

THE Dental Trader

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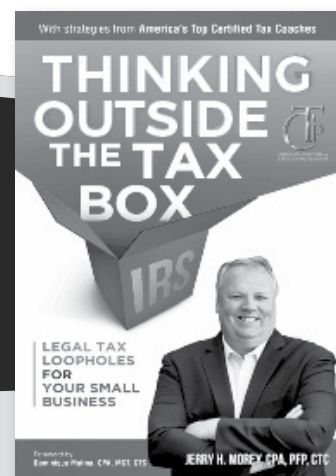
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Periodontist - busy East Bay Perio practice seeking associate for 2-3 days/week; email resume to pocketdepth@gmail.com

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Brand new velscope oral cancer screening bundle located in orange county \$1,000 obo. Contact - imansw@yahoo.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. \$1.0M 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. **Back on the Market**

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. Gross Collect. \$500K+. 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! **NEW**
See description below under **LOS ANGELES COUNTY**

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.

BELLFLOWER – (20) Op Multi-Special pract located on a main thoroughfare, in a free stand bldg. on a shop ctr pad, w excellent exposure, visibility, signage & parking. The pract collected approx. \$2.17M in 2019 & has been slowly but steadily rebounding towards Pre-Pandemic numbers. Cash/PPO only. No HMO & No Denti-Cal. Newer equip, Digital Pano & X-Rays, CEREC, Digital Scanner & Eagle Soft s/w. Admin duties just too much for Seller. He would stay on & do dentistry for Buyer if desired. **NEW**

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**

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.

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. **PENDING**

WOODLAND HILLS - (9) op comput. General/Perio Practice. (5) ops fully eqt'd, (1) fully eqt'd surgery room, & (3) add. plumbed ops. Located in a 2,400 sq. ft. store front, in a very busy shop. ctr., on a main thoroughfare. Excellent exposure, visibility, signage, & parking. Cash/Ins/PPO pt. base. NO HMO & NO Denti-Cal. 2021 Collect. approx. \$1.075M and growing. **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. **PENDING**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

HIGHLAND – (4) op comput G.P. located on a main thoroughfare, in a shop ctr, end cap, with exposure, visibility, signage & parking. 2021 Gross Collections of \$660K+ on a (4) day wk. Cash/PPO/Denti-Cal pts. No HMO. (18) yrs of Goodwill. Digital X-Rays, Newer CBCT, Laser, & Digital Scanner. Assignable sweet heart Lease in place. **NEW**

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**

VENTURA COUNTY

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Los Banos Thriving, modern practice with 6 fully equipped ops in newer stand-alone building. Room for expansion. Annual collections \$1.2 mil, lots of potential for growth. Contact Rod Johnston at 510-633-2697; rod@omni-pg.com. (CAD114)

Elk Grove Established Practice with a great reputation, 4 fully equipped ops, growing collections & customer base. Highly desirable medical building, owned condo. Chris Barbour #2135925 chris@omni-pg.com, 916-792-5038. (CAD124)

CONCORD: Well-established practice w/room for growth by keeping specialty procedures in-house! ~1,118 sf w/3 Ops \$275k (BG-1343) WPS/800-641-4179

Sacramento, CA General Dental Practice for sale in desirable community w/in 35 minutes of downtown. 5 fully equipped operatories. Collections of \$1.1 million & EBITDA \$212,000. 2700 active patients & 70 new patients per month. Learn more, contact PTS: sam@professionaltransition.com or call: 719.694.8320.

NAPA COUNTY GP FOR SALE - 7 Ops, Digital, 7 Hyg Days, Digital Pan. GR \$1.3M+. HSDPT-Gina Miller - 707-391-7048-#CA2912 <http://dentalpracticetransitions.henryschein.com/CA2912/>

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Wanted a Digital Pano Machine in good condition. Preferably in Sacramento area. Please call/text 408-832-9034.

Orthodontist & Dentist Wanted for established San Jose Group Practice. Email Resume to: MISCLL88@yahoo.com for prompt consideration.

Excellent CA Dental Practice Available. Established Elk Grove practice, great reputation, four fully-equipped ops, growing collections, and customer base. Highly-desirable medical building, owned-condo. (CAD124) Contact Chris Barbour, Broker with OMNI Practice Group 916-792-5038 or chris@omni-pg.com

Cadco Alginate II by Kerr Restoratives, gd condition, for an uniform alginate mix, 275.00. e-mail im2near@yahoo.com.

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



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Need associate dentist to work in bakersfield, full time, monday to friday, salary per year \$150,000 to \$200,000, PPO, Denti-cal and cash, email: luismiguelcollazos@yahoo.com

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

PALMDALE - (4) op comput G.P. Mixed Pts. Annual Collect. \$400K to \$450K. Digital x-rays. Seller retiring. D&M Practice Sales (818) 591.1401

ELDORADO HILLS / CAMERON PARK – GREAT PRACTICE 5 OP practice, FAST GROWING AREA revenue of \$710K www.ddsmatch.com 855-546-0044

PALO ALTO Facility: Perfect for a Specialist! Benefit of General Dentist in adjoining suite for built-in referral base! 1102 sf w/4 fully equipped ops! \$85k (DC-1352) WPS/800-641-4179

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

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Marin County, CA Dental Practice: Partnership Opportunity. 6 operatories in a highly desirable community w/in an hour of SF. The practice is a staple of the local community, with the current doctor having cared for patients for 15 years. Collections of \$1.1 million & SDE \$423,000. Over 1500 active patients & 20 new patients per month. Contact Professional Transition Strategies to learn more: sam@professionaltransition.com or 719.694.8320.

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Los Angeles County

Diamond Bar – New Listing!

- 2021 Grossed ~ \$737K
- Long term pt base. All Cash/PPO
- 1 doctor & hygienist. Closed Sat & Sun
- Professional suite. 6 eq. ops.

Gardena - General & Ortho

- Grosses ~\$1.7 M. Absentee owner
- Real Estate sale is negotiable
- All Cash/PPO. No DentiCal. No HMO
- Across from busy strip mall. 7 ops.

