA. 3 fully equipped 859 sqft. Privat pay Ins. Denti-Cal pts. \$140000. (510)763-6811.

**Pentamix 2** Impression Mixer Dispenser + 2bags of Red tips \$200 Dr Dutton 530 241-4134

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**Highly Profitable Stockton, CA Practice for Sale!** Profit for 2020 \$650,000\*! [www.95210dds.wixsite.com/95210dds](http://www.95210dds.wixsite.com/95210dds)  
Contact 95210dds@gmail.com

**For Sale Best office location border of Lawndale, Redondo Beach, Hawthorne and Torrance. Corner shopping Center high visibility. 5yrs old, 8 ops equipped, digital, 4,000sq, 2 sep. receptions. Call Grace @ 310)844-0888 for details.**

**Fremont Dental office** Great location Turn key 4 Ops, 1200 sq ft- \$120,000 Dr Rishi Salwan DRE #02085289 Call 6263836648

**SACRAMENTO:** Practice is on track to collect > \$1.3M in 2021! ~2,800 sf w/6 Ops Reduced: \$750k – Real Estate Also Available (EG-1299) WPS/800-641-4179

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**SAN JOSE:** Top-of-line, state-of-art equipment. Practice is on track to collect ~>\$1.5M in 2021! ~1,450 sf w/5 Ops. \$988k (DG-1141) WPS/800-641-4179

**Free Retirement Plan Feasibility Study** with every incorporation. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Parkell Turbo** Sensor Ultrasonice never been used \$400 Dr Dutton 530 241-4134

**SANTA ROSA / SONOMA COUNTY** – 100% FFS office, excellent layout with 4 rooms, easily expand to 8+ rooms, One of a kind office for the right buyer Rev \$1.3 M [www.ddsmatch.com](http://www.ddsmatch.com) 855-546-0044

**West Hollywood Dental Office Associate Dentist partnership opportunity OR sale of premier Cosmetic/restorative practice. 30+ yr practice, Shopping center w/visibility. Open 4 dys a wk w /5 days hygiene. smilepride123@gmail.com**

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**Netgear PROSAFE** GS105 5Port Copper Switch NIB \$20 Dr Dutton 530 241-4134

**MID-PENINSULA OUT-OF-NETWORK** Owner juggling busy practice and important time consuming project. Decision made to focus on project. Collections in 2018 and 2019 averaged \$875,000. With project demanding more attention, 2021 is trending \$580,000+. Profits are strong. 4-ops, paperless. Beautiful office. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

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**Periodontist wanted,** 2-4 days per month in Walnut Creek, CA group practice. Call Jon Geleris (626) 393-4025

**COMPLETE PORTABLE DENTAL SYSTEM:** Ideal for nursing home or convalescent home dentistry. INCLUDES: Portable Hand-Held X-Ray Camera; Delivery System; Folding Dental Chair Pkg (patient & dentist); Digital X-Ray Sensor; Intra-Oral Camera; Imaging Software; Patient Management/Billing Software; Laptop; Training. (Reg. \$23,189). SALE: \$14,995. Finance @No Money Down, No Payment for 90 Days, \$321/month for 5 Years, \$1.00 Guaranteed Buyout; Call 800-273-5033

**WEST COVINA** – (4) ops/(3) eq't'd. Strip ctr. location. Exposure/visibility & signage. Mixed pts. Digital x-rays/Pano. Collect. Pre Covid \$500K+/2020 \$400K. Seller retiring. D&M Practice Sales (818) 591.1401

**Prosthodontist, oral surgeon, or implantologist** position available in San Diego and Carlsbad. Excellent income opportunity. Must be experienced in placing and restoring All on 4,5,6 as well as locator retained dentures, bone grafting, sinus lifts and guided surgery. IV or oral sedation certification a plus. Position requires a minimum of 1-2 days per week to start, but this will become a full time position for the right doctor. Please send resume to [april.carlsbaddental@gmail.com](mailto:april.carlsbaddental@gmail.com).

**Carmicheal Practice** for Sale: Great opportunity to Grow, 9 ops. Open once a week and does great. \$300K. (909)434 4262

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**DALY CITY:** 6740 Mission St, income 700K+, accept Medical, PPO, 800sf, 3ops, 10 parking spaces, email offers to [wngongdds@yahoo.com](mailto:wngongdds@yahoo.com), building also for sale

**For Sale Best office location border of Lawndale, Redondo Beach, Hawthorne and Torrance. Corner shopping Center high visibility. 5yrs old, 8 ops equipped, digital, 4,000sq, 2 sep. receptions. Call Grace @ 310)844-0888 for details.**

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## Post Pandemic:

It is a booming economy as Covid restrictions are being lifted!

Buyers are looking for practices with potential for growth.

Sellers – list your practices & get your financials ready to sell.

" I am very thankful for Loc Pham's professional, responsive and honest assistance with the whole selling process ... We had quite a few obstacles in the process but in the end I was able to sell my practice...Loc has the ability to use knowledge, facts and data to effectively solve problems and find solutions. Patient, kind and understanding - I highly recommend Loc and his team!"

~ Goretta Li, DDS

## We Offer Up to 100% Practice Financing

- Practice Sales
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- Real Estate Acquisitions
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### Los Angeles County

#### Gardena - General & Ortho

- Grosses ~\$1.7 M. Absentee owner
- All Cash/PPO. No DentiCal. No HMO
- Currently run by 1 GP & 1 specialist
- Refers out difficult endo, OS, pedo
- Freestanding bldg. facing main st.
- Across from busy strip mall. 7 ops.

#### Los Angeles - SOLD!

- General & Ortho Practice
- Gross ~ \$1 Million. 7 eq. ops.
- ~95% PPO/Cash. No HMO.
- Strip mall. Close to LAX/Inglewood.

#### Los Angeles - Starter Office

- ~85% FFS/PPO, ~ 15% Denti-Cal
- Associate run practice. 4 eq. ops.
- Strip mall, corner of intersection
- In Eagle Rock, off CA-2 & CA -34

#### Long Beach: Gross ~ \$350K

- High quality general & cosmetic dentistry
- DentiCal ~ 65%, FFS/PPO ~ 31%
- Strip mall at the corner of a large intersection. 3 equipped ops.

#### San Pedro - 2021 Grosses ~ \$850K

- All Cash & PPO. No Denti-Cal. No HMO
- Production generated primarily from 1 part time doctor & 1 hygienist.
- Stable pt base. Good recall program
- Shopping plaza. 3 eq. ops. + 1 plumbed
- 10+ years of goodwill

#### Van Nuys: New Listing!

- 2021 ~ \$390K. All CASH/PPO
- Seller retires. 20+ years goodwill
- Seller does mostly GP work w/ hygienist. Lots of outside referrals.
- Front st. location. Spacious office
- 6 eq. ops. Private parking lot.

#### Van Nuys: New Listing!

- General & Ortho Practice
- 2020 Collects ~ \$600K.
- Accepts most insurances.
- Large retail center. 6 eq. ops.
- Monthly capitation check pays rent
- Does many specialty procedures

### Dental Practice Wanted:

#### We have buyers looking for :

- Large PPO/Cash Practices
- Practices in San Fernando Valley
- Starter Practices at Good Locations
- Practices in the East Bay Area
- Pediatric Practices

### Orange County

#### Foothill Ranch - SOLD!

- 2021 Projection ~ \$515K.
- All Cash/PPO. Opens 3 days/wk
- Beautiful practice. 3 eq. ops.

#### Mission Viejo - Featured Practice

#### Established Practice & Real Estate

- Grossed ~ \$660K. All PPO/Cash
- Implants, Cerec & Invisalign
- Prominent professional suite.
- 3 eq. ops. +2 plumbed, ~2,170 sq.ft.

#### Santa Ana - New Listing!

- Starter Practice
- Annual collection ~ \$230K
- Strip mall. 5 equipped ops.
- All PPO/Cash. Associate Run

### San Bernardino County, CA

#### Rialto - Gross ~ \$350K

- Seller retires. Associate run office
- ~60% Denti-Cal. 3 eq. ops.
- Refers out ortho, implants & O.S.
- Shopping plaza. Affordable Rent

#### San Bernardino - Gross ~\$300K

- Single story building w/parking
- Family Practice. 3 eq. ops.
- Located at a unique location for Denti-Cal referrals.

#### Upland - General & Ortho Practice

- 2021 Projection ~ \$771K
- Seller retires. Associate run practice
- ~ 30 new pts/month.
- ~95% PPO/FFS, ~5% HMO/Cap.
- 6 eq. ops. Low Rent

### Imperial County

#### El Centro - High Production Office

- Large general & specialty practice
- ~50% Denti-Cal & 50% PPO/Cash
- Office at prime for growth/expansion
- Ideal for large corporations/government funded establishment

### Riverside County

#### Indio - Starter Practice & Real Estate

- Practice can be sold together or separately from real estate.
- Beautiful office. Just built 2 years ago.
- Selling for a fraction of the cost to build out
- Large shopping center. 9 operatories.

#### Murrieta - New Listing!

- Equipment & Leasehold
- Large shopping plz off CA-215 & I-15.
- Beautiful office with wall murals.
- 4 eq. ops + 1 plumbed op.

