

THE Dental Trader

VOL. 18 NO. 12 • December '21
So. Calif. Edition

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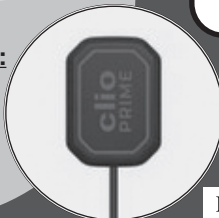
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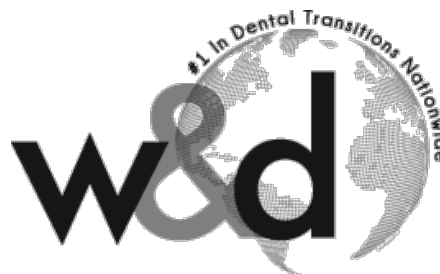
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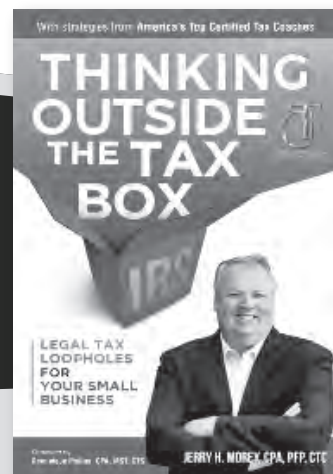
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Endo office for sale. san diego. +20yrs good will. 310k. email: 2bkind67@gmail.com

USC Orthodontist available 01/2022, OC area. Braces/Invisalign/Ph/II, TADs/Surgical. smileeeorthodontics@gmail.com

lancaster hitec dental office for sale by owner 830 w ave k ca (818)3551144 located in a highly visible shopping center

JDS-JVBS20 2HP \$500 or obo. Wet ring Vac retail for over \$1750 on ebay. Email Jttran1@aol.com

GP-or-Pedodontist Needed for new state of the art Pedo office in city of Gardena, CA. Email resume to drddang@hotmail.com

Pediatric/Perio Dentist interested to partner w/ortho startup in NoHo.-ortho_wiz@yahoo.com

KEEP ENDO & SURGERY IN-HOUSE Experienced, quality SoCal USC GP will come to you with everything needed Molar9Q@gmail.com

Want your own space in Encino? Dental operatories for rent: day/week/month. gcshdds@gmail.com.

DA, RDA needed min 1 year exp send info Fax 818-840-0010

Endodontist needed who wants to work 1 day per week at Downey office. Please email your resume to marygcoblan@gmail.com

Garden Grove spacious condo stand alone for lease or sale. Dentist retiring. Approx 2100sq ft. Call 3234971459 see now

Orthodontist needed for high-volume office Los Angeles Email:ortho_wiz@yahoo.com

Exodontist, 3rd molars, wisdom teeth, surgical extractions, tori. Dential provider, Work weekends. Email: h@doc2c.email

San Diego Receptionist: Pt or FT, 4days/week, bonuses, experienced w dental insurance, text 7602911700, tfairy1980@gmail.com

Escondido: Leasehold improvements, Equipments for sale, 5 ops, please text (760)291-1700 or email: tfairy1980@gmail.com

Associate Dentist wanted for private GP office in Huntington Beach. 1-2 days/wk. Email resume to iflossforyou@gmail.com.

Want implant dentist? over 10 years experience. Fluent with all kinds of bone graft. matthew96@gmail.com

Dental Space for lease/sublease in west Los Angeles area. Call or text Laura 3107094129.

Dental marketer needed for Kids mediCal/PPO Dental Office in Laguna Niguel 949-439-5919

Leica Microscope for sale. 2018 brand new. vbdsmeledds@gmail.com



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FRESNO COUNTY

CLOVIS - (6) op comput. G.P. end cap location, in a shopping center, & next to the Community Bank. Excellent exposure/visibility & signage. Easy freeway access. Annual Gross Collections approx. \$1.1M with lower overhead. Cash/PPO pts. No HMO and No Denti-Cal. (50) new pts./mos. Newer equipment, digital x-rays and pano, Open Dental s/w, chartless, and two CERECs. Long term Lease in place. Seller retiring, but will assist with an orderly transition or possibly a work back. **[NEW]**

KERN COUNTY

BAKERSFIELD #29 - (4) op computerized G.P./ (3) ops eqt'd (4th) plumbed. Cash/PPO/HMO/Denti-Cal Pt Base, Monthly Cap Ck. approx. \$3.5K. Digital X-Rays. 2018 Gross Collect. \$602K+. Did the same in 2019. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring. **REDUCED FURTHER!**

L.A. - KERN COUNTY LINE - BE YOUR OWN LANDLORD! Free Standing Duplex Bldg. & a (6) op comput G.P. for sale. Located just off the Fwy. less than an hour from the SFV. Cash/Ins/PPO pt. base with No HMO, No Denti-Cal, & No Nights. Consistently collecting mid to upper \$500K/yr on a (4) day wk. Seller does no advertising. Some newer eqt, digital x-rays & digital Pano. (46) years of Goodwill. Very limited competition. Seller retiring, but can stay on p.t. if buyers wishes. **[NEW]**

LOS ANGELES COUNTY

ARCADIA #3 - Beautiful, newly remodeled, (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K on a (3) day week.

CANOGA PARK - (4) op Dental Office with tenant improvements & some equipment. (3) ops equipped/(4th) op plumbed. No patients. Located in an 1,143 sq. ft. single use, free standing building on a main thoroughfare with excellent exposure/visibility/signage and off street parking. Clean and bright suite. Perfect for a Specialist, a Startup, a Satellite, or move your existing practice into. Landlord is ready to negotiate a new Lease.

CANYON COUNTRY - EMERGENCY SALE! (5) op comput. G.P. (4) ops eqt'd. Shop. Ctr. location on a major thoroughfare. Exposure/Visibility/Signage. (5) year old eqt. Dentrux s/w, Digital x-rays & Pano, Scanner & Chartless. Cash/PPO/HMO pts. PARTNERSHIP DISSOLUTION. Still in operation (collecting \$20K/mos.), but selling as a Turnkey w included pt. charts, well below buildout/eqt. costs. **FURTHER REDUCED. MOTIVATED!**

LANCASTER #5 - "Steady Eddy!" Annual Gross Collections between \$538K & \$566K for last (5) years, with an Average Annual Est. True Net Income of \$214K. (3) op comput. G.P. in a two story prof. bldg. w easy fwy. access. (4) days of Hygiene. Cash/Ins/PPO pts. (32+) years of Goodwill. Refers out all Endo, Perio, Implant Placement & Ortho, & diff. O.S. & does no advertising. Primed for growth. Seller is retiring and has "Value Priced" the practice to Sell! Will assist with a transition.

LOS ANGELES (SILVERLAKE/ECHO PARK AREA) - Smaller but "VERY PROFITABLE" (4) op computerized G.P. Located in a strip center, on a main thoroughfare, with exposure/visibility/huge signage & parking. (3) ops eqt'd, 4th has a chair and an x-ray. Cash/PPO/HMO/Denti-Cal. pts. Monthly CAP Check \$4,500. Easy 2000 s/w & Digital X-rays. (36) Years of Goodwill. 2019 Gross Collections \$377K+ with a Gross Net of \$212K+. Very low Overhead (<44%)! Seller Retiring. **MAJOR PRICE REDUCTION**

L.A. - KERN COUNTY LINE - BE YOUR OWN LANDLORD! Free Standing Duplex Bldg. & a (6) op comput G.P. for sale. Located just off the Fwy. less than an hour from the SFV. Cash/Ins/PPO pt. base with No HMO, No Denti-Cal, & No Nights. Consistently collecting mid to upper \$500K/yr on a (4) day wk. Seller does no advertising. Some newer eqt, digital x-rays & digital Pano. (46) years of Goodwill. Very limited competition. Seller retiring, but can stay on p.t. if buyers wishes. **[NEW]**

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- Medical/Dental Bldg. Sales & Leasing
- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

PALMDALE - 4 op computerized G.P. with (25) years of Goodwill. Pt base is Cash/Ins/PPO and Denti-Cal kids. Digital x-rays & Dental Soft on line s/w. Annual Gross Collections in the \$400K to \$450K range. Refers out Molar Endo, Diff O.S., Implant Placement, all Ortho & all Perio Surgery. Seller retiring but will help transition. **[NEW]**

VALENCIA - (7) op comput Multi-Specialty Practice & 4,800 sq. ft. free standing bldg. Located on a major Blvd. with exposure/visibility/signage & parking. Annual Gross Collect. \$1M+ working p.t. Practice Collect \$2M+/yr. in past when worked f.t. Digital X-rays & Non-Digital Pano. Mixed pt. base. \$7K+/mos. in CAP Checks. Sellers to concentrate on their main location.