Inglewood – Gross ~ \$850K

- Large shopping plaza, 4 eq. ops. + 1
- Accepts all insurances, mostly PPO/CASH. Cap check ~\$4k/month
- Many in house specialists, including orthodontics.

Los Angeles – SOLD!

- General & Ortho Practice
- Gross ~ \$1 M. Mostly PPO/Cash.
- Strip mall. Close to LAX/Inglewood.

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.

Van Nuys: Grosses~ \$390K

- All Cash/PPO. Seller retires.
- Seller does mostly GP work w/ hygienist. Lots of outside referrals.
- Front st. 6 eq. ops. Beautiful office.

Van Nuys: General & Ortho

- Gross ~ \$600K. Accepts most insurances.
- Large retail center. 6 eq. ops.
- Monthly capitation check pays rent
- Does many specialty procedures

Van Nuys: New Listing!

- Gross ~ \$250K. ALL Cash/PPO
- Large strip mall at a corner lot.
- Off Freeway 405, 2 ops. + 1 plumbed
- Reasonable Rent. Potential for growth

South Whittier: New Listing!

- Starter practice with bonus of pts.
- Strip mall, corner lot. Low Rent
- Beautiful office. 5 equipped ops.

Dental Practice Wanted:

We have buyers looking for :

- Practices in Upland & Diamond Bar
- Practices in Orange County Valley
- Practices in Los Angeles County
- Practices in the East Bay Area
- Pediatric Practices

Orange County

Foothill Ranch – SOLD!

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

Mission Viejo – SOLD!

Established Practice & Real Estate

- Grossed ~ \$660K. All PPO/Cash
- Implants, Cerec & Invisalign
- Prominent professional suite. 5 ops.

Santa Ana – New Listing!

- Asking \$125K or best offer!
- 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.
- Mostly DentiCal patients.

Upland – General & Ortho Practice

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

Riverside County

Indio - Starter Practice & Real Estate

- Practice can be sold together or separately from real estate.
- Modern looking. Just built 2 years ago.
- Large shopping center. 9 operatories.

Murrieta – Equipment & Leasehold

- Large shopping plz off CA-215 & I-15.
- Beautiful office for GP & pediatrics.
- 4 eq. ops + 1 plumbed op.

Santa Clarita County

Canyon Country: New Listing!

- General Collections ~ \$250K
- Corner lot. Busy Strip Mall.
- Seller Retires. Low overhead.
- 2 eq. ops + 1 plumbed. Low Rent.

Imperial County:

El Centro - High Production Office

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

Northern California

Fremont – SOLD!

- Collections ~ \$500K. CASH/PPO
- Strip Mall. 5 eq. ops.
- Refers out endo & complex ext.
- Seller willing to negotiate price

Pacifica – Grosses ~ \$280K

- Family oriented & high quality dentistry. Dr. sees 8-10 pts/day.
- Shopping center, close to junction SR 1 & SR 35.
- 2 eq. ops. + 2 plumbed ops.

Sacramento

Practice & Real Estate for Sale

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

San Leandro – 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 Bruno – New Listing!

- Collections ~ \$2 Million
- Seller retiring, 9+ years goodwill
- Many DentiCals and capitations
- Great potentials with PPO/Cash pt.
- Corner lot w/private parking spaces
- Just renovated. 6 eq. ops. Low Rent
- Opens 4 days/wk. Closed Fri – Sun.

San Rafael

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

Stockton – Practice & Real Estate

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

Vallejo

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

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

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ANITA YORK

Anita York is a partner with the law firm of Scott & Whitehead, and devotes her practice to the representation of employers, including more than 300 dental practices. Ms. York advise employers on personnel issues, policies and practices, as well as the review and preparation of employee handbooks, employment

agreements, etc. She represents employers in legal disputes in a variety of areas, such as wage, wrongful termination, discrimination, harassment and retaliation. Ms. York has been practicing employment law for 24 years, is a frequent guest speaker and trainer, and is co-author of *Documentation, Discipline, Discharge* and *Employment Law 101*.

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PART 2

**Friday, February 11, 2022
10:00 am to 12:00 noon**

Employment Law 102: Wage & Hour Rules & Pitfalls

Independent Contractor vs. Employee

What are the rules now?

Exempt vs. Non-Exempt Employees

What is the difference?

Salary, Hourly, Commission & Bonus Pay

Advantages, requirements & risks

The Six Key Requirements for all Non-exempt Employees and Why They Matter

Daily Per Diem & Production Pay

How can these common plans be illegal?

Overtime & "Regular Rate" Pay

What is required, permitted & prohibited

Alternative Workweek Schedules

Pros, cons & requirements



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

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

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Practice for Sale in San Francisco Office with long history of goodwill. 1639 sq/ft office, 5 ops., reception, lounge, sterilization area, lab & private office. Practice uses Dentrux. Kind dentist wanted to buy practice & continue tradition of high-quality dental care & service. Decades of success, & 400+ 5Star reviews. Seller can stay on during transition if buyer desires. \$950K in collection in 2019, rebounding to pre-pandemic collections in 2021. Contact: ddssanfrancisco1@gmail.com

Modesto Practice for sale 1400sqft, 4 Ops & 5th plumbed in Busy Grocery store anchored shopping PPO & FFS. Please contact 2154367600

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PRACTICE FOR SALE IN TULARE COUNTY, CA General dental practice with a long history of goodwill in Tulare County, CA. Approximately 3k square foot office with 6 plumbed operatories, reception area, private bathroom, sterilization area and a very large lab which can be converted into another operatory. Looking to find a wonderful, kind practitioner to purchase practice. The practice collected approximately \$1.4M Send CV to: Portervilledds@gmail.com

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NORTHERN CALIFORNIA

ALAMO - NEW LISTING - 13 years of goodwill in the heart of this very desirable town. 3 Ops in ~900 sq. ft. office. 2019 Revenue of \$642K on a 4 day work week with Eaglesoft PMS, 5 computer workstations, Digital X-Ray and IO Camera. Average age of equipment is 12-14 years and all in great condition. This office IS NOT in Delta's Network!! Don't miss this rare opportunity in this beautiful community. #CA2968- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2968/>