### Northern California

#### Fremont - Collections ~\$500K

- ~95% PPO, 5% CASH
- Strip Mall. 5 eq. ops.
- Refers out endo & complex ext.
- Seller willing to negotiate price

#### Pacifica

- Family practice of ~20 years
- Family oriented & high quality dentistry. Dr. sees 8-10 pts/day.
- Shopping center, close to junction SR 1 & SR 35.
- 2020 Grossed ~ \$281K despite Covid shutdowns. 2 eq. ops. +2

#### Sacramento - Featured Practice

#### Practice & Real Estate for Sale

- Starter practice in large shopping center. 6 eq. ops. + 6 plumbed
- Close to Elk Grove off Freeway 99
- Seller retires.

#### San Leandro - New Listing!

- Pediatric Practice
- Mixed Insurance. Many Denti-Cal pts.
- Originally built & equipped as GP practice.
- Front st. locaton. 5 ops. Low rent

#### San Francisco - SOLD!

- Featured Practice
- Gross ~ \$1.5 - 1.7 Million
- Mostly GP work. High profit margin
- Residential/Commercial Area
- 3 Ops. Very reasonable rent

#### San Jose - SOLD!

- 2020 Grossed \$540K
- Front street location. across from shopping center. East San Jose.
- Good management and cash flow
- ~70% FFS, ~15% Cash. No DentiCal

#### San Rafael

- 2020 Grossed ~ \$422K
- Mostly PPO/FFS. Opens 4 days/wk
- Family practice & quality dentistry
- Located in beautiful Marin County
- Fair Rent. 3 eq. ops.

#### Stockton - Practice & Real Estate

- Grossed ~ \$909K.
- Doctor Retires
- 15+ years of goodwill
- ~60% DentiCal, 30% PPO
- Single standing bldg. w/parking lot

#### Vallejo

- 2021 Grosses ~ \$330K
- Doctor retires. All Cash/PPO.
- Front st. location. 3 eq. ops.
- Modern looking & just renovated

#### Union City - SOLD!

- Excellent location.
- Large shopping plaza
- Grosses ~ \$540K on 3-4 days/wk
- 3 eq. ops. + 1 plumbed

Call Loc Pham, Broker (714) 550-7494 for more information!

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**Dental Assistant** with X-ray license required in Salinas, Monterey county. Email drbrakshak@yahoo.com or fax 831-424-0549

**Plano "tacklebox" 3**tier \$10 DuttonDDS 530241-4134

**We have BUYERS** looking for dental practices in RIVERSIDE COUNTY, SAN FERNANDO VALLEY, and the BAY AREA. SELLERS – Please call Loc Pham, BRE#0187578. (714) 550 - 7494. <https://LCFpracticesales.com>

**TRUCKEE:** Practice is on track to collect ~>\$650k in 2021, this Truckee practice is a steal! ~1,700 sf w/4 Ops. Amazing Price: \$335k (HG-1146) WPS/800-641-4179

**Endodontist, LA, OC, San Diego** area. Experienced, Will bring all the equipment. Interested in private offices who need traveling Endodontist. please txt/call 310-8923805

**Lincoln, CA.** Great Location Approx 1700 sq ft retail space available for a Dental Specialty office for rent Call 916-337-5158

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**NEW LISTING** - Sonoma County #1152 - Restorative dental practice. 1,350 sq. ft. space w/4 ops. Dr. Retiring after 37 years. More info. coming soon! Contact: [info@wppps.com](mailto:info@wppps.com)



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DATE	TOPIC	SPEAKER
DEC 5TH, 2021	LASERS IN DENTISTRY	SAMUEL LOW
JAN 9TH, 2022	ORAL SURGERY	DR HARDEV SINGH
FEB 6TH, 2022	PEDODONTICS	DR PARADO
MAR 6TH, 2022	MEDICAL EMERGENCIES IN DENTAL OFFICES	DR HARDEV SINGH
APRIL 3RD, 2022	ENDODONTICS	DR BOYER
MAY 1ST, 2022	MANAGEMENT OF ORAL SURGERY COMPLICATIONS	DR SINGH
JUNE 5TH, 2022	COSMATIC DENTISTRY	DR. MILES CONE
JULY 10TH, 2022	IMPLANTS MADE EASY FOR GENERAL DENTIST	TBA
AUG 7TH, 2022	TBA	TBA
SEPT 11TH, 2022	PROSTHETICS	DR. SIMON HONG
OCT 3RD, 2022	INFECTION CONTROL	DR. TEH
	CALIFORNIA LAW	PATRICK WOOD ESQ
NOV 6TH, 2022	COSMETIC DENTISTRY	DR. MEHRDAD RAZAGHY
DEC 4TH, 2022	DENTAL RADIOLOGY	DR. SETAREH LAVASANI

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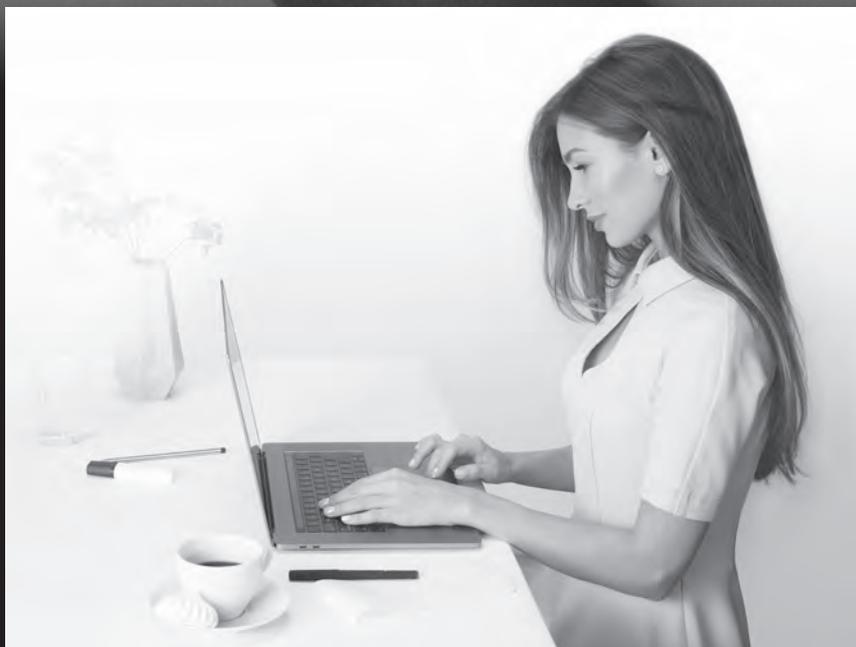
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**LAKE TAHOE GP FOR SALE** - 4 Ops, 37 Yrs. Goodwill, Digital, Strong Hyg. GR \$760K. HSPPT-Jay Harter 916-812-0500-#CA1715 <http://dentalpracticetransitions.henryschein.com/CA1715/>

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**Modesto Practice** for sale 1400sqft, 4 Ops & 5th plumbed in Busy Grocery store anchored shopping PPO & FFS. Gently used CT scan, Intra oral scanner, Soft tissue laser, Implant equipment. Please contact 2154367600

**San Francisco office** 700k gross average, 4 ops 2100 sq ft. \$475,000 Dr Rishi Salwan DRE #02085289 Call 6263836648

**\$350K 5** ops in Sac(landpark) 2020 gross 321K/9mths 15 yrs in business. building 4sale2. 916-862-5507

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**FREMONT:** A steal at \$125k for a 10-OP practice in the Bay Area! This won't last long! ~2,800 sf w/10 Ops. Reduced \$125k (DG-1182) WPS/800-641-4179

**practice for sale** San Bernardino gross \$300k on 3 days 4 ops 1100 sq ft on busy street corner asbantee owner retiring ask \$240 562.832.9332 mike dre#02079096

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**Cypress Practice:** Established in 2009, asking price 1.189.00 This charming mixed practice is centrally located in the Cypress area of Northwestern Orange County. Located at the apex of the 405 & 605 Frwys. Utilizing 4 ops with modest equipment in 1,760 sf. As a highly respected practice providing services to private patients as well as special needs, its annual collections average 1.3M 3 years left on a 5 year lease. Off street parking. Contact Cliff: chouser@kunaonline

**FAIR OAKS/CITRUS HTS GP FOR SALE** - 4 Ops, Digital, 6 Hyg Days. GR \$970K. HSPPT-Jay Harter 916-812-0500-#CA656 <http://dentalpracticetransitions.henryschein.com/CA656/>

**4 ops, Dental office for sale. 1,500 sq/ft. All PPO and private pay. Will do all contract of sale. Located in a very progressive place in San Joaquin Valley. Visalia California. 3 days with 2 day hygiene. Grossing \$300 K with a tremendous potential for expansion. Call 559-334-8790 for details.**

**IN ESCROW** - Long Beach #1149 - Restorative dental practice. Three year average collections \$701,043.2021 Projected revenues \$718,314. 5 Ops in 1,750 Sq. Ft. Seller retiring. Asking \$595,000. Contact: info@wppps.com

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**Legal Tip:** Buyers: It takes 15 years to fully deduct allocations to goodwill. Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**Need associate dentist to work in bakersfield, full time, monday to friday, salary per year \$150.000 to \$200.000, PPO, Denti-cal and cash, email:luismiguelcollazos@yahoo.com**

**For Sale Best office location border of Lawndale, Redondo Beach, Hawthorne and Torrance. Corner shopping Center high visibility. 5yrs old, 8 ops equipped, digital, 4,000sq, 2 sep. receptions. Call Grace @ (310)844-0888 for details.**