WEST COVINA - (4) op comput. G.P. (3) ops eqt'd/4th plumbed. End cap location in a strip ctr. w exposure/visibility & signage. Higher end office finishes. Cash/PPO/Denti-Cal pts. No HMO. Digital x-rays & Pano. Pre Covid Collections \$500K+. 2020 collections \$400K. Low overhead/high net. Seller retiring, but will assist w a transition. **[NEW]**

ORANGE COUNTY

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

MADERA COUNTY

MADERA - 8 op computerized G.P. 6 ops eqt'd. Located in a 2,400 sq ft store front on a major thoroughfare with exposure/visibility/ signage and ample free parking. Cash/PPO/Denti-Cal pt base with (25) years of Goodwill. Annual Gross Collections \$600K+. Digital X-Rays. Dentrux s/w. Mostly Spanish pt. population. Seller retiring.

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

Room for Your San Bernardino County Practice Listing.

SAN DIEGO COUNTY

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

SAN LUIS OBISPO COUNTY

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

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General Dentist looking to sublease 1 or 2 days a week. South County or North San Diego. rice939@gmail.com

Dentist to do Hygiene Only Woodland Hills 818 422 6981

iTero Element Wheel Stand 4 sale/gently used. ideal for 2 offices but only 1 scanner info@chuyangdental.com 949-559-6888

Dental Assitant needed in Baldwin Park, Bell and Downey call 323-456-7377 or Email resume to kidsdental.myra@gmail.com

Orthodontist needed for high-volume office Los Angeles Email:ortho_wiz@yahoo.com

Digital Pan/ceph, just bought, rarely used, Myray HyperionX5 w/ new computer.818-970-2528; bestfamilydentist@gmail.com

Associate Dentist Wanted in Irvine. Bilingual in Mandarin preferred. Email CV to iflossforyou@gmail.com.

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Sherman Oaks GP office looking for an Endodontist 1x/month and Periodontist 1x/month. Please email socalds4@gmail.com

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Granada Hills 25 yrs dental office 4 sales, 700 sq ft, 2 operative rooms, low rent, good location, \$70k, 818-363-6776

GP part-time, 3yrs. experience. Molar RCT's, esthetics & hygiene. Daily plus bonus. P: (323)260-7878.

Dental office for sale in lagunawoods. Projecting \$500k for this year. Brand new equipment. Call/ Text 714 588 6004

I am Looking to buy Dental clinic in Inland empire write at rsm4aj@yahoo.com

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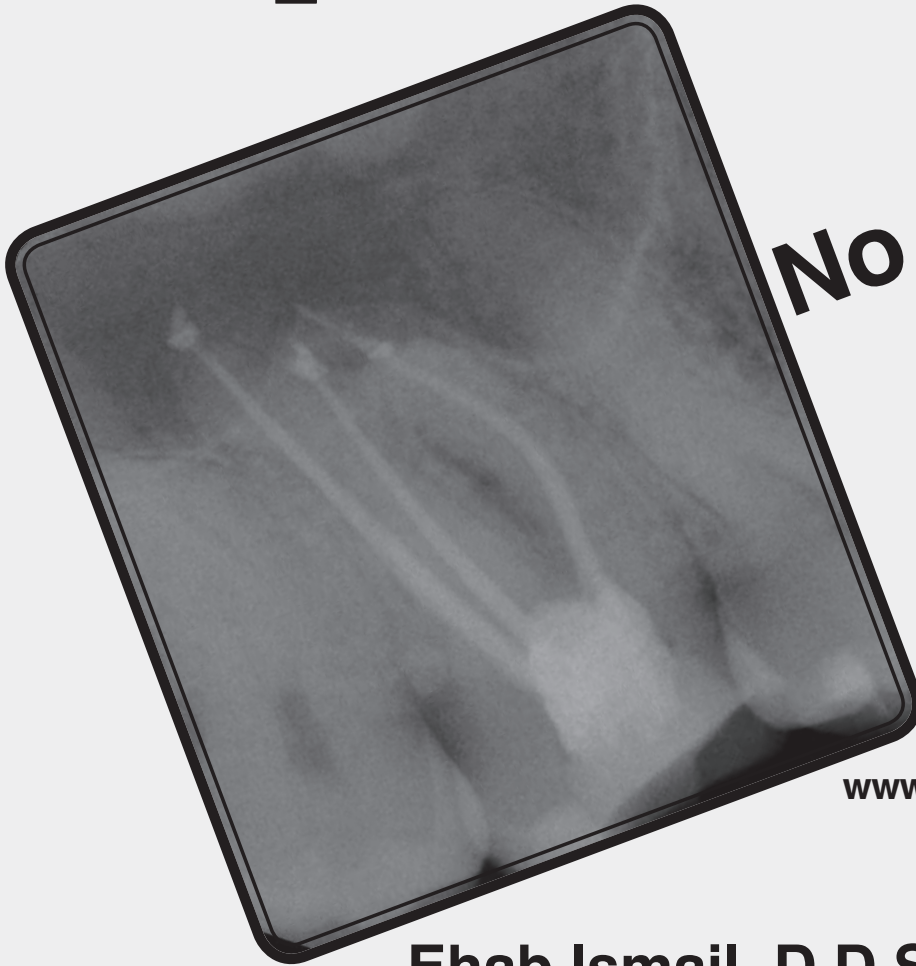
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6110 Pico Rivera Whittier Blvd SENIOR RETIRE CASH BUSINESS Hi Visibility Hundreds of merchants in sq mile a "MARKETING DDS Dream" 4 ops plumbed 3 equipped Rent \$3015 Estb 30 yrs. Latinos. Call Tom Fitterer PPS 714-345-9659

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~ Goretta Li, DDS

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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% Denti-Cal, 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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-James H.I. Bicher, M.D., Oncologist,
Valley Cancer Institute, Los Angeles, Ca.

"I saw Mr. Kerendian argue the case in court, and was greatly impressed. I highly recommend him."

-Peiman Soleymani, D.D.S., Periodontist
Los Angeles, Ca.

"Having been represented by Mr. Kerendian many times, I was impressed with his expertise, quick response to questions, and degree of care."

-Mark Davidson, M.D., Los Angeles, Ca.

"I have been working with Mr. Kerendian, and he has shown utmost professionalism and devotion to me."

-Dan P. Benyamini, D.D.S., Family
Practice, Los Angeles, Ca.



Shab David Kerendian, Attorney



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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

BAKERSFIELD GP FOR SALE -6 Ops, 5 Equipped, Associates, Digital, Newer Equip. GR \$1M+. HSPPT- Steve Caudill-951-314-5542 #CA2587 <http://dentalpracticetransitions.henryschein.com/CA2587/>



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RIALTO

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SAN FERNANDO VALLEY

Multi-specialty practice opportunity. Practice revenues over \$700k on PT sched. Modern office with super corner location and large exposure signs. 5 ops plus room for more. Ample parking; easy drive-up. This one has it ALL!

BEVERLY HILLS (up-coming)

Established practice with name recognition & excellent reputation. 3 ops but expandable to 3400 sq feet Rare Gem - Street Level Retail Exposure. Fully re-modeled with new equipment. Incredibly priced at \$500k.

SHERMAN OAKS

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RIVERSIDE: Revenues over \$400k part-time sched

BEVERLY HILLS: Merger opportunity

ROWLAND HTS: Shopping Center location

CANOGA PARK: \$6K/month cap check

RANCHO CUCA: Ready, set, go!

BELL: Profitable gen

CHINO: Street-front with visibility

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WEST COVINA: Denti-cal primarily

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Office manger needed for a pediatric dental office in Santa Ana,
California full time position, immediate with health benefits
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Prime Dental Practices for Sale

Location	Asking Price	Summary Info
Coastal San Diego	\$899,000	4 ops. Stand alone dental building on corner lot in the premier San Diego Coastal community. Real Estate is also for sale. Majority of specialty work being referred out. Dream clientele, dream location, dream practice.
La Jolla	\$1,795,000	8 ops. 30 plus years of goodwill. Located in busy shopping center. High visibility, high quality, highly coveted practice. Many specialty procedures can be added. Solid net income as the collections far exceed the fixed overhead.
El Centro	\$749,000	6 ops. Established 25 years of goodwill. Excellent growth opportunity with many specialty procedures being referred out. Free standing relatively new dental building also for sale in high visibility high traffic location. Established highly skilled staff with low turnover. Outstanding opportunity for a highly profitable practice consistently collecting a million dollars per year with low overhead.
San Diego	\$525,000	ORTHO practice for sale. 2 locations with opportunity to purchase real estate on both. Excellent locations with standalone buildings and plenty of parking. Amazing "must see" buildouts in these two long established locations. Seller willing to stay on for a while to help transition. Long term loyal staff.
North County	\$350,000	PERIO practice for sale. 20 plus years of goodwill. Excellent location with real estate also available for purchase. Solid practice in a highly desirable professional/medical complex. Plenty of parking. Procedures can be added to increase collections.
Vista	\$249,000	4 ops. 30 plus years of goodwill. Located in a premier professional building on 1st floor with prime visibility. Plenty of parking. Most all specialty work being referred out. Seller built out this location brand new 6 years ago so it is in pristine shape.
Fallbrook	\$545,000	4 ops. Spacious office space with most specialty procedures being referred out including all ortho. Recently remodeled with new paint and flooring. Seller owns real estate and offers future purchase options.