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

FAIRFIELD AREA - 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, Dextrix, Digital sensors, intra-oral cameras, Digital CBCT/Pano and average age of equipment under 5 years. 1,800+ active patients, 23 -25 NP/mo., with 8 to 10 Hygiene days/wk. Room for growth with specialties referred out. 2019 GR \$1.7M on a 36 hour work week, 2020 (COVID year) was at 80% of 2019 production and 2021 is on track to exceed \$1.75M. Seller may work back for a short time. #CA1824- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1824/>

FREMONT ORAL SURGERY - 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 AUBURN - NEW LISTING - 4 Ops+Real Estate with 60+ years Goodwill. Dextrix, digital, soft tissue laser, and CEREC. Dextrix reports 1,100+ active patients in past 18 months, average 5-6 NP/mo. with 4.5 days hyg./wk. Room for growth with specialty procedures. 2019 GR \$632K on a 32-hour workweek. Not Delta Premier office. #CA2809- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2809/>

GREATER FAIRFIELD AREA - GP practice+RE with an Associate in place. 4 Ops (with a possible 5th Op) in a desirable and growing area. 32+ years Goodwill, Paperless with Dextrix, digital x-ray, and intra-oral cameras. Seller reports over 1,200 active patients in the past 18 months, average of ~10 NP/mo. in past 12 months. 4-5 days of Hyg./wk. booked 6+ mo. in advance. Room for growth with specialties. 2019 GR \$714K, 2020 GR was \$566K, and 2021 is projected to produce ~\$610K. This practice does NOT participate with Delta Premier insurance and is a majority of PPO and out-of-pocket reimbursement practice. #CA2955- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2955/>

GREATER LAKE TAHOE AREA - Outstanding general practice in growing resort community. 37+ years of goodwill, 1590 sq ft with 4 fully equipped ops, Sofdint PM software at all workstations, fiber optics, Dextrix Platinum digital sensors, IO cams, Adec and Pelton equip. 5 days of hygiene, 12-15 new patients per month. Opportunity to grow as most specialties currently referred out. 2019 Gross \$760K with even stronger post-Covid rebound. Real estate also available to purchase. #CA1715- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1715/>

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, Dextrix, 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/>

LAKE TAHOE AREA - Wonderful resort area GP dental practice in an attractive building overlooking Lake Tahoe. 43 years of goodwill, 12-15 new patients per month. 5 Ops (with a 6th plumb in 2021) opportunity to grow endo, implant, and ortho. 2019 GR \$685K on 22 hours/wk. #CA608- Jay Harter 916-812-0500

MILLBRAE - 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 Dextrix, 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, Dextrix 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 - 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-Ray and Digital Panoramic. Carestream PMS with 6 workstations, Intraoral Camera & Fiberoptics. Seller owns the stand-alone building and offering a great long-term lease. #CA2839- Jim Engel - 925-330-2207

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 Dextrix 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 - Modern GP Practice in a busy part of town with 7+ years of Goodwill. 5 Ops, 4 equipped, Dextrix, Intra-Oral Camera, Digital Sensor, Digital Pano, and newer CEREC (with CEREC-trained staff). Average ~3 P/Ts 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

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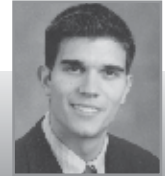
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ROCKLIN/GRANITE BAY AREA - Impressive high-end 4 Op GP & Cosmetic (with emphasis on full-mouth cosmetic cases) practice in a desirable/affluent area. Great décor and open layout space in ~1,400 sq. ft. beautiful Condo suite, which is to be purchased with practice, 30+ years Goodwill in this paperless practice, Dextrix, digital x-ray, intra-oral cameras, CariVu system, iTero Scanner, and soft tissue laser. Dextrix reports 1,650+ active pts. in past 18 months, averaged 21+ NP/mo. in past 12 months, 8.25 days Hyg./wk. Room for growth in Endo, Perio, and Implant Placement procedures. 2019 GR \$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 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 - 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, SoftDent, digital x-ray, intra-oral cameras, and soft tissue lasers. Seller reports over 1,100 active patients in the past 18 months, averaged 26 NP/mo., 5 days of Hygiene per week, with Dr. scheduled out 2 to 3 weeks in advance. Room for growth with most specialties referred out. 2019 GR \$667K and 2020 GR was \$669K (in excess of prior non-COVID year), all on a short 21 hour work week. Seller will work back for up to 1 year to transition. #CA2749- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2749/>

ROSEVILLE/ROCKLIN AREA - NEW LISTING - High production, high-end, 7 Op GP practice in a highly-desirable sustained growth area. Efficient space layout with plenty of glass/windows for a bright & cheerful space in ~2,700 sf office suite. 32+ years of Goodwill, Dextrix, Dexis digital x-ray, intra-oral cameras, Pano, Planmeca CAD/CAM System, and 3 soft tissue lasers. Dextrix 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/>

SAN FRANCISCO PEDO - NEW LISTING - This drop dead beautiful office boasts 7 treatment chairs in 1,950 sq. ft. with 2019 revenues of \$953K and steady recovery since Covid shutdown. Practice Works PMS with 12 workstations, Digital X-Ray, Digital Pan & Nitrous Sedation. Average age of equipment is 10 years and even our best photos don't do justice to this beautiful office and seller willing to stay on for a smooth transition! #CA2953- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2953/>

SAN FRANCISCO - NEW LISTING - Beautiful Financial District practice with over 15 years of goodwill. 4 treatment rooms housed in 1,744 sq. ft. with Softdent PMS, Digital X-Ray, Digital Pan & IO Camera, 2019 FFS & PPO Revenue of over \$1.6M but declining since Covid shutdown. This is a Delta PPO office so no gap in revenue. Over 70 new patients per month will drive this practice to new heights with a motivated new owner. #CA2934- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA2934/>

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 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 Dextrix. 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 - 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 Dextrix. 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/>