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**SACRAMENTO GP FOR SALE** - 3 Ops, 4<sup>th</sup> Shared, Digital, Est. 28+Yrs., CEREC. GR \$671K. HSPPT-Jay Harter 916-812-0500 - #CA1745 <http://dentalpracticetransitions.henryschein.com/CA1745/>

**HOLLISTER:** Practice expectations to produce >\$600k the first year, a steal at \$125k! ~1,218 sf w/3 Ops. \$125k (DG-1251) WPS/800-641-4179

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**Luis Kong, DDS (San Francisco, CA)**- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536

**Holtville: 4 ops over 40 years of goodwill. Highly visible being sold with stand alone building. Also vacant lot next door. Rural only dentist in town. E-mail Cliff: chouser@kunaonline.com for NDA & Practice Profile**

**MONTEREY GP FOR SALE** - 4 Ops+RE, Paperless, Digital. No Delta Premier. GR \$1.1M+. HSPPT- Jim Engel 925-330-2207 - #CA2614 <http://dentalpracticetransitions.henryschein.com/CA2614/>

**MONTEREY COUNTY:** Collections are expected to be over ~\$1.5M in 2021! ~4,860 sf w/10 Ops. Reduced \$855k (DG-1208) WPS/800-641-4179

**CLOVIS** - (6) op G.P. located in a shop. ctr, with excellent exposure/visibility/signage. CASH/PPO Pts. Annual collect. approx. \$1.1M. Digital, chartless & (2) CERECs. D&M Practice Sales (818) 591.1401

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**Dental Practice in CONCORD.** New Listing! 2020 Collections ~\$400K. High quality family practice. Mostly PPO/Cash. Shopping mall. 4 eq.ops. Call Loc Pham, BRE#01875780. (714) 550 - 7494. <https://LCFpracticesales.com>

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**AUBURN VICINITY:** Seller Highly Motivated! ~ 1430 sf w/4 Ops. Reduced Price \$435k - Real Estate Also Available (HG-1116) WPS/800-641-4179

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### NORTHERN CALIFORNIA

**ALAMEDA COUNTY SOUTH ORTHO - NEW LISTING** - This small but great neighborhood practice boasts over 30 years of goodwill. 2020 Revenues of \$505K with over 50% net profit on a 24 hour workweek. 3 open bay chairs in 890 sq. ft., below-market rent, Orthowave PMS, and Digital Pan/Ceph. Small staff and low overhead drives this practice worthy of any first-time buyer or a satellite office for veteran owners. Like so many Ortho practices, Covid-19 shutdown has nearly no negative effect on this office! #CA2785- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2785/>

**EAST BAY AREA PEDO** - 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://dentalpracticetransitions.henryschein.com/listing/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://dentalpracticetransitions.henryschein.com/listing/CA656/>

**FAIRFIELD AREA - NEW LISTING** - Great production numbers at this single-practitioner, high-traffic count GP location that shows as a high-end practice. Surrounding area in constant growth with new housing developments. 38+ years of Goodwill in a 3,000 sf office with 7 Ops, Dentrax, Digital sensors, intra-oral cameras, Digital CBCT/Pano and average age of equipment under 5 years. 1,800+ active patients, 23 -25 NP/mo., with 8 to 10 Hygiene days/wk. Room for growth with specialties referred out. 2019 GR \$1.7M on a 36 hour work week, 2020 (COVID year) was at 80% of 2019 production and 2021 is on track to exceed \$1.75M. Seller may work back for a short time. #CA1824- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1824/>

**FREMONT ORAL SURGERY - NEW LISTING** - This great practice has a strong presence in the community, open since 1987. 4 Ops in approx. 2,000 sq. ft. with average age of equipment 7-10 years old. Digital X-Ray, Panoramic, nitrous oxide & IV sedation equipment included. Carestream WIN/OMS Software with 10 computer workstations and paperless charts in process of completion. 2019 Revenue of \$548,000 on a 3.5 day work week with very solid post-COVID recovery. Great upside opportunity for any Oral Surgeon looking to practice in this diverse, high-tech community. #CA2754- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2754/>

**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 and 100% of specialty referred. 2019 GR \$725K and 2020 Production of \$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 <http://dentalpracticetransitions.henryschein.com/listing/CA1713/>

**HAYWARD** - A great neighborhood practice and RE opportunity on one of the city's busiest streets. Established in 1978 in a 1,300 Sq. Ft., single-story condo boasting 4 fully equipped and updated treatment rooms. Digital X-Ray and XL Dental Software with workstations throughout. Newly installed C.A.E. System and updated facility throughout. Annual average revenue of \$685K with pre-Covid collections over \$730K and recovering well in 2021. Nearly all specialties referred out and priced right for the right buyer. #CA2771- Jim Engel - 925-330-2207

**LAKE TAHOE AREA - GP PRACTICE AND INVESTMENT OFFICE BUILDING...** 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://dentalpracticetransitions.henryschein.com/listing/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 (10 with a 6th plumbed), 2 Intra-Oral Cameras, Softdent digital sensors, CAESY Patient Ed Software, Panoramic 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

**MILLBRAE - NEW LISTING** - This great practice in the heart of the Peninsula has over 60 years of goodwill, 40 with the current owner. 2019 revenues of \$1,077,000 and recovered from COVID on pace for a record year. Strong cash flow and 6 days of Hygiene on a 4 day workweek. Datacon PMS with 8 workstations, Digital X-Ray, Film Based Panoramic and Waterlase Laser. Professionally designed interior with 5 Ops in ~1,600 sq. ft. Owner is willing to work back for a short period to insure a smooth transition. Only owner/operators need apply. #CA1139- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA1139/>

**NAPA COUNTY - NEW LISTING** - General Practice located in a beautiful wine country town in Napa County. 7 Ops in a 2,088 sq. ft., stand-alone building. An inviting, warm, and friendly atmosphere with modern touches has seen generations of families in the community for over 37 years. GR \$1M+ with 7 Days of hygiene. Computerized throughout with Dentrax, Dexis Digital X-ray, including Sordex Digital/Ceph Pano. Out of network with Delta Dental! A C&B with a strong hygiene program and 12-16 NP/month. Highly desirable foundation, including the opportunity to grow keeping specialty work in-house. #CA2912- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA2912/>

**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 <http://dentalpracticetransitions.henryschein.com/listing/CA1745/>

**OAKLAND - NEW LISTING** - Incredible Goodwill of over 45 years in this Pill Hill area of Oakland, within walking distance of BART. 2019 Revenue of \$473K on a 4 day work week with Post-Covid recovery to \$595,000 in 12 months since reopening. 3 Ops in approx. 1,500 sq. ft. with Digital X-Rays and Digital Panoramic. Carestream PMS with 6 workstations, Intraoral Camera & Fiberoptics. Seller owns the stand-alone building and offering a great long-term lease. #CA2839- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2839/>

**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 C.A.E. equipment. 2019 GR \$675K on 4 Dr. days with 4 days of hygiene. Specialties are referred out, room to grow and expand in prime location, retiring doctor. #CA1380- Gina Miller - 707-391-7048

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**PLEASANTON - NEW LISTING** - Great location and beautiful office in the heart of this highly desirable community. 2019 Revenues of \$1.3M+ with 7 Ops, 5 equipped in ~3,200 sq. ft. with Dentrax PMS, Digital X-Ray, Digital Pan and Diode Laser. No need to add \$\$, this practice has everything! This won't last long, so apologies in advance if you miss out. #CA2891- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2891/>

**REDDING AREA - PRICE REDUCED BY \$100K UNDER VALUATION APPRAISED PRICE!** 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. 2021 on track to produce over \$620K. Seller can work back P/T if needed. #CA1742- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1742/>

**ROCKLIN/GRANITE BAY AREA - NEW LISTING** - Impressive high-end 4 Op GP & Cosmetic (with emphasis on full-mouth cosmetic cases) practice in a very desirable/affluent area. Great décor and open layout space in ~1,400 sq. ft. beautiful Condo suite, which is to be purchased with practice. 30+ years of Goodwill in this paperless practice, Dentrax, fiber optics, Dexis digital x-ray, intra-oral cameras, CariVu system, iTero Scanner, and soft tissue laser. Dentrax reports 1,650+ active pts. in past 18 months, averaged over 21 NP/mo. in past 12 months, 8.25 days of Hygiene per week (accounts for ~24% of total prod.). Room for growth in Endo, Perio, and Implant Placement procedures. 2019 GR was \$1.6M+, 2020 GR was \$1.5M+ (2020 COVID year prod. was ~91% of 2019 prod., and 2021 is projected to have a record year at \$2M+prod.), all on a 36 hour workweek in which, in addition to Seller Dentist, an Associate also works 2 days per week. #CA2793- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2793/>

**ROSEVILLE/CITRUS HTS. AREA - NEW LISTING** - High retail and drive-by traffic 4 Op practice with 18 years Goodwill. Nice layout in ~1,600 sf professional & retail exposure building. MOGO Practice Management Software, digital x-ray, intra-oral cameras, and soft tissue laser. Software reports 1,300+ active patients in past 18 months, averaged 13 NP/mo., 5 days Hyg/wk., scheduled out 4 weeks in advance. Room for growth in hygiene and with most specialties referred out. 2019 GR \$613K, 2020 GR was \$600K (which represents approximately 98% of non-COVID year's GR), and is on track to hit a practice record \$775K in 2021... on a 5 day work week. Seller will assist Buyer in transition. #CA2897- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2897/>