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11/21

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Practices for Sale

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Private General Practice - Dr retiring 3 operatories grosses over \$300,000/yr on 3 ½ days/week - digital xrays, and computer system - Rent only \$3,000/month

Mission Viejo

Private General Practice - one doctor office grosses over \$850,000/yr on 3 days/week - 4 operatories in 1200 sq ft in strip shopping center - huge net of over \$500,000 - insurance, cash, and some Denticall

Poway (and/or San Diego)

General practice for sale with some Ortho - 2 GP operatories and 3 ortho operatories - Dr. retiring after 35 years - good 2nd practice or for a new grad - Grosses \$220,000 net \$150,000 - can be purchase with or without San Diego

San Diego

Private General Practice in Del Mar Heights area - Dr retiring after 31 years in this location - grosses \$900,000/yr on 4 days/week - all private insurance and cash - endo, surgery, ortho, implants referred out

Newport Beach

Premier Esthetic General Practice - Dr retiring after 41 years - 6 operatories in 2000 sq ft - grosses over \$1,600,000/yr on 4 days/week - 9 days hygiene/week - Dr prefers procelain inlays/onlays on most teeth - will stay as an Associate - great match for Prosthodontist who likes esthetic dentistry -

Desert Hot Springs

Private General Practice - a hidden gem practice - 3 ops in 1500 sq ft stand alone building - digital xrays and Panorex - grosses over \$500,000/yr on 4 days/week - very low overhead with high net profit - building also available to buy

San Diego (and/or Poway)

2 GP operatories and 3 ortho operatories - Dr. retiring after 35 years - good secondary practice or good for a new grad - Grosses \$250,000 but net income of \$120,000 - can be purchase with or without Poway office



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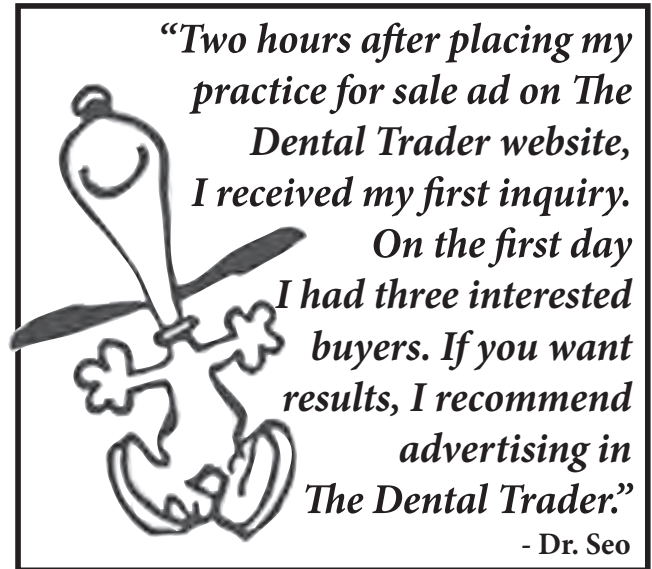
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When it Comes to the Sale

DENTAL PRACTICES FOR SALE

DENTAL PRACTICES FOR SALE: Burbank, Encino, Hesperia-Victorville, Huntington Beach, La Canada, Lompoc, Los Angeles, Moorpark, Oxnard, Santa Clarita, Santa Maria, Sherman Oaks, Simi Valley and Upland.

LA CANADA GENERAL PRACTICE FOR SALE: Extremely profitable practice with even greater potential. The practice has consistently collected \$950,000 per year for the past three years and will collect over \$1.1 million this year. The net income averages over \$400,000 per year and will be even greater this year. Seller works four days per week and has ten days of hygiene coverage per week. Hygiene, exams and x-rays accounts for more than 46% of the practice production. Seller refers all endo, all oral surgery and all perio. The seller does no advertising or marketing. No evenings, weekends, HMO or Denti-Cal. The practice averages over ten new patients per month. Five equipped operatories. Computerized with EagleSoft software, digital x-rays and panoramic x-ray. Asking \$815,000.

BURBANK GENERAL PRACTICE FOR SALE: Located in a freestanding building on a corner lot. This practice has a very long history of strong production. Current collections are over \$1.9 million with a net income over \$700,000 per year. Seller works five days per week with seven days of hygiene per week. Seller refers all endo, all oral surgery and all perio. The practice has seven equipped operatories. Computerized with Dentrix software and digital x-rays. Asking \$1,650,000.

SANTA BARBARA COUNTY GENERAL PRACTICE FOR SALE: MAJOR PRICE REDUCTION! The practice is in Lompoc, which is a great family-oriented community in coastal Santa Barbara County. This practice has 40 years of goodwill in the town. The office collects an average of \$700,000 per year with an average net income of \$210,000 per year. Seller works three days per week but there are seven days of hygiene per week, completing over 50 hygiene appointments a week. Hygiene, exams and x-rays accounts for over 46% of the practice production. Seller refers all endo, all oral surgery, all perio and all ortho. Four equipped operatories with digital x-rays and Dentrix software. The office condo can be leased or purchased from the seller. Asking \$250,000.

UPLAND GENERAL PRACTICE AND OFFICE CONDO FOR SALE: Practice has been established since 1953 and with the current owner for 33 years. Seller works two days per week with two days of hygiene coverage. Practice collects an average of \$350,000 per year. Seller refers all endo, all oral surgery, all ortho and all perio surgery and does not do dentures or veneers. Lots of potential for income growth. The office condo is also for sale at \$505,000. The office is 1,166 square feet with three equipped operatories plus a fourth that is plumbed but not equipped. Asking \$110,000 for the practice and \$505,000 for the condominium.

SHERMAN OAKS GENERAL PRACTICE FOR SALE: Established in 1950, this practice has treated generations of patients from the same family. Practice currently averages \$550,000 per year in collections on four days per week with four days of hygiene coverage. Net income of \$135,000 per year. 44% of the practice production is from hygiene, exams and x-rays. Seller refers all oral surgery, all ortho, difficult endo and all perio surgery. The office has 5 equipped operatories and is computerized with Softdent software and digital x-rays. The practice does no marketing or advertising, does not accept any HMO plans or Denti-Cal and the practice gets 8-9 new patients per month. Seller is retiring. Asking \$350,000. – SOLD AT FULL PRICE

CENTRAL COAST ENDODONTIC PRACTICE FOR SALE: Twenty plus years of goodwill. Located in a professional building, the practice collects \$550,000 plus per year with a net income of \$350,000 per year on three and a half days per week. Strong referral base with 22 general dentists referring at least ten (10) patients per year. The practice averages 45 new patients per month. The office has four equipped operatories with full computerization, digital x-rays, Global microscope and CBCT scanner. Seller is retiring. Asking \$350,000.

BAKERSFIELD GENERAL PRACTICE FOR SALE: Well established family practice has consistently collected \$760,000 plus for the last five years with a net income of \$210,000 plus each year. Seller works four days per week. Hygiene has 60 plus hygiene recall patients per week. Seller refers all implant placement, most oral surgery, all perio surgery, all ortho and difficult endo. The office has four equipped operatories plus two additional operatories that are plumbed but not currently equipped. The office is computerized with Eaglesoft software and digital x-rays. The practice does no advertising, does not accept Denti-Cal or HMO plans. Motivated! Asking \$400,000. - SOLD

SANTA CLARITA FEE FOR SERVICE PRACTICE FOR SALE: 36 years of goodwill in the same location. Seller is retiring. Practice collects just over \$1,000,000 per year with an average net income of \$480,000/year. Seller works 4 days per week and has 4 days of hygiene per week. Seller refers all ortho, molar extractions, implant placement, all perio and all pedo. The office has 3 equipped operatories plus one additional operator that is plumbed but not equipped. No advertising, no Denti-Cal, no HMO and not in-network with any PPO plans. Asking \$625,000.-SOLD AT FULL PRICE

HUNTINGTON BEACH FEE FOR SERVICE GENERAL PRACTICE FOR SALE: Historically, the practice has collected between \$1.55-1.6M per year with a net income in excess of \$700,000. In 2020, the collections were \$1,340,000 with a net income in excess of \$600,000. Collections for this year are back to pre-COVID levels. Seller works five days a week and has double hygiene every day. The office has 5 equipped operatories and is fully computerized with digital x-rays, panoramic and Picasso laser. The seller is a Delta Premier only provider. Seller is retiring. Asking \$1,250,000. - SOLD AT FULL PRICE

HIGH DESERT-VICTORVILLE-HESPERIA GENERAL PRACTICE FOR SALE: Growing practice with great reviews. Seller works forty hours a week and has ten full days of hygiene per week. Practice collected \$950,000 in 2019 and \$979,000 in 2020 despite COVID! Net income was \$428,000. Seller refers perio, endo, third molar extractions and ortho. 55+% of the practice production is from hygiene, exams and x-rays. Very stable and deep patient base. The office has four equipped operatories with digital x-rays, digital panoramic and Dentrix software in a free-standing building. The building is available for \$450,000. Asking \$500,000 for the practice. – BUILDING AND PRACTICE SOLD AT FULL PRICE



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Practices in highly desirable areas (and no, not every area is considered equally desirable by buyers), with a lot of referred work, a strong hygiene program, a relatively underserved area (not ten dentists in the same building), and a practice that has the expectation of upside potential have greater "perceived value". Practices in less desirable areas (your spouse is not willing to live near there), with a seller placing implants and doing all specialty work, with minimal hygiene (suggests that patients are not being retained), in a competitive environment and the buyer cannot envision how he/she can produce more given the patient population and the seller's skill set have minimal "perceived value".