SONORA AREA - Loyal patient base and a long-term, knowledgeable staff in this 5 Op practice in a desirable growth area. Over 74 years Goodwill in this partial-paperless practice, Carestream PMS, digital x-ray, intra-oral cameras, soft tissue laser, and a digital pano. 1,300+ active patients in the past 18 mo., averaged 14 NP/mo. in the past 12 mo., 8 to 10 days of Hyg/wk. (accounts for ~17% of total 2020 prod.) and the practice is booked out 6 weeks. The Hygienists have been laser-trained and certified. Room for growth in the Hygiene and keeping Ortho in-house. 2019 GR \$825K, 2020 GR \$659K (2020 COVID year production was ~80% of 2019 production, and 2021 is projected to have a record year with production thru 7/15/2021 reported at \$720K), on a 32-hour week. Building for sale with practice purchase. #CA2850- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2850/>

S. SACRAMENTO (GREENHAVEN) AREA - Nice producing GP practice with Associate in place to assist in growth of this ~1,581 sq. ft., 4 Op practice in a professional building in a desirable socio-economic area. Over 32 years Goodwill in this paperless practice that includes Curve PMS, digital x-ray, intra-oral cameras, soft tissue laser, and a digital Pano/Cone Beam unit. Seller reports 1,200+ active patients in the past 18 mo., averaged ~10 NP/mo. in the past 12 months, 4 days of Hyg/wk., the practice is booked 6 months in advance. Room for growth with most specialty procedures being referred out. 2019 GR \$678K, 2020 GR was \$615K (2020 COVID year production was over 90% of 2019 production), and 2021 is projected to have a record year with production slated at over \$800K, all on a 32 to 40-hour workweek. This practice does NOT participate in Delta Premier insurance. #CA2741- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2741/>

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

CENTRAL CALIFORNIA

APTOS/ SANTA CRUZ PERIO - 4 Ops, 1,350 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/>

FRESNO AREA - 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 MODESTO - 7 Ops in a desirable area with over 16 years Goodwill. Dentrix, digital x-ray, intra-oral cameras, Nomad portable x-ray unit, soft tissue laser, and a digital Pano. Dentrix reports over 1,000 active patients over the past 18 months, average of over 8 NP/mo. in the past 12 months, booked 6 months in advance. There is room for practice growth as most specialty procedures are referred out. 2019 GR \$392K, 2020 GR was \$615K, and 2021 is projected to exceed prior year's production... all on a 32-hour Dr. workweek. This practice does NOT accept Delta Premier insurance. Purchase of the Dental Office Building Condo also required with practice purchase. #CA2795- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2795/>

GREATER STOCKTON - Successful GP practice with 2,200 +/- Dental Office Condominium. Digital x-ray & Pano. 5 Hygiene days per week. 2019 Gross Receipts \$812K of 2019 production. High level of Ortho expertise & production. Seller will work back. #CA2006- Jay Harter - 916-812-0500

MODESTO AREA - 5 Ops, 62 years goodwill in established neighborhood. Dentrix, Dexis, Hard/Soft Tissue Laser, Digital Pano, and much more. 8 days of hygiene per week, open 13 days/wk. 2018 and 2019 GR \$1.1M+ and projected 2021 production since June is trending at 80% of 2019 production. Dental Condo for sale or lease with upstairs bonus rooms. #CA635- Jay Harter - 916-812-0500

MONTEREY - 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/>

SANTA CRUZ - NEW LISTING - 4 Ops in 1,250 sq. ft. located minutes from the beach! The office utilizes digital x-ray, intra-oral cameras, panoramic x-ray, Cerec CAD-CAM, Cone Beam CT Scan, and Dentrix PM software. A bread and butter practice with even more potential for growth because Dr. refers out many procedures. Averages 11 new patients per month, FFS and Delta PPO only. #CA2938- Kim Ta - 408-687-5001 <http://dentalpracticetransitions.henryschein.com/listing/CA2938/>

SANTA CRUZ COUNTY - 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/>

SOUTHERN CALIFORNIA

BAKERSFIELD - NEW LISTING - Well-established general practice with 38 years of high-end dentistry. This practice is a fee-for-service and PPO practice. Stand-alone 3,000 sq. ft. building is potentially for sale to the right buyer. 7 Adec modern operatories with Eaglesoft, Schick sensors, M11 and a Planmeca Digital Panorex unit. Doctor is highly motivated. #CA2945- Steve Caudill - 951-314-5542 <http://dentalpracticetransitions.henryschein.com/listing/CA2945/>

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/>

HUNTINGTON BEACH - NEW LISTING - Beautiful 5 operator practice established for over 30 years. PPO fee schedule and much of specialty work is referred out so room to grow with a new owner/operator. Cone Beam, fully digital and paperless. There is also an opportunity to own the suite. This is a must-see practice with high net income in Surf City USA. GR \$900K. #CA2937- Kerri McCullough - 949-300-0312 or Ben Sapir - 310-596-0961 <http://dentalpracticetransitions.henryschein.com/listing/CA2937/>

LONG BEACH - RE ownership an option. Est. early 1950s. Existing: 4 Ops plumbed, 2 Ops equipped. Easy expansion to next 100 sq. ft. 2 equipped. PLUS: Most specialties referred out. 2019 GR \$696K. #CA671- Kerri McCullough - 949-300-0312

MONTEBELLO - 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 - NEW LISTING - Exceptional Orange County opportunity. Room for specialists with 8 plumbed operatories, 6 equipped. Located in a strip mall with lots of foot traffic. Dental technology such as digital pano, 3 digital sensors, iTero, and BioLase unit. The office is beautiful with a very warm and welcoming patient appeal. The practice is modern and clean with a true California feel. Be the first to call, Orange County strip center locations are at premium. GR \$590K. #CA2926- Kerri McCullough - 949-300-0312 or Ben Sapir - 310-596-0961 <http://dentalpracticetransitions.henryschein.com/listing/CA2926/>

ORANGE COUNTY - Nicely appointed 4 Op practice located on a main street in one of the most highly sought-after cities in Orange County. The building has easy to find, free parking with great freeway access. This practice keeps many higher-end procedures such as implants in-house. There is plenty of room and opportunity to increase the hygiene schedule. Dr. is generating a very strong income on only 3 doctor days per week. There is tremendous room for growth keeping endo, pedo, ortho, and perio in-house. The practice has been established for over 34 years and has a digital pano. This is a mostly FFS/Cash practice with 2 days of hygiene per week. Our retiring seller does no marketing, and most patients are referrals from other happy patients via website. GR \$742K. #CA2704- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2704/>