**ROSEVILLE/CITRUS HTS. AREA - NEW LISTING** - Highly established 6 Op practice in a high-traffic retail area. Efficient space layout in ~2,250 sq. ft. professional & dental office building, 13 years of Goodwill, Carestream SoftDent with 6 workstations, digital x-ray, intra-oral cameras, and soft tissue lasers. Seller reports over 1,100 active patients in the past 18 months, averaged 26 NP/mo., 5 days of Hygiene per week, with Dr. scheduled out 2 to 3 weeks in advance. Room for growth with most specialties referred out. 2019 GR \$667K and 2020 GR was \$669K (in excess of prior non-COVID year), all on a short 21 hour work week. Seller will work back for up to 1 year to transition. #CA2749- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2749/>

**ROSEVILLE/ROCKLIN AREA - NEW LISTING** - High production, high-end, 7 Op GP practice in a highly-desirable sustained growth area. Efficient space layout with plenty of glass/windows for a bright & cheerful space in ~2,700 sf professional & dental office building suite, 32+ years of Goodwill, Dentrax, Dexis digital x-ray, intra-oral cameras, Pano, Planmeca CAD/CAM System, and 3 soft tissue lasers. Dentrax reports 4,100+ active pts in last 18 months, averaged 44 NP/mo., 10-12 days of Hygiene/wk. (accounts for ~30% of total production). 2019 GR \$2.3M+, 2020 GR was \$2.2M+ (2020 COVID year production was ~96% of 2019 GR, and 2021 is projected at \$2.5M+ production), all on a 35-40 hour work week. Seller may work-back to assist Buyer, possible Lease with Purchase Option of the ~5,100 sq. ft. building with cash-flow tenant in place. #CA2770- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2770/>

**SACRAMENTO** - Huge \$70K price reduction on a must-see GP opportunity... Seller is highly motivated to retire! 5 Op practice in an attractive and efficient space layout... and own your own space in the purchase of ~1,400 sq. ft. share of a large, high-valued professional multi-tenant dental office building. Busy retail, medical, and dental area with easy access to Highway 50. This practice features nearly 50 years of solid/predictable Goodwill, Datacon Software with 8 workstations, digital x-ray, and access to a large conference room for meetings. 2019 production results boasted over 1,800 active patients, averaged 5 to 6 NP/mo., 6 days of Hygiene/wk., and \$697K GR on a 3.5 day per week average Dr. work week. Room for growth with all specialties being referred. Production has averaged approximately \$41K/mo. for the (post-COVID closure) period of July 2020-January 2021. Seller would work back to assist Buyer in transition. Additional unique possibility of 1st right of refusal on adjoining suite and GP practice in 2 to 5 years to allow for planned growth and further expand the practice patient base and number of Ops. #CA2620- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2620/>

**SAN JOSE** - Beautiful West Valley practice established for over 35 years. 2019 GR of \$1.3M+ with Adjusted Net of 38%. 6 fully equipped Ops housed in 1,850 well-decorated square feet. Paperless Charts, Digital X-Ray, Digital Pan, CAD/CAM, and Diode Laser. Upscale Multi-Tenant office building near major shopping complex. Seller will stay on part-time if needed, but will work towards a very smooth transition. #CA1140- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA1140/>

**SAN JOSE** - A great opportunity awaits if you would like to own your practice and the real estate. Growth opportunity in this 3 operator dental practice which boasts a modern design, clean 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 MATEO - NEWLY ADJUSTED PRICE IMPROVEMENT!** This gorgeous family practice has been established for over 30 years in a densely populated, desirable location. Average \$1.4 M in Gross Revenue on a 4 day work week. This turn-key practice is fully equipped with state-of-the-art technology, including CEREC, Digital 2D/3D Pan, Digital X-ray, I-Tero Scan, Microscope, Laser, intra-oral camera, and Paperless with Dentrax. Spacious 2,226 sq. ft. suite with 5 Large Ops, dedicated long-term staff and patients. Seller owns the stand-alone building with patient parking and will offer a lease. COVID Safety updates include negative air intake in each roomy Op. Don't miss out on capitalizing on this full-service positive energy vibe practice. Retiring dentist is offering a smooth transition. #CA2596- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA2596/>

**SONOMA COUNTY - NEW LISTING** - Priced below Market Value, 3-year historical consistency- Above \$1M Gross Revenue. Established location and Goodwill for over 30 years. Bread and butter practice referring specialty work out. Pre-booked-5 Days of Hygiene, digital X-rays, computerized throughout with Softdent, and Digital Pano. Working in 4 garden view Ops, approx. 1,155 sq. ft. with an opportunity to expand and join adjacent space (previously a dental office) approx. 1,580 sq. ft., 4+ plumbed Ops. Overall rent and expenses are low. Seller owns both suites with options to lease or purchase. Priced to sell quickly. The seller is available for support and a smooth transition. #CA2790- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA2790/>

**SONOMA COUNTY** - 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://dentalpracticetransitions.henryschein.com/listing/CA2594/>

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**SONOMA COUNTY - NEW PRICE ADJUSTMENT!** Fabulous Family Practice serving the community with 32+ years Goodwill. Solo dentist owner with In-house specialists. 2019 GR \$2.3M+. Free-standing building 3,000 sq. ft. prime RE, highly visible located 1 hour N. of San Francisco. Averages 72 NP/mo. and 10 days of Hygiene/wk. 6 modern and high tech Ops with every amenity: Pano, Dexis Sensors, Intra-Oral cameras, Laser, and Fully Paperless utilizing Dentrix. Expansive 20 room building, updated design and built by owner dentist. RE for Sale or Lease with practice purchase. Dr. is ready to retire and work back for a smooth transition. #CA544- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA544/>

**VACAVILLE AREA** - Highly established 3 Op practice with 4th Op plumbed but not equipped. Attractive and efficient space layout in approximately 1,086 sq. ft. in a multi-tenant professional and dental office building, 45 years of practice Goodwill, Dentrix with 5 workstations, digital x-ray, intra-oral cameras, electric handpieces, all in a paperless office. Seller reports over 1,260 active patients in the past 18 months, averaged 5.5 new patients per month, room for Hygiene growth (Dr. completes his own Hygiene), and most specialties referred out. 2019 GR \$723K and 2020 GR was \$609K (approximately 84% of prior non-COVID year) on a 30 hour work week. Seller will work back to assist Buyer in transition. #CA2748- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2748/>

**VACAVILLE AREA - PRICE REDUCED BY OVER \$35K!** Seller will work back for up to 6 mo. following sale! 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. 2018 & 2019 GR both over \$555K on a 32 hour week, and production in 2020 (COVID year) was over 75% of 2019 production. #CA645- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA645/>

### 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://dentalpracticetransitions.henryschein.com/listing/CA1218/>

**CENTRAL VALLEY/MODESTO - NEW LISTING** - 8 Ops GP, high visibility retail, 20+ years Goodwill, Dentrix, digital, IO Cameras, soft/hard tissue lasers, 3,300+ active patients, 24+ new patients/month, 4 days/week Hygiene, 18.5 hour Dr. work week. 2019 GR \$852K, 2020 84% of 2019. #CA2721- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2721/>

**FRESNO AREA - NEW LISTING** - 6 Op Valley gem with great staff in a growing and desirable area. Over 20 years of Goodwill in a modern office space layout of ~3,200 sq. ft. Paperless with Eaglesoft, fiber optics, digital x-ray, intra-oral cameras, Trios Scanner, digital pan/ceph, and soft tissue lasers. Seller reports 2,400+ active pts. in the past 18 mo., averaged over 29 NP/mo. in past 12 months with 12 days of Hygiene/wk. (accounts for approximately 35% of total 2019 production). 2019 IRS GR \$1.4M+, 2020 P&L GR was \$1.306M+ (2020 COVID year prod. was ~90% of 2019 prod. and 2021 is projected to hit \$1.4M range again), all on a 36-hour workweek with Seller Dentist and Associate Dentist in production. Seller may consider Option to Purchase the stand-alone Building with practice. #CA2004- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2004/>

**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://dentalpracticetransitions.henryschein.com/listing/CA2006/>

**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 revenue 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

**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://dentalpracticetransitions.henryschein.com/listing/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. Get fast, this practice will sell quickly! #CA650- Kim Ta - 408-687-5001

**SANTA CRUZ COUNTY - NEW LISTING** - Beautiful 4 Op practice just minutes from the beach and hiking trails. Dr. is retiring with 40 years goodwill. Highly desirable community with excellent visibility in a small commercial strip mall, free ample parking and located at one of the busiest intersections in town. 2019 GR of \$392K on a 3.5 days/wk seeing 6-8 patients per day and 5 NP/mo. without any advertising. Office has 4 Ops, Digital Pano and X-ray, and CEREC CAD/CAM. #CA2822- Kim Ta - 408-687-5001 <http://dentalpracticetransitions.henryschein.com/listing/CA2822/>

**SANTA CRUZ/APTOS PERIO - NEW LISTING** - 4 Ops, 1350 sq. ft. in quaint town nestled between the redwoods and the sea. Seller retiring 27 years goodwill. Paperless, Practice Management software, digital x-ray, digital pan, CBCT, nitrous. Averages 30 new patients per month. Real estate is also available for sale. #CA2725- Kim Ta - 408-687-5001 <http://dentalpracticetransitions.henryschein.com/listing/CA2725/>