It is absolutely no coincidence that those practices that are successfully being sold can be a) financed by a bank and b) have high "perceived value". If you expect to successfully sell your dental practice, it must be financeable and have inherent "perceived value" or you will have to reduce your sale price accordingly.

For the facts, and not the hype (I do not want your listing if it cannot be sold) call Kurt Skarin with Lee Skarin and Associates at **805-777-7707**.



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Hendrick Gonzalez, DDS - 9/25/18

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

Ari Rosenblatt, DDS, DMD

Dr. Maddox is a consummate professional. From our first discussion, I had the feeling that he was prepared for anything. He mentioned that every transaction is unique and will have its own twists and turns. He emphasized that the sales contract will address most if not all of these unpredictable events. Our sale went sideways at the 11th hour. Lee talked me off the ledge and was able to restructure the deal (at no additional cost) and eventually closed. I would recommend Dr. Maddox's services to anyone in the position of buying or selling a practice.

Dr. Jeff Javelet



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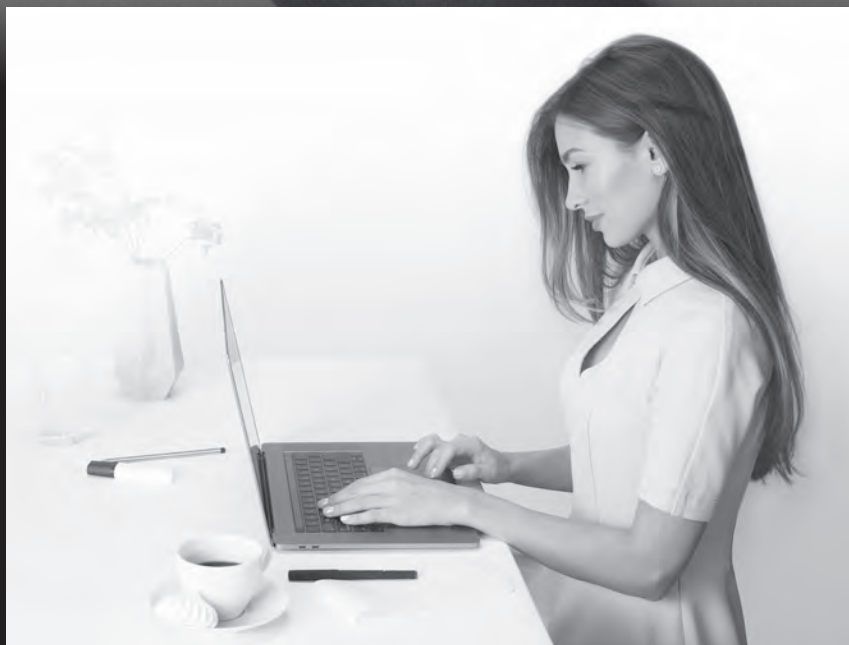
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PALMDALE – Price Reduced!! Established in the 1960's, this practice is located in a 2 story building. Seller is currently working 3 days/wk with 4 days/wk of hygiene. Sees approximately 10-11 new patients/mo. PPO and Cash Only. 100% patient referral. Consists of 5 equipped operatories with DentMax software. **Projecting \$496K for 2021. Currently averaging \$41K/mo.** Contact your CPS Broker for more information. **Property # 5360.**

PALM DESERT - General practice established circa 1992 is located in a 2 story professional building. Icon in the community. The practice consists of 7 equipped operatories in an approximate 2,500 sq. ft. suite. Computerized with Easy Dental software and digital x-ray. PPO / Cash / Some HMO. 100% patient referral. **Projecting \$1.6M for 2021. Projected buyer's net of \$487K.** Sellers work 1 day each with GP Associate 3 days/wk, Endo and O.S. 1x/mo. Please contact your CPS Broker for more details. **Property ID #5372.**

WESTLAKE VILLAGE – General practice with 5 equipped operatories in a 2 story professional building. **Projecting \$739K for 2021.** PPO and Cash Only. Seller sees approximately 10 new patients per month. Practice is only open 2.5 days/wk. Seller has another practice he will be focusing on. Please contact your CPS Broker for more information. **Property ID #5376.**

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- 4 equipped operatories
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- Practice Web Software

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THOUSAND OAKS - General Practice with 40 years of goodwill located in one story building. The practice consists of 4 equipped Ops in a 1,650 sq. ft. suite. **Pre-Covid grossed \$723K in 2019 and Projecting \$764K for 2021. Projected Buyer's Net of \$234K.** PPO & Cash only. **Averaging \$66K per month.** Please contact your CPS Broker for more information. **Property ID #5349.**

LOS ANGELES COUNTY LISTINGS

BEVERLY HILLS - **Price reduced!! Leasehold Improvements and Equipment Only!** Located in a Class A multi-story professional building with above ground, below ground and valet parking. Beautiful office with 3 equipped operatories with great views to the city. On a major street of Beverly Hills. Next to residential and retail area. Fair rent for the location. Great opportunity. Seller is relocating. Please contact your CPS Broker for more information. **Property #5345.**

CANOGA PARK - **Leasehold Improvements & Equipment Only** - The Sellers demonstrate their flexibility for a timely transaction by gifting the patient charts to whoever buys the leaseholds improvements & equipment or are open to selling the patients' charts only. Our practice has high visibility with a corner location in a very diverse neighborhood in the San Fernando Valley region of Los Angeles. The practice has been an icon in the community for over 26 years and has been associate run. Surrounded by retail, restaurants, and heavy traffic patterns making parking a premium for the area, the practice has its own private parking lot. Take advantage of the heavy traffic flow and nearby residential area, both of which provide excellent foot traffic. This traffic is captured by the new great signage not represented in the virtual tour or practice photos. Since covid, the practice has been available for two days per week. Please contact your CPS Agent for more information. **Property ID # 5241.**

EAST LOS ANGELES - Beautiful remodeled general practice located in a one story corner front retail building. Absentee owner. This practice has approximately 50 years of goodwill. The office consists of 6 eq. ops and digital x-ray with Eaglesoft software. GP Associate sees approx. 8-12 patients/day with 1 day/month of Ortho and Implant. **Projecting \$612K for 2021. Projected Buyer's Net of \$280K.** Reasonable rent for the area. Please contact your CPS Broker for more information. **Property #5365.**

GRANADA HILLS (GP) - With almost 50 years of goodwill to offer, the practice has been at this location since 1970. The practice has seen three generations of patients! The Seller has finally decided to retire after many years of success to focus on his other business ventures. The office consists of 3 equipped operatories in an approximate 1,200 sq. ft. suite. Granada Hills is a highly diverse and high-income neighborhood. **Currently averaging \$25K/mo.** The landlord is offering a very competitive lease for the area to further assist in the Buyer's success. Please contact your CPS Broker for more details. **Property ID #5276.**

HACIENDA HEIGHTS - General practice with over 40 years of goodwill is located in a medical professional building on the first floor and the first doctor's office you encounter walking through the main entrance. Lease is all-inclusive. The practice consists of 5 equipped operatories with Eaglesoft software and digital x-ray. The seller is currently working 4 days/wk with associate 1x/mo. See approximately 10-15 new patients/mo. 100% patient referral. **Grossed \$619K in 2020-2021.** Please contact your CPS Broker for more information. **Property #5361.**

HUNTINGTON PARK - **Real Estate or Lease Option with Leasehold Improvements!** This office is located on the first floor of a two story free standing building. Corner location with great foot traffic and street visibility. The new built-out office has 6 equipped operatories and 4 plumbed not equipped. This practice has been an icon in the community since 1964. The second floor has 8 rental units that are being completely rebuilt. Has large gated parking lot. Please contact your CPS Broker for more details. **Property ID #5368.**

LAWNDALE (GP) - Long established General practice with 8 equipped operatories located in a single free-standing building. 100% Patient Referral. Seller works 1.5 days/wk with Associate 2 days/wk and 4 days/wk of hygiene. See approximately 16-20 new patients/mo. Cash/PPO/Some Denti-cal. **Projecting \$694K for 2021. The practice is currently averaging \$57K/mo. Please contact your CPS Broker for more details. Property ID #5347.**

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Juana Dominguez
Executive Administrator