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 - Retiring seller has been est. 27+ years. High-end patient base, taking care of local year-round population and snowbirds who live here 6 mo./year. The 4 Op practice has beautiful views from every room and seller has most specialty work, great opportunity for new owner to grow! 2019 GR \$809K. #CA691- 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/>

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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 and to grow with specialties and the patient base. 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

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 in excellent condition. The area has easy access for patients to walk from the adjoining neighborhood. #CA1050- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - NEW LISTING - Beautiful coastal practice with 3 Ops within walking distance to the beach. Come to paradise and enjoy the ultimate California lifestyle. The practice is nicely appointed with Open Dental and digital x-rays in-use. Retiring seller has been established for 32 years with hygiene booked 6 months in advance. The seller refers endo, oral surgery, perio, and implant placement to specialists. The seller works 3 days per week, so there is room to grow for a F/T owner. GR \$500K. #CA2948- Kerri McCullough - 949-300-0312 or Ben Sapir 310-596-0961 <http://dentalpracticetransitions.henryschein.com/listing/CA2948/>

TORRANCE - Shopping center location with 3 Ops and room for a 4th. Practice utilizes Dextrix 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 - General Dentistry practice with 3 Ops and older equipment in nice shape. Great location near hospital on a busy, main road. This practice is ready to take to the next level, adding technology of your choosing! Our seller is ready to retire leaving a legacy of 34 years of caring for patients in the area. 2019 Gross Receipts of \$300K with low expenses. The practice has room to grow with marketing and adding specialty procedures that are currently referred out. Priced to sell. #CA2807- Jaci Hardison 714-318-4911 <http://dentalpracticetransitions.henryschein.com/listing/CA2807/>

SAN DIEGO

CARLSBAD - NEW LISTING - Beautiful General Practice with 5 treatment rooms including one closed door surgery op. Modern office design, located in a medical building in a suburban, growing area. Digital PAN, Digital Sensor, soft tissue laser, and IOC cameras in a 2,418 sq. ft. space with free, ample parking. Dextrix software, paperless with workstations in every operator. Averages 30 new patients per month. The practice has room to grow with marketing and adding specialty procedures that are currently referred out. #CA2933- Russell Okihara - 619-694-7077 or Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2933/>

ENCINITAS - NEW LISTING - General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has 5 bright operatories, 4 of which are surrounded by floor to ceiling windows and one closed door surgical op. Digital PAN, Digital Sensor, soft tissue laser, in a 2,177 sq. ft. space. Dextrix software, paperless with workstations in every operator. Averages 25 new patients per month. Room for growth with most specialties referred out. #CA2935- Russell Okihara - 619-694-7077 or Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2935/>

ESCONDIDO - NEW LISTING - This is a practice you won't want to miss. 6 ops, High Producing, High Collecting, CBCT, Digital Scanner, Surgical Microscope, Laser, Dextrix. 2,105 sq ft., modern office, spacious and bright. Mixed use building with ample, free parking. Located in Escondido off a main thoroughfare. Refers out Ortho, Pedo, Perio and some Endo. #CA2946- Russell Okihara - 619-694-7077 or Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2946/>

N. SAN DIEGO COUNTY - NEW LISTING - Solid 4 Op, GP in a highly desirable location within a busy strip mall. Adjacent to a busy intersection between 2 major streets. Practice operates with Dextrix and is fully digital. Clean and modern with an excellent layout. Consistent year to year production/collections. This won't last long. #CA2961- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2961/>

N. SAN DIEGO COUNTY INLAND FACILITY ONLY - Current dental office is in an excellent location with solid anchor retail stores in a busy shopping center. 2,400 Sq/Ft unit. 5 Ops plumbed 4 equipped, plus a 4-Chair Ortho Bay. Excellent space for either a GP looking to expand or a Specialist needing a 2nd location. Don't miss this opportunity. #CA2840- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2840/>

POWAY - NEW LISTING - General Practice on a busy, main road with 6 spacious Ops in a 2,383 sq. ft. medical building with free parking. Computerized throughout the office with Dextrix Practice management software with Dexis Digital X-ray, CBCT, soft tissue laser, and IOC Cameras. Look no further, this Practice has a solid foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA2932- Russell Okihara - 619-694-7077 or Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2932/>

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 IOC cameras in a 1,500 sq. ft. space. Dextrix 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 Dextrix 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, IOC and ScanX. Modern and beautiful office with solid, multi-year collections. Highly desirable area of San Diego. 2019 GR \$881K. #CA1601- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

BIG ISLAND, HAWAII - General Practice with retiring seller and many years of goodwill. 3 Ops, non-digital, in an excellent location with the rare option to purchase the office space. Excellent opportunity for growth. #H11929- Russell Okihara - 619-694-7077

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. Dextrix, 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 Dextrix, 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/>

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- DSO Formation & Seller Representation.
- Limited Liability Company Formation and Agreements

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

Hendrick Gonzalez, DDS - 9/25/18

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

Ari Rosenblatt, DDS, DMD

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



A. Lee Maddox, DDS, Esq.

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HOLLISTER: Practice boasts a healthy patient base and amazingly strong hygiene dept. ~1,500 sf w/5 Ops. \$595k (DG-1356) WPS/800-641-4179

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

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Fazel has been working with us during this difficult time during Covid19. He went beyond our expectations helping us to plan our requirements for our PPP loan. He is very knowledgeable giving Accounting and financial advice. He also, has a LOT patience explaining over and over our questions and concerns. I highly recommend Fazel M to my Family and Dentist friends. Extremely professional and organized Dental CPA DentalCpaCa.Com

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

4 Op Dental office in scenic wine country. A beautiful log cabin at 6400 Pleasant Valley Road, El Dorado. Lease or purchase. Tenant leaving in summer 2022 and taking equipment. Office is plumbed and piped, ready for you to equip and move in. Contact: MAGoodisDDS@gmail.com for photos & info.

MILLBRAE - CHINESE CLIENTELE 2021 trending \$600,000 in collections. Everything new since 2017 including dental suite at investment of \$400,000. 2-operators (3rd available) and Gendex GXDP-700-1 Pano. Full Price \$325,000. To learn more, go to www.PPSsellsDDS.com.