### SOUTHERN CALIFORNIA

**BAKERSFIELD** - 5 equipped Ops, over 30 years goodwill, and 2 Associate Dentists. 2020 Collections were \$1M+ with 6 days of hygiene per week, digital X-Ray. Located in a medical/dental area. #CA2587- Steve Caudill - 951-314-5542 <http://dentalpracticetransitions.henryschein.com/listing/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://dentalpracticetransitions.henryschein.com/listing/CA1274/>

**BURBANK** - Big opportunity for a large practice merger. 6 Op general practice. Seller is looking to retire with 31 years of goodwill. The office has 1 year lease available and 6 days of hygiene per week. Doctor refers out all specialties and is open to doing a long transition and all financing options. #CA2632- Thanh Tran - 949-533-8308 <http://dentalpracticetransitions.henryschein.com/listing/CA2632/>

**COASTAL ORANGE COUNTY - NEW LISTING** - Beautiful practice located in one of the most desired areas of Orange County. The suite has 5 plumbed Ops with 4 equipped and a spacious doctor's private office area. The practice features digital x-rays, digital pano, with Open Dental software. The 2019 GR were over \$1M. The practice has room to grow and is located in a well-established neighborhood with restaurants and shopping across the street. This practice offers the ideal California lifestyle for those who want it all. #CA2787- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2787/>

**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

**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 plus 3 Ops equipped. Easy expansion to next 400 sq. ft. plumbed, 2 equipped. PLUS: Most specialties referred out. Better hurry! 2019 GR \$696K. Super-strong post-COVID production. #CA671- Kerri McCullough - 949-300-0312

**MONTEBELLO - NEW LISTING** - Don't miss this 3 Op practice located in a very busy strip center with great signage. Our seller is ready to retire and currently has 2 associates seeing patients 4 days per week. Practice utilizes Digital x-rays and all specialty work is being referred out, so there is room for growth keeping the endo, perio, and oral surgery in-house. #CA2786- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2786/>

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**ORANGE COUNTY** - Nicely appointed 4 Op practice located on a main street in a highly sought-after city. This practice's production includes higher-end procedures such as implants being done in-house. Seller refers most endo, pedo, ortho, and some perio. The practice has been established for over 34 years and has digital pano. This is a mostly FFS/Cash practice with 2 days of hygiene per week. GR \$742K. #CA2704- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2704>

**ORANGE COUNTY** - 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

**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

**PALMDALE/LANCASTER** - 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://dentalpracticetransitions.henryschein.com/listing/CA2612/>

**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://dentalpracticetransitions.henryschein.com/listing/CA691/>

**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 \$1,500,000. The area has easy access for patients to walk from the adjoining neighborhood. #CA1050- Kerri McCullough - 949-300-0312

**SAN BERNARDINO - NEW LISTING** - Established 33 years, 6 Ops, redevelopment area, estimated \$968K collection for 2021. Cash, Medi-Cal, HMO, blue collar area, busy office with on-site parking. Seller will sell building, has two lease tenants adjacent to practice with short-term leases. Room to expand and provide specialty services. #CA2843- Steve Caudill - 951-314-5542 <http://dentalpracticetransitions.henryschein.com/listing/CA2843/>

**SANTA BARBARA** - 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://dentalpracticetransitions.henryschein.com/listing/CA2531/>

**TORRANCE - NEW LISTING** - Shopping center location with 3 Ops and room for a 4th. Practice utilizes Dentrax and Dexis digital sensors. Seller refers out most specialty work and this practice has low overhead and high net. This practice is located in the highly desired South Bay with less than 5 miles to the beautiful beaches of southern California. Long established practice in the same neighborhood for over 30 years. This practice is 60% PPO and 30% cash patients. #CA2815- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2815/>

**TORRANCE - NEW LISTING** - General Dentistry practice with 3 Ops and older equipment in nice shape. Great location near hospital on a busy, main road. This practice is ready to take to the next level, adding technology of your choosing! Our seller is ready to retire leaving a legacy of 34 years of caring for patients in the area. 2019 Gross Receipts of \$300K with low expenses. The practice has room to grow with marketing and adding specialty procedures that are currently referred out. Priced to sell. #CA2807- Jaci Hardison 714-318-4911 <http://dentalpracticetransitions.henryschein.com/listing/CA2807/>

## SAN DIEGO

**DEL MAR - NEW LISTING** - General Practice 4 Ops, Digital x-rays, and Open Dental PM Software. Our seller is a conservative practitioner who is eager for a quick sale. The practice has 4 days of hygiene per week and refers out most specialty work. This is an excellent opportunity in a very desirable location. #CA2724- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2724>

**SAN DIEGO - NEW LISTING** - Beautiful practice for sale in a highly desirable and affluent community. Office has 4 Ops, CEREC, CBCT, Digital X-Ray, CariVu, soft tissue laser, and IO cameras in a 1,500 sq. ft. space. Dentrax Ascend cloud-based software, paperless with workstations in every Op. Room for growth with most specialties referred out. #CA2896- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2896>

**SAN DIEGO - NEW LISTING** - Rare opportunity, seller retiring! Beautiful 4 Op GP practice in a highly desirable location. Situated in a medical building with good cash flow, this very reputable dentist is doing high quality work. Practice utilizes Dentrax and Digital X-Rays. #CA2851- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2851>

**SAN DIEGO** - Excellent location and opportunity. 4 Ops with Adec equipment, computerized in each op with EagleSoft, iCone 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

## OUTSIDE OF CALIFORNIA

**BIG ISLAND, HAWAII** - 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. #H11929- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/H11929/>

**PORTLAND, OREGON - NEW LISTING** - Great location and visibility on a major Portland thoroughfare. Solid practice with 20 years of goodwill, nestled within a Professional building. Office is sparkling clean, turn-key, and ready for a new buyer. Seller is available to assist with transition. 4 spacious ops with 1 add'l plumbed, currently used as storage. Dentrax, Cliniview, Panoramic X-ray, Laser, Digital X-rays, and IO camera. GR \$646K in 2019 with 50% Medicaid. #OR2757- Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/OR2757/>

**SEATTLE ORTHO/PEDO - NEW LISTING** - Looking for a high energy and entrepreneurial spirited buyer for this Ortho +Pedo practice located in a high-end neighborhood of Seattle. Office features a 2,240 sf fully equipped with 1 private, 1 semi-private and 2 open bay chairs. (this would be considered by a bank to be a modified start up). Equipment is from 2014 and is in great condition. Seller willing to stay on (long term or short term). Collected \$200K in 2020 on 2 working days a week. As of 9/21: Practice Collected \$346K. #WA2863 Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/WA2863/>

**SEATTLE SUBURB ORTHO/PEDO - NEW LISTING** - Stunning practice located in a beautiful building! Seller seeks motivated, energetic and entrepreneurial buyer who wants to take this practice and GROW! (Seller is open to bringing on an Associate, partner or a long term work back). Built out in 2014 with top of the line equipment. Paperless with Dentrax, and professionally designed. 2,915 sq. ft. with 4 open bay chairs, 1 surgical suite and 3 private Ops. Modified start-up. #WA2862- Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/WA2862/>

**SOUTHERN OREGON** - Beautiful and turn-key office features all the bells and whistles. Located in a highly desirable area of Southern Oregon in a suburban growing community. Features 5 Ops, Paperless with EagleSoft, CEREC, Laser, and much more. Doctor is available to stay on for a mutually agreed upon transition prior if buyer desires. 2020 Collections \$1.5M. #OR2688- Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/OR2688/>

**SOUTHERN OREGON** - 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://dentalpracticetransitions.henryschein.com/listing/OR2574/>

**TRI-CITIES, WASHINGTON** - Small modified start up, fully equipped and ready to re-open. Access to 1500 patient records, Eaglesoft software, laser, x-ray sensors and the ability to assume the Delta Dental fee schedule. Desirable location and very affordable rent. #WA2629- Jessica Burbon - 503-332-6462

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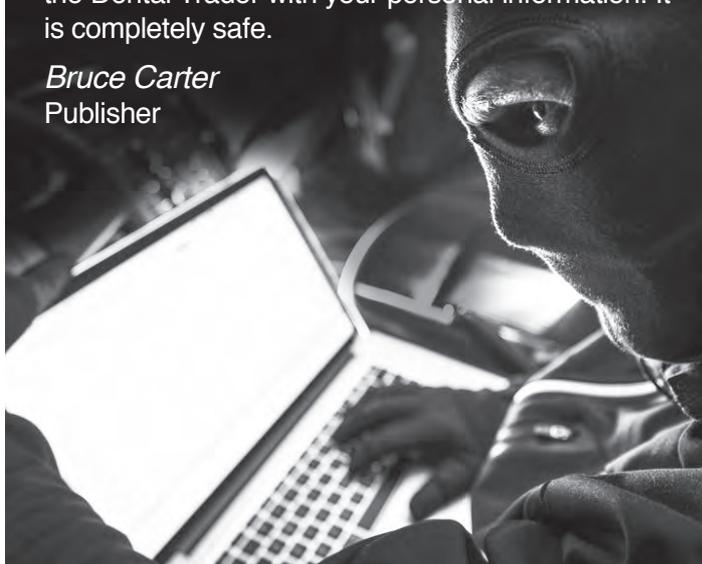
The Dental Trader has been informed that somebody going by the name of Shelly Henry-Demand Generation Specialist using the email address [shelly.henry@usamarketingsolution.com](mailto:shelly.henry@usamarketingsolution.com) has been spamming dental professionals offering "The Dental Trader Leads" claiming to provide all kinds of very personal information for sale.