LONG BEACH – General practice with approximately 60 years of Goodwill. This practice is located a two story medical dental plaza conveniently located right off the 405 freeway. Corner location with heavy traffic flow. Has reasonable rent for the area. The seller is currently working 4 days/wk with 4 days/wk of hygiene. Seeing approximately 16-20 new patients/mo. Cash/PPO/Capitation/Some Denti-cal. Practice consists of 3 equipped operatories in an approximately 932 sq. ft. suite. Computerized with Practice Web software. **Pre-Covid grossed \$373K in 2019.** The Seller is retiring. Great opportunity. Please contact your CPS Broker for more details. **Property ID #5303.**

PALMDALE – **Price Reduced!!** Established in the 1960's, this practice is located in a 2 story building. Seller is currently working 3 days/wk with 4 days/wk of hygiene. Sees approximately 10-11 new patients/mo. PPO and Cash Only. 100% patient referral. Consists of 5 equipped operatories with DentMax software. **Projecting \$496K for 2021. Currently averaging \$41K/mo.** Contact your CPS Broker for more information. **Property # 5360.**

TORRANCE – **Orthodontic** practice located in a 3 story medical dental building with 5 chairs in an open bay area on a 1,737 sq. ft. suite. Seller sees approx. 7-8 new starts per month. PPO & Cash Only. **Projecting \$366K for 2021.** Seller moving out of state. Please contact your CPS Broker for more details. **Property ID #5377**

VALENCIA – Successful, established and profitable customized general practice located in desirable Valencia, CA. Impressive office features 5 equipped operatories with Eaglesoft software in a generous 1,000 sq. ft. office with views of the golf course. Located in a large modern medical building on a high traffic area. Seller is currently working 4 days/wk with 4 days/wk of hygiene. Sees an average of 8 patients/day. Delta Premier and Cash Only. The prospect for growth is exceptional with four major residential developments under construction. **Projecting approximately \$1.1M for 2021. Buyer's net of \$628K. Currently averaging approximately \$92K/mo.** Beautiful office with 36 years of goodwill. Please contact your CPS Broker for more details. **Property # 5337.**

WESTLAKE VILLAGE – General practice with 5 equipped operatories in a 2 story professional building. **Projecting \$739K for 2021.** PPO and Cash Only. Seller sees approximately 10 new patients per month. Practice is only open 2.5 days/wk. Seller has another practice he will be focusing on. Please contact your CPS Broker for more information. **Property ID #5376.**

WILMINGTON Price reduced!! - General Practice with 27 years of goodwill. Located in a free-standing building with 2 tenants. Reasonable rent for the area. Seller currently works 4 days/wk with 1 day/month of Ortho. Sees approximately 10 new patients/mo. Cash/PPO/Denti-cal. 100% patient referral. Equipped with 4 operatories and 2 plumbed not equipped in an approximately 1,300 sq. ft. suite. Please contact your CPS Broker for more information. **Property ID #5334.**

WOODLAND HILLS – **Pedo** practice with 31 years of goodwill. This office is located in one story corner building with great street visibility. Has excellent signage. Next to residential area and retail store. The practice consists of 3 equipped operatories in an approximate 871 sq. ft. suite. Seller is currently working 4 days/wk and sees approximately 12-15 patients/days and 25 new patients/mo. Denti-cal/Cash/PPO. **Currently averaging approximately \$34K/mo. Buyer's net of \$185K.** Great opportunity. Please contact your CPS Broker for more information. **Property ID #5341.**

ORANGE COUNTY LISTINGS

ANAHEIM (Leasehold Improvements and Equipment + Real Estate) - The dental suite is located in a single-story medical complex consisting of multiple buildings. There is plenty of private parking, and our condo has wheelchair access. Additionally, it is the first building with street visibility and positioned in the corner of that building. It's conveniently located off the freeway. This practice consists of 4 equipped operatories in a 1,174 square foot suite. The practice is plumbed for nitrous and oxygen, though the current Seller has never used it. Some patient charts and records included but not guaranteed. Please contact your California Practice Sales Broker to schedule a visit to the office before this rare opportunity to own your real estate is gone. **Property ID #5364.**

BREA - Leasehold Improvements and Equipment Only! This practice is located right off freeway on a major street of Brea. Has great signage. The office consists of 4 equipped operatories with digital x-ray on the first floor of a 2 story professional building. Reasonable rent for the area. Some patient charts and records included but not guaranteed. Please contact your CPS Broker for more information. **Property ID #5356.**

BREA – Well established general practice located one story professional building w/ 5 equipped operatories in a 2,088 sq. ft. office. On a major street of the city. Seller works 1 day/wk with 3 Associates 1 day/wk each. Sees approximately 25-27 new patients/mo. Does minimal advertising. Income source is Cash/PPO/Some Cap. It's computerized with Dentrix software and XDR X-ray. **Projecting \$547K for 2021. Projected Buyer's net of \$176K.** Beautiful build out. **Property ID #5362.**



Fred Vuittonet, V.P.
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CORONA DEL MAR – Well established General Practice located in a single story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq. ft. suite. It's computerized with Dentrax software and has digital X-ray. Retiring seller is currently working 4 days per week, O.S. 2x per month and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **Projecting \$884K for 2021. Currently averaging \$73K/mo.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. Please contact your CPS Broker for more details. **Property ID #5285.**

IRVINE - General Practice + Specialty established in 2011 located 3 story building. Seller is currently working 2 days/wk with GP 5 days/wk, Hygienist 2 days/wk and Specialists 1x/mo. The office sees approximately 55 new patients/mo. This practice consists of 4 equipped operatories with Digital X-ray and Dentrax software. **Pre-Covid grossed \$1.1M in 2019 and projecting \$1.4M for 2021. Averaging \$119K/mo. Projected Buyer's net of \$359K.** Please contact your CPS Broker for more information. **Property ID #5352.**

(Multiple Offers Pending) IRVINE – PEDO/ORTHO practice located in a two story retail shopping center surrounded by new homes developments. Established in 2008. The office consists of 6 chairs in open bay with 4 equipped operatories and 1 plumbed not equipped in a approx. 2,800 sq. ft. suite. Seller works 4 days with 2 days/wk of Ortho. Sees approx. 80-85 new patients/mo. **Projecting \$1.9M for 2021.** Please contact your CPS Broker more details. **Property ID #5367.**

IRVINE – Leasehold Improvements & Equipment Only! General practice is located in a 3 story medical building. Parking on 1st floor. This office consists of 3 equipped operatories in an approx. 1,100 sq. ft. suite. The whole office is handicap accessible. Has reasonable rent for the area. Please contact your CPS Broker for more details. **Property ID #5371.**

LAGUNA HILLS (Turn-Key) – Beautiful well laid out practice on a incredible shopping center. Established in 2003 this practice has 4 equipped operatories in a 1,200 sq. ft. suite. Seller is currently inly working 2 days/wk and sees an average of 20 patients/day. Does some advertising. **Projecting \$350K for 2021.** Seller will be focusing in primary office. Please contact your CPS Broker for more details. **Property ID #5290.**

SANTA ANA – Established in 2003 this multi-specialty office is located in a 2 story professional building. The practice consists of 5 equipped operatories with Open Dental software. **Pre-Covid grossed \$1.4M in 2019 and projecting \$1.2M. Projected Buyer's Net of \$454K. Currently averaging approximately \$100K/mo.** Please contact your CPS Broker for more information. **Property ID #5351.**

TUSTIN – Beautiful General Practice located in a 2 story medical and dental building between the 5 and 55 freeway. This practice offers 15 years of goodwill. The office consists of 4 equipped operatories with 3 Pan-Ceph and Dentio software. Retiring Seller is currently working 3 days/wk with 2 days/wk of hygiene. Sees approximately 20 patients/day. PPO/Cash/HMO/Minor Denti-cal. 100% patient referral. **Currently averaging approximately \$40K/mo.** Renodeled in late 2018. Great practice. Please contact your CPS Broker for more information. **Property ID #5354.**

RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

APPLE VALLEY (Turn-Key) – Established in 1989, this GP is located in a single story building. Currently working 3 days/wk and sees approximately 8-16 patients/day. PPO and Cash only. The office consists of 3 equipped operatories. 100% patient referral. **Projecting \$331K for 2021. Property ID 5342.**

DESERT HOT SPRINGS (GP + REAL ESTATE) – Located in a free standing building with private parking lot and frontage. excellent street visibility. This practice consists of 4 equipped operatories and 1 plumbed not equipped. Computerized with Open Dental software and digital X-ray. Does minimal advertising. Established in 1986 and 23 years at this location. **Projecting \$794K for 2021. Projected Buyer's Net of \$195K. Currently averaging \$65K/mo.** Great practice opportunity to own the practice and building. Please contact your CPS Broker for more information. **Property ID #5340.**