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Calipatria: Only dentist in town, bring sold with free standing building, with 40 years + of goodwill, Rural area highly coveted cowboy atmosphere. Loyal patient base, large parking area with room to expand: email cliff: chouser@kunaucine.com

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LOS ANGELES (SILVERLAKE) - (4) op comput G.P. in a strip center. CAP \$4,500/mos. Gross \$375K+/Net of \$212K+ p.t. Seller Retiring. D&M Practice Sales (818) 591.1401

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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.

Dr retiring, prime location (Artesia) office for sale, either with patient or without. email: drchiu123@gmail.com for details.

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BAY AREA

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

AC-1213 SAN FRANCISCO: Located in historical Medical Professional Bldg. 10 year lease available & opportunity to EXPAND THE SPACE **\$295k**

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

AG-993 SF WEST PORTAL AREA: Seller highly motivated - Wants to sell quickly! Awesome storefront location. ~1,000 sf w/3 Ops. **A steal at \$128k!**

AG-1135 SAN FRANCISCO: Priced at less than 60% of the projected revenue of 2021! ~967 sf w/3 Ops. Plumbed for 1 add'l. **\$395k - Real Estate Also Available**

AG-1350 SAN FRANCISCO: Practice is committed to cosmetics as well as preserving overall, long-term dental health. ~1,932 sf w/5 Ops. **\$1.2M**

AN-1326 SAN FRANCISCO: Producing \$1M+ even during Covid! 1000 sf w/ 5 ops **\$695k - Real Estate Also Available**

BG-1343 CONCORD: Well-established practice w/ room for growth by keeping specialty procedures in-house! ~1,118 sf w/3 Ops **\$275k**

BG-1346 BERKELEY: Fee-for-service, out-of-network practice w/ loyal patient base. ~1,000 SF W/3 Ops. **\$448k**

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

BN-1288 SAN RAMON Facility: Located in one of the area's most sought-after premier business parks! ~1,800sf w/5ops. **Reduced! \$150k**

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

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

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

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

CC-1302 SONOMA COUNTY: Quality, family-oriented practice w/highly trained office staff. 1900 sf w/4 ops **\$270k – Real Estate Also Available**

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

CN-911 SANTA ROSA: Well-established & priced for immediate sale! 2,250 sf w/4 ops + 1 add'l. **Seller Motivated \$325k**

CN-1166 W. SONOMA CO: Quality FFS practice w/stellar reputation! 1,262 sf w/4 ops. Collects \$1M + annually (\$940k during Covid) **ONLY \$495k**

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

CN-1331 PETALUMA: Opportunity for significant growth by maximizing workweek & keeping specialties in-house! ~1,700 sf w/4 ops **\$350k**

BAY AREA CONTINUED

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

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

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

DC-1352 PALO ALTO Facility: Perfect for a Specialist! Benefit of General Dentist in adjoining suite for built-in referral base! 1102 sf w/ 4 fully equipped ops! **ONLY \$85k**

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

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

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

DG-1351 NEWARK: Attractive Shopping Marketplace w/ ample parking and easy accessibility. ~1,350 sf w/3 Ops + 2 add'l. **CALL FOR DETAILS**

DG-1354 LOS GATOS: Priced at less than 50% of collections! Seller highly motivated for a quick sale! ~920 sf w/2 Ops. **Reduced \$150k**

DG-1356 HOLLISTER: Practice boasts a healthy patient base and amazingly strong hygiene dept. ~1,500 sf w/5 Ops. **\$595k**

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

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

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

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

DN-1293 SANTA CRUZ: Growth is based on 5-star reviews and word-of-mouth referrals! 2,347sf w/5 ops. **\$895k**

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

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

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

DN-1342 SAN JOSE: Well-respected & established practice w/loyal patient base in a desirable neighborhood! 1,455 sf w/3 ops + 1 add'l. **\$150k**

DN-1345 CASTRO VALLEY: Streamlined office, Vibrant neighborhood. 2,400 sf w/4 fully equipped ops. Plumbed for 1 add'l **\$450k – Real Estate Also Available**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA

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

EG-1279 SACRAMENTO: Possible Merger Opportunity w/well established patient base. ~1,200 sf w/4 Ops. **Reduced \$350k**

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

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

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

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

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

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

EN-1276 ROSEVILLE (Facility): Remarkable turn-key opportunity Available! 3,000sf w/6 ops + 2 add'l. **Reduced! \$25K**

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

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

EN-1329 ROSEVILLE: Practice is on track to collect over \$900k in 2021. ~2,570sf w/ 3-4 ops. **\$750k/ Real Estate Also Available**

EN-1335 ELK GROVE: Location! This well-appointed, digitally equipped office occupies ~1,450 sf w/ 3 OPs + 1 add'l. **\$130k/ Real Estate: \$485k**

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

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

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

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

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

GN-1296 YUBA CITY: Successful family practice w/real estate in growing Yuba City community! 1,841 sf w/4 ops **\$425k / Real Estate \$380k**

GN-1348 CHICO: Come live, play and practice here and be the envy of your friends and family! 3,500 sf w/ 7 ops. **\$695k**

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

NORTHERN CALIFORNIA CONTINUED

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

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

HN-1277 SIERRA FOOTHILLS: Solo/Group Setting. Est. 37 yrs. w/large, stable patient base & seasoned staff. ~3,000 sf w/7 ops. **Reduced! \$495k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

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

IN-1338 MERCED AREA: Sink your roots into this well-established practice with a stable, loyal patient base! ~1,300sf w/ 3 ops. **\$199k**

IN-1349 LODI: Practice & Real Estate in highly desirable professional corridor. 1,500 sf w/3 ops. Plumbed for 1 add'l **Practice: \$335k / Real Estate: \$395k**

JC-811 FRESNO COUNTY: Seller willing to consider Associateship for qualified DDS w. intention to Buy In! Considerable Goodwill in Community! 3,000 sf w/6 ops **\$299k – REAL ESTATE ALSO AVAILABLE!**

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

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

SPECIALTY PRACTICES

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

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

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

CC-1330 VACAVILLE Endo: Seller retiring after 25 years! Stellar Reputation. 2,565 sf w/ 5 ops. Plumbed for 1 add'l **\$350k – Real Estate Also Available**