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# Premium Practice Listings

**#1146 Coastal N. SD County**  
Turnkey With Ocean Views!

2021 Numbers Are Up!  
FFS/PPO/GP  
40+% Average Profit  
Annualized 2021 \$1.25M  
Last 12 Mo. Coll. \$1.035M

**Asking \$700,000**

**#1152 Sonoma County**  
**New Listing**  
*Live In Sonoma's Wine Country!*

Restorative FFS Practice  
Last 12 Mo. Coll. \$685,914  
1,350 Sq. Ft. Suite w/ 4 Ops  
Seller Retiring

**Asking \$445,000**

**#1144 Inland San Diego**  
*Coming Soon!*

Beautiful Turkey  
FFF/PPO/GP  
1,535 Sq. Ft. – 4 Ops  
3 Yr. Avg. Coll. \$1.18M  
2019 Coll. \$1.2M  
2020 Coll. \$1.2M (10Mo.)

**Call To Be Placed On The Waiting**

**#1149 Long Beach**

Restorative Dental Practice  
3 Yr. Avg. Coll. \$701,043  
2021 Proj. Rev. \$718,314  
**SOLD**  
1,750 Sq. Ft. Suite  
Seller Retiring

**Asking \$595,000**

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quality-oriented Dentist  
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Diego, Los Angeles and  
Orange Counties.  
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opportunities.

**#1150 Costal Orange County**

Dream Restorative Practice  
True FFS  
**SOLD**  
2,200 Sq. Ft.  
2020 Coll. \$1,976,000  
2021 5 Mon. Coll. \$678,286

**Asking \$1,890,000**

**#1147 Riverside County**

Successful FFS/PPO/GP  
Seller Owned Bldg.  
**SOLD**  
3,550 Sq. Ft. Suite  
Seller Retiring After 40 Yrs.

**Asking \$820,000**

Your help, perseverance and dedication to finding the right young, energetic and well-trained orthodontist to replace me in my 40 year old practice has been so appreciated. This has been a dream come true! Not only did you find an excellent replacement you followed the process to completion and keep the ball rolling until the final dot of the final "i". The experience was pleasant and proceeded in a smooth and professional manner.  
~ Dr. William Denny



For More Information Please Contact: [info@wppps.com](mailto:info@wppps.com) or (714) 259-0501

**HEALDSBURG AREA:** Practice is on track to collect around \$900k in 2021! Steal of the Century at \$249k! - Opportunity to Own Real Estate (CG-1179) WPS/800-641-4179

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**UKIAH:** Practice is on track to collect just over \$800k in 2021! Possibility to own Real Estate. ~1200sf w/4 Ops. \$390k (FG-1086) WPS/800-641-4179

**Legal Problems:** Don't get stuck with an outrageous legal bill, get unlimited legal help for one monthly rate. [www.providerlegal.com](http://www.providerlegal.com)

**practice for sale** San Bernardino gross \$300k on 3 days 4 ops 1100 sq ft on busy street corner asbantee owner retiring ask \$240 562.832.9332 mike dre#02079096

**ROSEVILLE:** Imagine practicing & owning a condo suite in one of No. CA best cities! 2,570sf w/ 3-4 ops. \$750k/ Real Estate Also Available (EN-1329) WPS/800-641-4179

**Established practice** for sale due to health issue w/o realestate. Digital X-ray. OpenDental software. call/txt 925-285-3782

**Oakland Practice For Sale** \$450,000, Priced at HALF of collections – high-revenue, high-traffic, high-volume Medi-Cal Practice! [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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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:** Located in historical Medical Professional Bldg. 10 year lease available & opportunity to EXPAND THE SPACE **\$295k**

**AC-1236 SAN FRANCISCO:** Located in upscale Presidio Heights/Laurel Heights area. Great Merger Possibility! 555 sf w/3 ops **\$689k**

**AC-1333 SAN FRANCISCO:** Established 15 years - SELLER RETIRING! Easy Access from GGB. 4 fully equipped ops. Amazing Location! **\$1M**

**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 \$451k the first 8 months of 2021 – Annualized Projections is >\$677k! ~967 sf w/3 Ops. Plumbed for 1 add'l. **\$395k - Real Estate Also Available**

**AN-1224 SAN FRANCISCO Facility:** Located in 450 Sutter w/expansive Bay views! 871 sf w/3 ops **\$48k**

**AN-1326 SAN FRANCISCO:** Opportunities like this in SF are few and far between! 1000 sf w/ 5 ops. **\$695k - Real Estate Also Available**

**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**

**BG-1343 CONCORD:** Well-maintained, free-standing building located on busy street. ~1,118 sf w/3 Ops **CALL FOR DETAILS – Real Estate Also Available**

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

**BN-1288 SAN RAMON Facility:** Located in one of the area's most sought-after premier business parks! ~1,800sf w/5ops. **Reduced! \$175k**

**BN-1332 BERKELEY:** Uncompromising commitment to delivering the highest quality of care! ~750sf w/ 3ops. **\$225k**

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

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

**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-1290 SANTA ROSA:** Gold Mine of a Practice! 1.300 sf w 4 ops. Collected \$700k+ even during pandemic! **\$575k**

**CC-1302 SONOMA COUNTY:** Quality, family-oriented practice w/highly trained office staff. 1900 sf w/4 ops **\$336k – Real Estate Also Available**

**CG-1179 HEALDSBURG AREA:** Practice is on track to collect around \$900k in 2021! **Steal of the Century at \$249k! - Opportunity to Own Real Estate**

**CG-1246 PETALUMA:** Seller Motivated! Practice averages \$700k/year over the past 4 years. ~1,800 sf w/3 Ops. **Reduced: \$295k / Possibility to Own Real Estate**

**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**

### BAY AREA CONTINUED

**CN-1166 W. SONOMA CO:** Established, quality FFS practice w/stellar reputation! 1262 w/4 ops. **Reduced! \$495k**

**CN-1308 NOVATO:** Earnings Buyout Opportunity. Transition Period Available. Flexible Terms. 1,200sf w/5 ops. **\$300k - Real Estate Also Available!**

**CN-1331 PETALUMA:** Opportunity for significant growth by maximizing workweek & keeping specialties in-house! ~1,700 w/ 4 ops. **\$400k**

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

**DC-1196 SAN JOSE Facility:** ALL ABOUT LOCATION! 1500 sf w/3 fully equipped ops **ONLY \$55k**

**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**

**DC-1311 LOS GATOS Facility:** TWO Office Suites to choose from! 1400 sf w/ 6 ops OR 2001 sf w/ 7 ops **\$300k EACH**

**DG-1141 SAN JOSE:** Top-of-line, state-of-art equipment. Practice is on track to collect ~>\$1.5M in 2021! ~1,450 sf w/5 Ops. **\$988k**

**DG-1142 SAN JOSE:** Family-oriented practice in a highly desirable neighborhood! ~1400-1600 sf w/3 Ops. Plumbed for 1 add'l. **Reduced \$90k**

**DG-1182 FREMONT:** A steal at \$125k for a 10-OP practice in the Bay Area! This won't last long! ~2,800 sf w/10 Ops. **Reduced \$125k**

**DG-1208 MONTEREY COUNTY:** Collections are expected to be over ~\$1.5M in 2021! ~4,860 sf w/10 Ops. **Reduced \$855k**

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

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

**DG-1294 LIVERMORE:** The potential is unlimited in this academically engaged community and technological hub! ~1,900 sf w/2 Ops. Plumbed for 2 add'l. **\$195k**

**DG-1297 SAN JOSE:** Practice is on track to collect ~ \$785k in 2021! ~1,875 sf w/4 Ops **\$490k**

**DG-1304 FREMONT:** Practice is on track to collect approximately \$1.1million in 2021! ~1,385 sf, w/4 Ops. **\$750k**

**DG-1313/DG-1314 SANTA CLARA COUNTY:** Amazing cash flow profits – Corporate EBITDA is off-the-charts for value! **\$1.89M**

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

**DN-1261 LIVERMORE:** Well-respected & established practice in a multi-tenant shopping center. 1,600sf w/4ops. **Reduced! \$95k**

**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**

**DN-1285 PLEASANTON Facility:** Turn-key Endodontic or GD facility! 1,000sf w/2 ops + 1 add'l. **Equipped ENDO \$95k or Equipped GD \$75k**

**DN-1293 SANTA CRUZ:** Growth is based on 5-star reviews and word-of-mouth referrals! 2,347sf w/5 ops. **\$927k**

**DN-1292 SAN JOSE:** Loyal/stable patient base of families as well as professionals! 1,880sf w/ 4 ops + 1 add'l. **\$295k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

### BAY AREA CONTINUED

**DN-1305 LIVERMORE:** Don't miss out on this remarkable State-of-the-Art opportunity! 1,400sf w/ 4 ops. **\$325k**

**DN-1310 WATSONVILLE:** Family-oriented practice focusing on delivering quality care! 1,800sf w/ 4 ops + 1 add'l. **\$315k**

**DN-1317 PLEASANTON Facility:** This amazing turn-key facility is an excellent opportunity. 1,100 sf w/ 3 ops + 1 add'l. **\$175k**

**DN-1321 MILPITAS:** Come live, practice and play in this progressive community! Established over 25 years 1,100sf w/ 3ops. **\$75k**