FONTANA (GP + Real Estate) – Established in 1967, this general practice is located in a single-story building with great street visibility and heavy traffic flow. Next to a residential area. The seller is currently working 4 days of the week with 3 days/wk of hygiene. PPO & Cash Only. Does minimal advertising. The office consists of 4 equipped operatories, 2 hygiene rooms, and a digital X-ray. **Projecting \$809K for 2021. Projected Buyer's net of \$323K.** Please contact your CPS Broker for more information. **Property ID #5375.**

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Transition Coordinator

HEMET / TEMECULA – (COMING SOON)

MURRIETA - General practice with 5 equipped ops., and 2 plumbed not equipped in a 1,850 sq. ft. suite. Located in a two story building. Established in 2004. Seller works 4 days/wk with Associate 2 days/wk and 5 days/wk of hygiene. Sees approximately 20-40 new patients/mo. PPO and Cash Only! Does minimal advertising. **Projecting \$981K for 2021. Please contact your CPS Broker for more information. Property ID #5366.**

PALM DESERT - General practice established circa 1992 is located in a 2 story professional building. Icon in the community. The practice consists of 7 equipped operatories in an approximate 2,500 sq. ft. suite. Computerized with Easy Dental software and digital x-ray. PPO / Cash / Some HMO. 100% patient referral. **Projecting \$1.6M for 2021. Projected buyer's net of \$487K.** Sellers work 1 day each with GP Associate 3 days/wk, Endo and O.S. 1x/mo. Please contact your CPS Broker for more details. **Property ID #5372.**

UPLAND – This General Practice has over 13 years of goodwill to offer and it's located in an 11 unit shopping plaza. The office consists of 3 equipped operatories with Open Dental software and digital x-ray. In an approximate 1,950 sq. ft. suite. Seller is currently working 4 days/wk and sees approximately 25-30 new patients/mo. Does minimal advertising. **Pre-Covid grossed \$978K in 2019. Buyer's net of \$280K.** Please contact your CPS Broker for more details. **Property ID #5343.**

SAN DIEGO COUNTY LISTINGS

SAN DIEGO – This luxurious GP/Specialty office is located in downtown San Diego on the first floor of a Retail/Restaurant loft with Professional Suites with heavy foot traffic. Has private parking on the building and lease includes 4 spaces. State-of-the-art practice consists 4 equipped operatories and 1 plumbed not equipped with 3DPanorex and in-house lab to keep overhead cost down. The office sees approximately 50-70 new patients per month. PPO & Cash only. Offers 17 years of goodwill. Patient referral and minimal advertising. **Projecting \$2.3M for 2021. Projected Buyer's Net of \$935K.** Excellent practice. Please contact your CPS Broker for more information. **Property ID #5332.**

SAN DIEGO – Fee for service General practice with 4 equipped operatories is located in a corner single story indoor/outdoor shopping mall with apartments above. Retiring seller is currently working 3 days per week and sees approximately 10-12 patients per day. **Projecting approx. \$849K for 2021. Net of \$262K.** Currently averaging approximately \$70K/mo. Please contact your CPS Broker for more information. **Property ID #5348.**

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18 years in business

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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 nice neighborhood 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 30 ops equipped. Easy expansion to next level. 2019 GR \$809K. 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/>

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 Dentrix 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 \$1,050,000. 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 Dentrix 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/>

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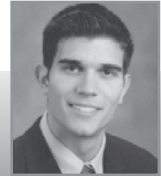
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13 years in business

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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, IO, and ScanX. Modern and beautiful office with 30 year-over-year collections. Highly desirable area of San Diego. 2019 GR \$881K. #CA1601- Russell Okihara - 619-694-7077

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, Dentrax, 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. 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. 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

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. Net 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/>

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/>

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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 Pano Camera. 4 Hyg days/wk is 31% of production. Most specialties referred. 2019 GR \$725K and 2020 Production \$781K on 32 hrs./wk. Seller can work back after sale. #CA2465- Jay Harter - 916-812-0500

GREATER SONORA AREA - Great rural lifestyle with a solid GP practice & stand-alone Dental Office Building available in beautiful hilltop setting. 37+ years Goodwill in stable community. 5 Ops, Dentrax, intra-oral camera, pano x-ray. Only accepting NP if family/friends of existing patients (5 NP/mo. in 2019), 6 hyg. days/wk. and Dr. schedule is booked ~3 weeks in advance. Room for growth with specialties. 2019 GR \$698K on 30 hour work week. Building also available for purchase, with "shell" space to build out for possible additional tenant income. #CA1713- Jay Harter 916-812-0500 <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 XLine Software with workstations throughout. Newly installed HVAC System and updated flooring throughout. 3 year 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. Op with a 6th plumbed), 2 Intra-Oral Cameras, 2 X-ray 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

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

PLEASANTON - 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 were \$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/>

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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 sq 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 general practice which boasts a modern design, excellent 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/>

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 Dentrax. 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, Dentrax 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 Dentrax. 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/>

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. #HI1929- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/HI1929/>

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 go-open. Access to 1500 patient records. Open Dental software, laser, x-ray sensors and the ability to use the Delta Dental fee schedule. Desirable location and very affordable rent. #WA2629- Jessica Burbon - 503-332-6462

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The Advanced Dental Startups and Practice Expansion Symposium is a hybrid learning experience where attendees can meet (in person or via zoom) dental business leaders in financing, business systems, equipment, real estate, design, marketing and IT.

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.

RANCHO CUCAMONGA PRACTICE FOR SALE – 3 ops grosses over \$300,000/yr on 3 days/week – digital xrays and computer – Dr. retiring -private insurance and cash – refers out ortho, surgery, implants - Thomas & Fees Practice Sales (714) 544-4341

KEEP ENDO & SURGERY IN-HOUSE Experienced, quality SoCal USC GP will come to you with everything needed Molar9Q@gmail.com

PALM DESERT – GP w/ 30 yrs gdwill in 2 story bldg. Projecting \$1.6M for 2021. California Practice Sales, Inc. Phone: 714-639-2775

Nearly 4 decades of Experience. Your Dental Practice Broker, Lou Bermudez 818-999-9595

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

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

Endo, Ortho, GP Needed for Office in LA. Info@ShafaaCenter.com, 323-879-9889

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.

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

For Rent: 1700ft2 Dental Office Space Next to California State University San Bernardino in a busy shopping center. Call John at 909-709-8889.

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LOS ANGELES/VENTURA/KERN COUNTY

BEVERLY HILLS

3 eq. ops. in a 750 sq. ft., efficient, beautifully designed, digital suite located in a 4 story professional building adjacent to Beverly Hills & West Hollywood. **Rent is \$2,900/month** and includes parking and utilities. Large windows with nice views. **100% CASH PRACTICE.** Patients accept suggested treatment plans. The practice is open 2 days a week and has the potential to be open more. **Collected \$469,634 in 2019 and \$335,015 in 2020. \$287,000!**

GLENDAL - NEW LISTING

3 eq. ops. in a 1,200 sq. ft. suite located in a two story, mixed use, **busy shopping center.** Established as a dental practice for ~25 years. Rent is \$5,400/month and includes parking. Nicely designed suite. Leasehold Improvements & Equipment Only

HACIENDA HEIGHTS - UNDER OFFER, BACK UP OFFERS ENCOURAGED

3 eq. ops. and 1 plumbed not eq. op. in a 1,100 sq. ft. suite located in a two story, professional building on the corner of two very busy streets. Rent is very reasonable at \$3,000/mo. **60+ Years of Goodwill. Retiring Seller** that currently works 2.5 days a week w/ 2-3 days a week of hygiene. **High pride of ownership. Projecting \$316,062 for 2021. \$150,000!**

LA MIRADA

5 eq. ops. in a 1,365 sq. ft. suite located in a professional building on one of the busiest streets in the area. **Retiring seller** that currently works 4 days a week. Low Overhead; Rent is \$2,878/month and includes utilities. 17+ Years of Goodwill. **Stable practice** that does not have any advertising in place. Collected \$238,169 in 2019, \$228,710 in 2020, and is Projecting \$241,566 for 2021. **\$182,500**

LANCASTER - NEW LISTING

4 eq. ops. in a 1,470 sq. ft. suite located in a busy, single story, strip center with excellent visibility and signage. **24 Yrs of Community Goodwill.** Rent is only \$2,542/month - **Low Overhead!** Solid Patient Base. Projecting \$365,548 for 2021. **\$269,500**

LONG BEACH PEDO - NEW LISTING

Unique opportunity to buy into a 1/3 pediatric dental partnership of a highly reputable pediatric & orthodontic dental practice. The opportunity is for the pediatric dentists' interest in the partnership. Board Eligible or Board certified is preferred. Potential buyer must have clinical competency, management experience, and a strong financial position.