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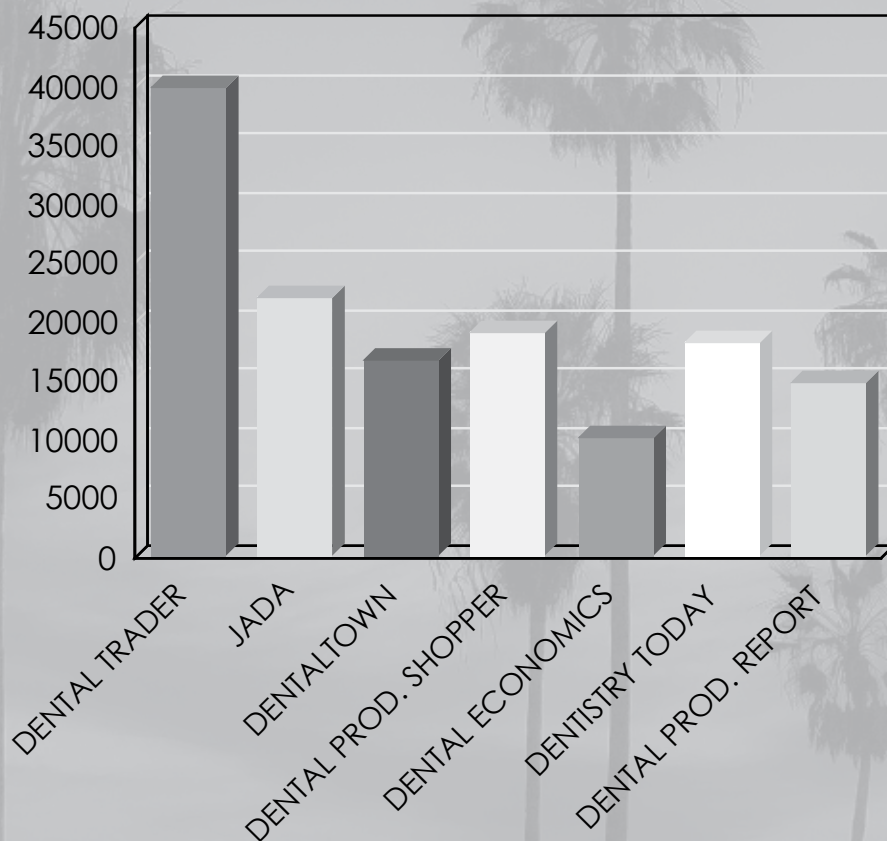
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Practice for sale in Fresno. 1110 sq ft. 2 full Ops with 3rd Op plumbed. Easy Dental software & Dexis X-ray. \$145,000.00. (559)494-2049. Dr. re-tiring.

LODI: Practice & Real Estate in highly desirable professional corridor. 1,500 sf w/3 ops. Plumbed for 1 add'l Practice: \$335k / Real Estate: \$395k (IN-1349) WPS/800-641-4179

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LOWER FOOTHILLS BETWEEN ELK GROVE AND STOCKTON Delta PPO practice trending \$830,000 in collections and \$380,000 in Profits on 3.5-day week for 2021. 5-ops with 6th available. Contract with Specialist to retain referred services inhouse. To learn more, go to www.PPSsellsDDS.com.

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NORTHERN CALIFORNIA PRACTICE OPPORTUNITIES:

- ALAMEDA COUNTY -

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

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

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

OAKLAND - Scenic views of downtown and SF from this high rise corner office. 3 equipped ops with a 4th ready to go. Just built 3 years ago with brand new equipment. Rev. \$390K

SAN LEANDRO - (Associate Opportunity) for a Full time "endodontist" with exceptional compensation with guaranteed rate, and room for growth

- AMADOR COUNTY -

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

- CONTRA COSTA COUNTY -

HISTORIC AREA - Wonderful office, beautiful interior in a great area, close to water and views. Building also for sale. Rev. \$1.3M

HISTORIC DOWNTOWN AREA - Seeking "Associate with Intent to Own" the practice within the year. Great location and staff. Rev. \$1.2M

- EL DORADO COUNTY -

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

- MONTEREY COUNTY -

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

- NEVADA COUNTY -

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

- PLACER COUNTY -

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

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

ROSEVILLE - Well designed newer 7 op office, built and equipped in 2014. Great location, lots of space, and GROWING patient base. Rev \$650K

- PLUMAS COUNTY -

PORTOLA - VERY MOTIVATED SELLER. Only private GP practice in town, 5 Ops ADEC equipment & the free standing building - great layout, well designed, no competition. Ease back in a great setting close to 7 golf courses, close to Tahoe, hiking, fishing. Live in Reno and an easy commute. \$400,000 for the practice and building. (Willing to negotiate.)

- SAN JOAQUIN COUNTY -

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

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

- SACRAMENTO COUNTY -

ROSEVILLE - 5 Op general practice in area with lots of new residential growth. Rev \$650K

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

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

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

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

SACRAMENTO - 3 op ENDODONTIC Office with the SPACE also for sale. Well designed with all the tech you need. Rev. \$1M

CARMICHAEL - Nice 4 op GP practice, good location. Rev \$400K

- SOLANO COUNTY -

VACAVILLE - Big practice, great location with space for sale. Multi-generational patient base with this 8 op practice (7 equipped) Rev. \$1M.