### NORTHERN CALIFORNIA

**EG-1100 CARMICHAEL:** Practice is on track to collect over ~\$870k in 2021. ~2,271 sf w/6 Ops. **\$495k – Real Estate Also Available w/Long-term Tenant**

**EG-1202 AUBURN:** Reduced Price – All reasonable offers will be considered! Practice historically collects >\$500k annually. ~1,000 sf w/3 Ops. **\$225k**

**EG-1279 SACRAMENTO:** Possible Merger Opportunity w/well established patient base. ~1,200 sf w/4 Ops. **\$425k**

**EG-1299 SACRAMENTO:** Practice is on track to collect > \$1.3M in 2021! ~2,800 sf w/6 Ops **Reduced: \$750k – Real Estate Also Available**

**EG-1320 RANCHO CORDOVA:** Great Merger Candidate – Currently on a Month-to-Month Lease! ~1,100 sf w/4 Ops. **\$125k**

**EG-1340 SACRAMENTO:** Located in A popular, busy, single-story Retail Shopping Plaza. ~1,500 sf w/3 Ops. **\$179K**

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

**EN-1209 LOOMIS:** Practice currently averages more than \$80,000 per month! ~1,800 sf w/6 Ops. **Reduced! \$615k**

**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**

**EN-1276 ROSEVILLE (Facility):** Remarkable turn-key opportunity Available! 3,000sf w/6 ops + 2 add'l. **Reduced! \$50K**

**EN-1278 CITRUS HEIGHTS:** Well-established practice w/loyal patient base! 1,875sf w/5ops + 1add'l. **\$705k**

**EN-1291 YOLO COUNTY AREA:** Hesitate and you may miss out on your dream practice! 1,100sf w/5ops **\$450k**

**EN-1329 ROSEVILLE:** Imagine practicing & owning a condo suite in one of No. CA best cities! 2,570sf w/ 3-4 ops. **\$750k/ Real Estate Also Available**

**FC-1315 FORT BRAGG:** Fully Equipped dental office with adjoining suite available as rental income **\$499k includes real estate**

**FG-1086 UKIAH:** Practice is on track to collect just over \$800k in 2021! Possibility to own Real Estate. ~1200sf w/4 Ops. **\$390k**

**FG-1171 CALIFORNIA COASTAL TOWN:** Practice is on track to collect >\$2.8M in 2021! Possibility to own building! ~3,900 sf w/8 Ops. **\$1.8M**

**FN-1295 EUREKA:** Thrives on word-of-mouth referrals and phenomenal patient reviews! 1,300sf w/4 Ops + 1add'l. **\$395k /Real Estate Also Available**

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

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

### NORTHERN CALIFORNIA CONTINUED

**HG-934 GRASS VALLEY:** Seller Motivated! Priced at 42% of collections! ~1200 sf w/3 Ops. **\$145k - 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:** Seller Highly Motivated! ~ 1430 sf w/4 Ops. **Reduced Price \$435k - Real Estate Also Available**

**HG-1146 TRUCKEE:** Practice is on track to collect ~\$650k in 2021, this Truckee practice is a steal! ~1,700 sf w/4 Ops. **Amazing Price: \$335k**

**HG-1341 GRASS VALLEY:** Life doesn't get any better than in this beautiful town! ~1,030 sf w/3 Ops. **\$225k**

**HN-1277 SIERRA FOOTHILLS:** Solo/Group Setting. Est. 37 years w/large, stable patient base & seasoned staff. ~3,000 sf w/7 ops. **\$595k**

### CENTRAL VALLEY & SOUTHERN CALIFORNIA

**IG-1265 STOCKTON:** Own your own Condo Unit! Practice is on track to collect ~\$800k in 2021. ~1,106 sf w/3 Ops. **\$468k - Condo Unit Available**

**IG-1309 MERCED:** Practice normally collects ~ \$800k annually! ~1,617 sf w/4 Ops. **Seller Motivated! \$225k – Real Estate Also Available**

**IG-1318 MODESTO:** Practice on track to collect 1.5million in 2021 on a 4-day workweek! ~3,239 sf w/4 Ops. **\$600k – Real Estate Also Available**

**IN-1338 MERCED AREA:** Sink your roots into this well-established practice with a stable, loyal patient base! ~ 1,300sf w/ 3 ops. **\$225k**

**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 **\$299k – REAL ESTATE ALSO AVAILABLE!**

**JN-1128/JN-1129 BAKERSFIELD:** The opportunity to purchase TWO well-established practices. 4000 sf w/11 ops. **\$350k/ Real Estate Available**

**JN-1301 LINDSAY AREA:** Family-oriented practice w/ stable, multi-generational patient base! ~1,700sf w/ 3 ops. **\$125k**

### SPECIALTY PRACTICES

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

**DG-1324 SUNNYVALE Perio:** Located in highly desirable Silicon Valley, quality Perio practice w/ excellent visibility. ~900 sf w/3 ops **\$495k**



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## NORTHERN CALIFORNIA PRACTICE OPPORTUNITIES:

### - ALAMEDA COUNTY -

**ALAMEDA** - Boutique practice w/ upgraded equipment. Associate with Intent to own opportunity. Rev \$775k

**TRI VALLEY AREA** - 5 op Perio Office. Long standing office with great referral base. Rev 1.1M

**TRI VALLEY AREA** - Periodontal office looking for "Assoc. with Intent to Own" Become the owner, timeline is negotiable.

### - AMADOR COUNTY -

**GOLD COUNTRY** - ORAL SURGERY 3 Op practice. Nicely styled office with great referral base. Rev. \$750K

### - EL DORADO COUNTY -

**EL DORADO HILLS / CAMERON PARK** - Great 5 Op, multi-generational practice, well run, lots of opportunity Rev \$710K

### - NEVADA COUNTY -

**GRASS VALLEY** - Nice, well run small office. Practice is in free standing building which is also for sale. Rev \$320K

### - PLACER COUNTY -

**ROCKLIN** - 6 op practice in growing community. Rev \$517k

**ROSEVILLE** - Good opportunity for associate. 5 ops. Rev \$1.0M

### - PLUMAS COUNTY -

**EAST PLUMAS** - Great practice, no competition, and excellent patient base. Real Estate avail. Rev \$410K

### - SAN JOAQUIN COUNTY -

**VISALIA AREA** - Orthodontic practice. 4 ops. Rev \$490k

**STOCKTON/BROOKSIDE AREA** - Beautiful office and a tremendous opportunity. Long-established, growing 6 op office. You will be impressed. Rev \$1.2M

### - SOLANO COUNTY -

**VACAVILLE** - 5 Op practice, growing fast and ready for you to own, Rev \$1.2M

### - NEVADA OFFICE OPPORTUNITY -

**MINDEN / GARDNERVILLE** - 4 Op GP office with real estate available. Great active patient count, growing area, and great care provided. Well styled office - good opportunity. Rev. \$820K

### - SACRAMENTO COUNTY -

**SACRAMENTO** - 4 Ops, great patients, great care. Rev. \$800K

**SACRAMENTO** - Highest profit to selling price listing available. 4 Ops, low stress, option to purchase space. Negotiable. Lease for \$2200/mo., incl. all utilities except phone & internet. Rev \$740K.

**ELK GROVE** - All digital, 5 Op Growing Practice, excellent location, don't miss. Rev \$850K

**ELK GROVE** - The right office for your BIG plans to grow. 11 OPS with lots of space in free standing building. Tremendous Opportunity. Revenue \$410K

**ROSEVILLE / CITRUS HEIGHTS** - Motivated doctor. 4 OP, long standing practice. Grow in a growing area. Revenue: \$490K

**EAST SACRAMENTO** - Beautiful 6 OP practice in free standing building. All digital w great technology. Option on space in 5 years or less. Lots of space and great views. Revenue: \$950K