LOS ANGELES (90022) - NEW LISTING

4 eq. ops. in a 1,320 sq. ft. suite located in a single story, professional building convenient to the **60 freeway.** Established as a dental practice for 45 years. **Rent is only \$1,326/month. Retiring Seller** is an Endo but the practice has GP charts (included but not guaranteed). The practice has been closed since February 2020 due to covid. Office Manager and patients are ready to get back to the practice. **\$79,000!**

LOS ANGELES (90048)

3 eq. treatment rooms & 1 plumbed not eq. treatment room in a **1,000 sq. ft. suite with beautiful 11th floor views.** Bright, clean, well designed office. **Lease is negotiable at \$3,787/mo** and includes utilities. **51 Years of Community Goodwill.** Solid, Established Patient Base. State of the Art Suite with Dentrix G7 Software, Digital Xray, and Intra Oral Camera. **52% PPO and 48% Cash Practice.** Collected \$602,236 in 2019, \$470,691 in 2020 and Projecting ~\$590,517 for 2021.

MARINA DEL REY - NEW LISTING

4 eq. ops. in a 1,250 sq. ft. suite located in a two story, professional building with excellent visibility on a main street in the heart of Marina Del Rey. **Location established as a Dental Practice since 1994.** Rent is \$5,891/month. Leasehold Improvements and Equipment Only



Paul

Ellen

Greg

Greg Beamer, Dental Broker

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Paul Yuan

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Ellen Wood

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SANTA CLARITA - NEW LISTING

3 eq. ops. & 2 plumbed not eq. ops. in a 1,700 sq. ft. suite located in a two story, mixed use, community established, busy, strip center convenient to area transit, 5 and 14 freeways. Rent is \$4,500/month and includes utilities. Open Dental Software and **equipment that averages under 5 years old.** Seller currently works 2 days a week but would like to move out of the area. **Practice would grow exponentially with more Doctor days and a little advertising.** Projecting \$204,380 for 2021 on a very minimal schedule.

TORRANCE

This is one of those "finds" in one of the prime areas of Los Angeles county. 6 eq. ops. & 1 plumbed not eq. op. in a high producing, efficiently designed, 2,300 sq. ft. suite located in a single story, freestanding building with a large parking lot. Great visibility and just a couple of blocks off the 405 freeway. 15 Years of Community Goodwill. Provider for the Longshoreman's Union. Primarily HMO and CAP. Retiring Seller. Qualified staff in place. Solid, consistent, collection history of \$1.2M+.

TORRANCE GP & REAL ESTATE

7 eq. ops. in a 2,500 sq. ft. suite that offers charm and character. Great visibility, signage and curb appeal. **50+ Years of Community Goodwill.** Dentrux Software, Intra Oral Camera, Digital Xray, Hard/Soft Tissue Laser, and more... Long term staff in place that will assist with transitioning. **Retiring Seller.** Amazing growth potential!

WALNUT - NEW LISTING

8 eq. ops. in a state of the art, 4,000 sq. ft. suite located in a single story, mixed use, busy center convenient to the 57 and 60 freeways. The minute you walk in this practice you will see the **attention to detail** from the flooring to the tray ceilings. **Practice has a UV sterilization system, 3 ops were recently remodeled, Pano, Microscope, and more.** A must see to fully appreciate! Leasehold Improvements and Equipment Only.

SAN BERNARDINO COUNTY**RANCHO CUCAMONGA**

Seller was so successful at this busy location that he outgrew the space and needs to relocate. **3 eq. ops. in a 1,100 sq. ft. suite** located in a frequented, single story, **strip center off historic route 66.** Established as a Dental practice since 2018. **Rent is ~\$3,600/month** and the landlord is easy to work with. Dentrux Software, Digital Xray, Chairs that are ~1.5 years old, Deliveries, Compressor/ Vacuum, and more stays. Leasehold Improvements & Equipment Only

REDLANDS - NEW LISTING

7 eq. ops. in a 2,200 sq. ft., recently remodeled suite located in a single story building with excellent exposure and signage. Rent is \$3,000/month. 13 Years of Community Goodwill. Attracting on average 45 new patients/month. Dentrux Software, Digital Xray, Intra Oral Camera, and equipment that shows pride of ownership. Solid staff that will aid in transitioning to a new owner. **Projecting \$863,683 for 2021!**

SAN BERNARDINO - UNDER OFFER, BACK UP OFFERS ENCOURAGED

4 eq. ops. in a 1,500 sq. ft. suite located in a community established Medical building on the corner of two busy streets convenient to the 10 freeway. 37 Years of Goodwill. **Retiring seller** currently works 3.5 days/week. **Low Overhead!** Collected \$324,258 in 2019, ~\$275,000 in 2020 and is Projecting ~\$345,323 for 2021. **\$165,000 - Negotiable**

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ORANGE COUNTY

ANAHEIM - UNDER OFFERS

3 eq. ops. & 2 plumbed not eq. ops. in a 1,431 sq. ft. suite located in a single story, medical plaza convenient to the 91 freeway. **Densely populated area.** 27 Years of Community Goodwill. **Retiring Seller** currently works 4 days/week. **PPO/CASH Income Stream.** Dentrux Software, Intra Oral Camera, and Digital Xray. **Suite shows great pride of ownership! Low Overhead.**

HUNTINGTON BEACH - NEW LISTING

4 eq. ops. in a 1,200 sq. ft. suite located in an extremely busy, single story, strip center. **39 Years of Community Goodwill.** Seller has **exclusivity on the lease.** **Retiring Seller** currently works 3 days/week with 3 days/week of hygiene. Long term staff in place. Easy Dental Software, Intra Oral Camera, Digital Xray+ **Projecting \$384,857 for 2021.**

NEWPORT BEACH - UNDER OFFER, BACK UP OFFERS ENCOURAGED

3 eq. ops. in a 1,200 sq. ft., efficiently designed, bright, clean suite located in a two story professional complex close to the beach and all the **amazing amenities that Newport Beach has to offer.** Landlord is easy to work with and the rent is currently **\$2,200/month.** A true must see to appreciate! Leasehold Improvements & Equipment Only.

ORANGE

3 eq. ops., 4 plumbed not eq. ops., and a plumbed open bay that can accommodate 3 chairs in a 2,775 sq. ft. suite located in a single story, free standing building with 12 parking spaces. **Retiring seller** will offer the 1st right of refusal on the building and negotiate a new lease ~\$5,400/month. Suite was remodeled in 2005 and has Open Dental Software, Digital Xray, Intra Oral Camera, and more. Approximately 200 patient charts included but not guaranteed. Untapped potential, Room for growth and would make a great multi-specialty practice!

ORANGE COUNTY FULL SERVICE LAB - NEW LISTING

Unique Opportunity to own a successful Full Service Dental Lab in Orange County. Excellent visibility and location. Well run, established Lab with a stable income stream. Approximately 150 referral sources. **\$500,000**

PLACENTIA - UNDER OFFER, BACK UP OFFERS ENCOURAGED

4 eq. ops. in an immaculate, beautifully designed, 1,905 sq. ft. suite located in a single story, strip center with amazing visibility and monument signage on one of the busiest streets in Orange County. Rent is only \$3,310/month. **35+ Years of Community Goodwill.** Solid, Generational patient base that accepts suggested treatment plans. 5 Star Google and Yelp Reviews. **Retiring Seller** currently works 4 days/week. Collected \$680,684 in 2019, \$564,932 in 2020 (closed 2 mos) and is Projecting \$570,637 for 2021.

SAN CLEMENTE

3 eq. ops. in a spacious suite located in a Medical building convenient to the 5 freeway and local amenities. The suite offers plenty of **natural light and Ocean Views!** Rent is \$4,627/month. 80% Insurance and 20% Cash Income Stream. **Collected ~\$625K in 2019, \$554K in 2020, and is Projecting ~\$687K for 2021.**

YORBA LINDA - UNDER OFFER, BACK UP OFFERS ENCOURAGED

5 eq. ops. & 1 plumbed not eq. op. in a 1,872 sq. ft. suite located in a single story, community established, well maintained building with excellent visibility on a very busy street. Plenty of workspace and storage. **High end, generational practice with a solid patient base that accepts suggested treatment plans.** Knowledgeable staff. **56% PPO & 44% CASH** Income stream. **The practice has a history of collecting \$800,000+ a year.**

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RIVERSIDE COUNTY**SAN JACINTO - \$49,000!**

3 eq. ops. in a 1,266 sq. ft. suite located in a two story professional building on a busy street in the heart of town. **Rent is only \$1,664/month.** Seller started the practice in 2017 but has relocated to Bakersfield. Office is Turn-Key with supplies and has contracts with Cigna Health HMO, DHS, Managed Dental Care, and CDN. Patient Charts Included but not guaranteed. **Seller will consider any reasonable offer.**

TEMECULA

4 ops. in a 1,800 sq. ft. suite located in a two story medical building convenient to the 15 freeway and close to all area amenities. **Beautiful area to live/work.** Rent is \$3,500/month. Digital Suite w/ Eaglesoft, Intra Oral Camera, Picasso Laser, and more. **Retiring seller** that currently works 4 days a week. 19 years of community goodwill. Excellent online reviews. **PPO Insurance/ Cash Income stream.** Solid staff.