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NORTHERN CALIFORNIA PRACTICE OPPORTUNITIES:

- SOLANO COUNTY -

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

- SONOMA COUNTY -

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

SANTA ROSA - 4 Ops. All "Fee For Service" with everything you would need & want. Excellent equipment, location & office styling. Can accommodate 4 more rooms to total 8. Rev \$1.4M

SONOMA - Associate Opportunity - Full time "general dentist" in the Sonoma Cty area, beautiful well established private practice

- STANISLAUS COUNTY -

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

- TEHAMA COUNTY -

RED BLUFF - 4 op practice with free standing building for sale. Can generate great income with little to no stress. Rev: \$720K

- YOLO COUNTY -

DAVIS AREA - Excellent 4 op office opportunity. Great patient base that is growing very well. Get out of the traffic, away from competition right on top of you, produce great income & a great life. \$1.4 million revenue

- NEVADA OFFICE OPPORTUNITY -

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



Kathy Peart
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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**

Southern California Listings:

Orange County / Brea - 5 Ops / 1200 Sq ft Office in Shopping Center with Major Anchors: Home Depot and Walmart. 24 Years Goodwill. 4 Dentist working days with **1 Associate** 2020 Gross - **\$600,000 PRICE \$520,000**

Orange County / Santa Ana - Major Shopping Center Location \$500,000 Collections, 5 Operatories 4 Equipped, 1570 Sq Ft

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

Los Angeles - Glendale / Montrose - 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**

Los Angeles - Real Estate 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**

Southern California Listings Continued

Inland Empire / ASSOCIATE RUN! Rancho Cucamonga - 4 Ops / 3 Plumbed and Equipped. 2021 YTD Jan-Dec \$330,000. Great opportunity for any dentist! **Price - \$270,000**

Inland Empire / Fontana - Shopping Strip! Low Rent Fully up to date office with Implant, Endo, and Fully Digital Office. **PRICE \$120,000**

Inland Empire / Pomona - 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**

Inland Empire / 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**

San Diego / La Mesa - 4 Ops Seller only working 2 days a week. Shopping strip location / PREMIUM Location Cash and PPO office only. Fully digital **PRICE: \$260,000**

San Diego / Fallbrook - 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!

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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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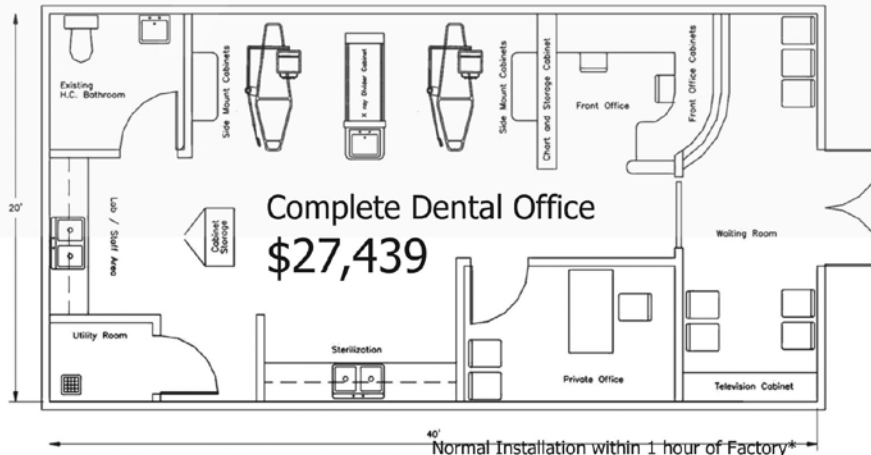
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Professional Practice Sales of The Great West

Specialists in the Sale and Appraisal of Dental Practices

Position Yourself to Make 2022 a Phenomenal Year!

6206 SANTA CRUZ' SCOTTS VALLEY Best location includes dedicated building as optional purchase. 2021's collections were \$700,000 on 3-day week. And this is with the practice closed in January. 4-days of Hygiene. 4-ops and digital Pano.

6205 NAPA - HIGH END RESTORATIVE PRACTICE Exquisite 5-op office creates the perfect stage for the services provided here. Practice is branded around great customer care and clinical results. 7+ days of Hygiene. Great location. 2021 again topped \$1 Million in revenues. Seeks successor with polished clinical and people skills.

6204 LOWER FOOTHILLS BETWEEN ELK GROVE AND LODI Extremely impressive credentials for this Delta PPO practice. 2021 trending \$830,000 in Collections with Available Profits of \$380,000. And this is on a 3.5-day week complemented by 3.5-days of hygiene. Paperless. 5-ops with 6th available. Contract with a specialist to retain referred services inhouse.

6203 MID-PENINSULA MILLBRAE / BURLINGAME BORDER OUT-OF-NETWORK Our Client is juggling a busy practice and an important time consuming project. The decision has been made to focus on the project. Collections in 2018 and 2019 averaged \$875,000. With project demanding more attention, 2021 is tending \$625,000. Profits are very strong. 5-ops, paperless. Beautiful office.

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

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

6199 PLACER COUNTY'S AUBURN 30-year foundation. 4-days of hygiene. 7+ new patients a month. Strong staff. 2021's collections topped \$1 Million again. Basically a crown & bridge practice. Owner booked 4-weeks out, hygiene 6-months. Spacious office has 6-ops and rents for less than \$2.00 sq.ft. Great opportunity to be close to Sacramento but in a less hectic environment.

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

6193 MILLBRAE - CHINESE CLIENTELE 2021 trending \$600,000 in collections. Lots of cash payments. Everything new since 2017 including the dental suite at a total investment of \$400,000. 2-operatories (3rd available) and Gendex GXDP-700-1 Pano. Excellent signage. Full Price \$325,000.

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

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

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



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WANT TO BE A PRACTICE OWNER?

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

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

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

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

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

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

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



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Professional Practice Sales Celebrates Fifty-Six Years Selling California Dental Practices

TODAY'S MARKETPLACE

There are more practices "For Sale"
now than at any previous time!

There are fewer Buyers in the Marketplace.

It is a Buyers' Market, not a Sellers' Market
unless you own a highly targeted practice with DSOs
knocking on your door, or a busy out-of-network
practice located in a highly coveted zip code.

OBSERVATION

The asking prices on many
"For Sale" practices are inflated.

SUMMARY

A glut of "For Sale" practices, fewer Buyers and inflated
asking prices. Logic and common sense are lacking.

THE PPS WAY

PPS is selective in our engagements. A proper analysis is performed in order to truly understand each practice and to determine the appropriate price based upon those variables associated with that practice. When we finally have the price discussion, this becomes a fact-based discussion. Having properly educated Clients with attainable expectations makes for a great partnership in these sale endeavors.

Further, a complete Toolbox is assembled before a practice is marketed. PPS subscribes to the tenet that the heavy lifting needs to be done on the front end. This takes considerable time. It is the best investment any Seller can make before their practice goes to Market.