**SACRAMENTO/SCRIPPS DRIVE** - Excellent "Associate with Intent to Own" Opportunity. Call for more information.

### - MONTEREY COUNTY -

**COASTAL** - Tremendous growth happening in this practice and city. 8 Ops, all the technology you need. Rev. \$1.0M

### - STANISLAUS COUNTY -

**MODESTO** - Awesome 4 OP high producing office with room to expand. Turn-Key Opportunity. Revenue \$900K

### - SONOMA COUNTY -

**SANTA ROSA** - Beautiful 4 op practice. Gorgeous views from every room. Wonderfully styled, great equipment. Rev \$1M

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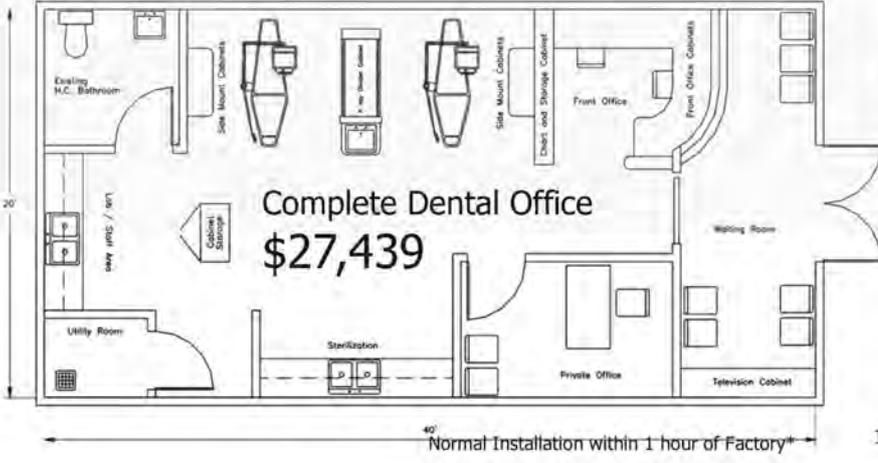
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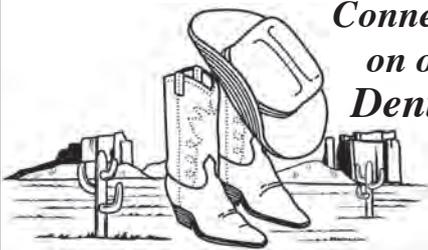
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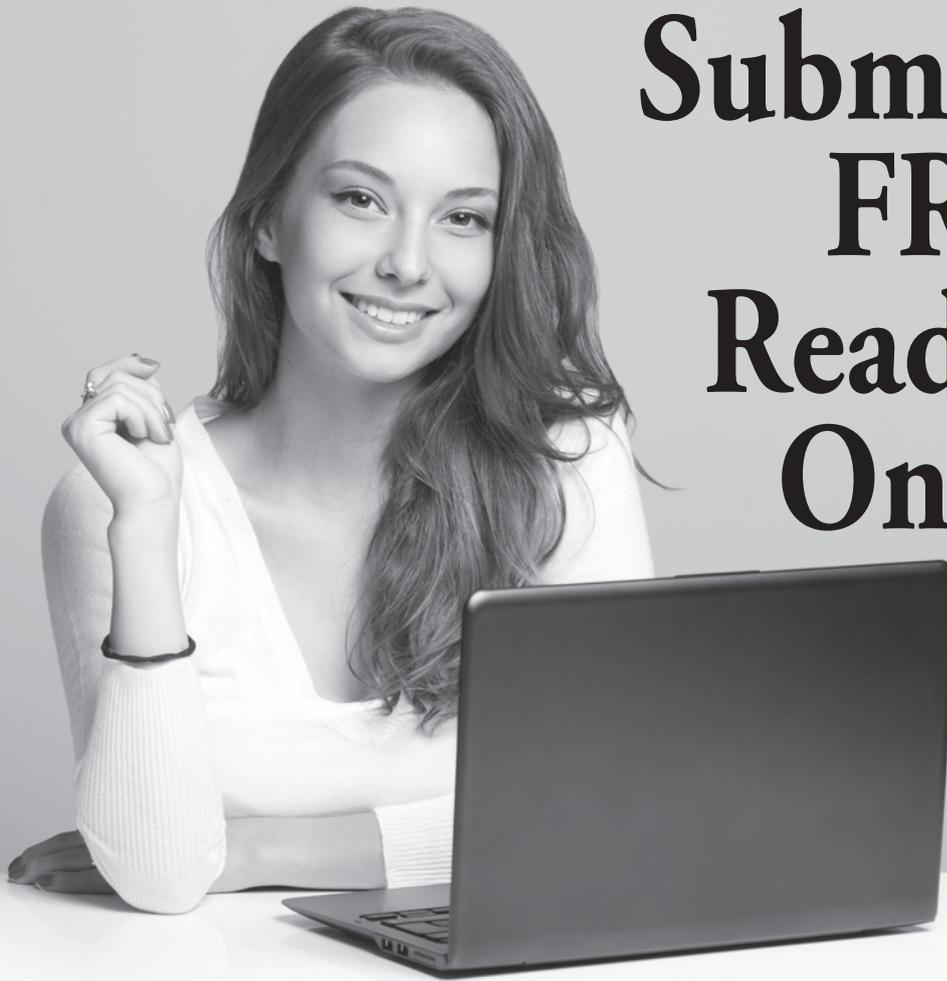
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# Professional Practice Sales of The Great West

## Specialists in the Sale and Appraisal of Dental Practices

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Love and Gratitude during this Holiday Season*

### 6204 LOWER FOOTHILLS BETWEEN ELK GROVE AND STOCKTON

Extremely impressive credentials for this Delta PPO practice. 2021 trending \$830,000 in Collections with Available Profits of \$380,000. And this is on a 3.5-day week complemented by 3.5-days of hygiene. Paperless. 5-ops with 6th available. Contract with a specialist to retain referred services inhouse. Full Price \$650,000.

**6203 MID-PENINSULA OUT-OF-NETWORK** Our Client is juggling a busy practice and an important time consuming project. The decision has been made to focus on the project. Collections in 2018 and 2019 averaged \$875,000. With project demanding more attention, 2021 is trending \$580,000+. Profits are very strong. 4-ops, paperless. Beautiful office.

**6202 "COMING UP" CLOVIS** Delta PPO practice achieves consistent extraordinary results. 2019's collections topped \$1.17 Million with Available Profits of \$440,500. 2020 achieved Available Profits of \$443,000 on collections of \$907,000. Hygiene seeing 50+ patients per week. Seeks skilled clinician as Successor.

**6201 "COMING-UP" OAKLAND OUT-OF-NETWORK** On purposely set schedule of 3-days sustained by 4.5-days of Hygiene, practice shall collect \$700,000+. This compares to collections of 2019 which were \$725,000. Focus is "patient first" evidenced by long first exams. Successor should possess high-end restoration skills.

**6200 SONOMA COUNTY'S PETALUMA** Solid foundation includes condo. Well-established practice is trending \$725,000 in collections with \$300,000 in Available Profits on leisurely 3+ day week. 4-days of hygiene. Practice profile consists of Hygiene, Fillings and C&B. Refers an estimated 10 patients a week to Endo and OS specialists. 4-operatories with a 5th wired and plumbed. This 1,765 sq.ft. suite is ADA compliant. Perfect for a Dentist seeking a strong platform in a great family community, or a nearby Dentist who would like to flip their practice into this condo and get away from paying rent.

**6199 PLACER COUNTY** 30-year foundation. 4-days of hygiene. 7+ new patients a month. Strong staff. Top line collections are \$1.2 Million. Basically a crown & bridge practice. Owner booked 4-weeks out, hygiene 6-months.

**6195 SOUTH SAN FRANCISCO** America's Biotech Capital Unique platform for Visionary to take from "what this is" to "what it should be!" Located near biotech campuses comprising Oyster Point and cluster of buildings dotting Bayshore Freeway. Stunning facility. 7-Ops (5-equipped), Pano Alcove, paperless. 20-new patients a month. 2021 shall collect \$500,000. Yet an underperformer as Management has not focused on what this platform was designed to be. One of the unequipped Ops is engineered as a Surgical Suite. Designed to be a full-service Oral Healthcare Center with contracted Specialists. With additional capital, proper marketing and needed attention, this platform can realize its potential.

**6194 SAN FRANCISCO BAY AREA - ORTHO PRACTICE** Acclaimed practice with growth potential. Owner has carefully built a practice whose foundation is deeply rooted in trust. Team Members are chosen for their genuine kindness, compassion and integrity, which are the core values of the practice. Patients are active partners in their personalized treatment plans. Outstanding results and excellent communication have generated strong patient referrals. By delivering these results year-after-year, practice has realized an exceedingly high recognition in its community as "THE" provider of superior orthodontic treatment. Collections last 5-years have averaged \$950,000 on a 2.5 day week.

**6193 MILLBRAE - CHINESE CLIENTELE** 2021 trending \$600,000 in collections. Lots of cash payments. Everything new since 2017 including the dental suite at a total investment of \$400,000. 2-operatories (3rd available) and Gendex GXDP-700-1 Pano. Excellent signage. Full Price \$375,000.

**6192 NORTH MARIN - NOVATO** Part-time practice trending \$360,000 reflecting current management. Tremendous upside for hands-on Successor who takes advantage of high visibility corner office sited at stop light intersection in growing area with virtually no competition. Attractive 4-op paperless office with Pano. Everything 5-years old including the dental suite. Building is an optional purchase. Full Price \$150,000.

**6191 MONTEREY'S SALINAS** Rare opportunity to create a full-service practice. Housed in well-designed 2,280 sq.ft. 6-op suite in stand-alone condo. Foundation consists of 35-years of faithful service with active patient base approaching 2,000. 10-days of Hygiene with emphasis on perio maintenance. 2021 annualization reflects production of \$1.2 Million and Collections of \$960,000. True underperformer as Management has never been able to devote full attention here. Perfect for rotating specialists into the practice. Client owns condo with this being a Package Sale. Perfect for Growing Group wishing to add to their Network. Ideal for a nearby Dentist who wishes to vertically integrate their practice into this facility and enjoy the synergies which would then be afforded.

**6189 SOUTH SAN FRANCISCO** Practice has enjoyed 40-year history at same landmark location acknowledged as a highly regarded dental healthcare center. And through the strong reputation the practice has earned, the fiscal history has been extremely impressive. 2021 on track to collect \$1,850,000 with Available Profits of \$1,185,000. Strength is the extensive patient base anchored by an enviable 8-days of Hygiene per week. And with Owner understanding the opportunity to create another Profit Center, the practice employs the services of a one-day per month periodontist, thus enhancing the realization from its patient pool. Practice operates out of a 5-operatorly suite and utilizes a 3-D Cone Beam. Owner available to work-back if desired to assist in the transition.



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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?



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**Avvo® Review #169, October 23, 2021**

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## **Robert W. Olson, Jr., APC**

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