Job well done!! -- I ask a lot of questions. I received Greg's name from my son who bought a practice with him. It's a difficult decision to sell your practice. Greg was there for me from the time I decided to list my practice to 2 months later when the sale was final. His experience and expertise in practice sales was definitely a benefit to have with this complicated procedure. He guided me before, during, and after the sale!! Thanks Greg. You're the best. PS. And he answered every question accurately and quickly!!

Dr Paul Stanley - Fontana

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Whittier - 6 Operatories 2100 Sq Ft. Located on the busy strip of Whittier Blvd this office is open only 4 days a week with 1 associate collecting \$500,000. **Practice Price \$500,000 Real Estate Price \$1.5 Million**

Riverside - Hispanic Shopping Center Location, Beautiful office fully digital 4 Ops Grossing \$600,000 annually. Low rent and heavy foot traffic, a must see! **Price \$600,000**

Los Angeles - SHOPPING STRIP LOCATION! Low rent seller on track to collect \$240,000 this year. 4 Ops in a busy shopping center **PRICE: \$165,000**

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North San Diego - Cerec and Fully digital office seller Retiring NET TAKE HOME \$150,000 a year on 3 days a week **PRICE: \$350,000** Cash and PPO Office only!

Inland Empire - 3 Ops / 1020 Sq ft. 21 Years goodwill. Seller only working 4 days a week, Fully digital beautiful office. 2020 Net - \$101,534 / 2020 Gross \$245,534 **PRICE: \$165,000**

Los Angeles - 6 Ops / 3320 Sq Ft. PPO and Cash only office seller works only 2 Days a week. Fully Digital office 10 years goodwill. 2020 Gross **\$431,000 PRICE: \$275,000**

Northern California Listings:

San Francisco - 4 Ops, 2100 Sq Ft, 700,000+ Gross Average. \$13,000 Cap Check! Seller looking to retire or help stay on for 2 - 3 Years. Low Rent, Great Office! **PRICE: \$475,000**

Northern California Listings Continued

Fremont - Facility Only HOT Location with 4 OPS turn key ready to go, fully digital 1200 Sq Ft Low Rent **PRICE: \$120,000**

Fremont - Shopping Center Location, lots of traffic and close to schools! Low Rent - \$2499!! 3 Ops Seller Retiring **PRICE: \$175,000**

Hayward - 4 Operatories 4 X ray Machines state of the art office! Beautifully renovated office, Low Rent - \$3200 + NNN. **Price \$100,000**

Vacaville/Sacramento area - 2020 Gross - \$350,000 During Pandemic and closed 3 months. 2019 Gross - \$390,000. Great dental office fully digital with Seller currently has 2 associates working with them and is looking to retire. 17 years good will Office open 4-5 days a week. **Asking Price: \$300,000**

Central California Listings:

Selma/Fresno - Shopping Center Location! 4 Operatories / 3 Plumbed and Equipped. One X Ray room. Large Digital office 2000 sq ft with low rent \$2587 Including NNN. Doctor only working 4 1/2 days a week. **Asking Price \$200,000**

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- (B) LA near 405 /10 GP/SPECIALIST WANTED JOIN existing PEDO/ORTHO to, form NEW Group Capable to borrow 1.5 million each to join Pedro who now does one million plus to buy a Practice grossing near Two million (who refers out a ton of Specialist work) netting one million, Talented GP would own 2/3 of GP and Speciality other than Pedro/Ortho and Pedro would own 1/3 of general and specialty plus his own Pedro Ortho practice and give his GP patient to GP and moms and dads not referred by outside DDS who must be referred back to referring DDS. The plan is to join two practices grossing near \$3,00,000 Buying 4500 to 6000 sq ft Building with 3 doors one to GP, one to pedo/ortho and one to specialty/Prosthodontics/Endodontist. own 50 50 or if Specialist Prosthodontist/ Implantologist/Endodontist. wants to invest in costly 5 or 6000 sq ft building 1/3, 1/3 1, 3 near to 405 and 10 intersection Rainmaker/ Pedro/Ortho Either wants to own 1/3 to 1/2 of building current interest point .9% first yr; 3% yrs 2 to 10 and if not paid off by then 5% 11 yr to 20 yrs lowest in history. NDA required Financial Statement and Resume, Banking affiliation must give. \$500,000 down collateral by their share of practice Preferred Group members will have an existing practice near 405 and 10 --object to payoff building in 10 years and sell off 2/3 of practice and keep 1/3 until 75 to 80 working 2 to 3 day a week in comfortable Retirement or semi retirement. your ideas welcome CALL TOM FITTERER PPS**
- (C) REDLANDS PRACTICE AND REAL ESTATE** Grossing \$900,000 2.5 days/wk merge candidate for some one that does not like high rent. in Redlands. Modern Beautiful HI Visibility Office can do 2.5 to 3 million with right operator. Requires NDA RESUME Financial Capabilities--Practice room for 2 DDS's with 2 million Goal Real Estate mortgage 3800 plus easy balloon to pay in ten yrs. Best interest in history .9% 1st yr; 3% yrs 2 to 10; 5% - 11 to 20
- (D) TORRANCE Estb 1984 9000 Charts HMO 5000 per month, 70 to 100,000 auto pass popular intersection per day PCH and Hawthorne entrance to Palos Verde 6 ops in Hi Visible Dental Office. Absolutely gorgeous. A marketing Dentists dream location.**
- (E) GP Innovator Gross 1.7 mil. Unusual opportunity for DDS who wants to retire early. Very Conservative, Refers out a lot.**
- (F) GOLD MINE KERN CTY RESORT CITY SHOPPING CTR GR 1.4 PPO refers M-Endo, OS, perio surg, Implants, Denti-Cal, Ortho.**
- (G) OC Orange merger candidate. near Chapman and Tustin St 4 ops low rent, merge or grow PT owner grossing \$400k**
- (I) Banning Retirement Seller does \$250,000 nets \$200,000**
- (L) Pico Rivera, Paramount and Whittier High visibility shopping cntr theater and CVS Pharmacy 4 ops 3 equipped Rent 2900 Gr \$200,000 Cash business, HMO seasoned 20 yrs ave \$4000 per month**

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CULVER CITY ESTB 1950, SELLER 1979, Gr 2019 853K, referred 148 cases incl 55 Endo; 28 perio; 60 OS & Implants five star DDS Merger candidate

KOREATOWN -- RETIREMENT Est 20 yrs 10,000 charts Lo overhead, No Denti-Cal PPO CASH BUS Gr 250,000 wk 5 days FP Only \$150,000.

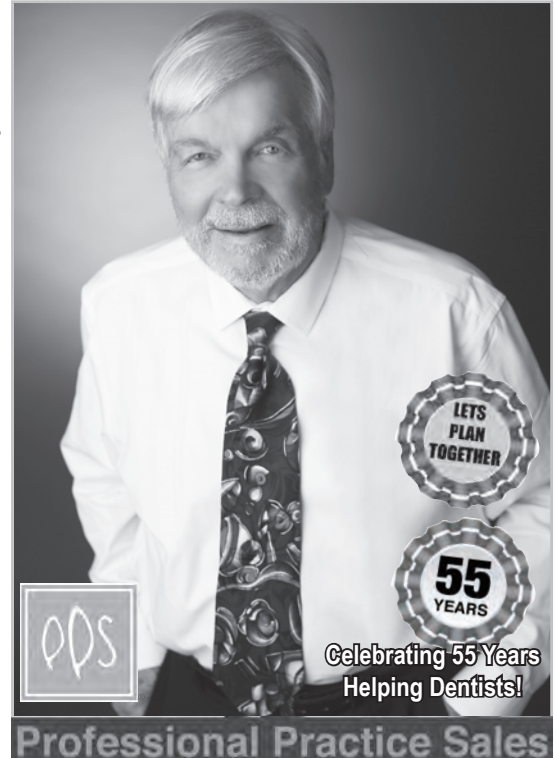
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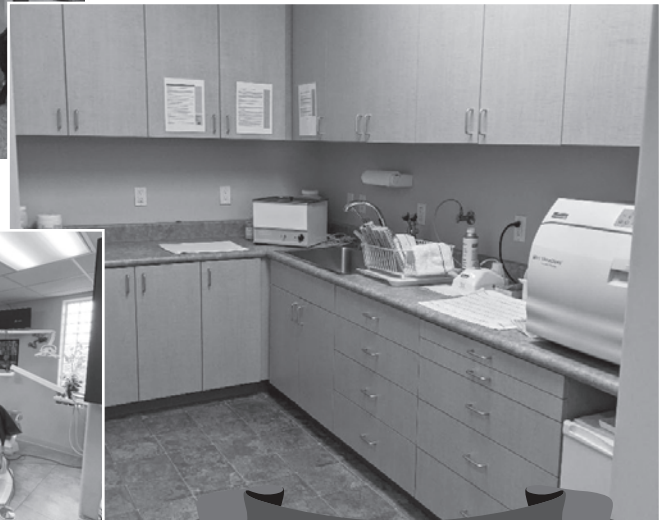
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