

THE Dental Trader

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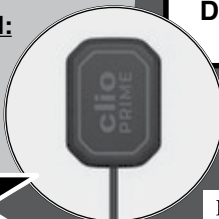
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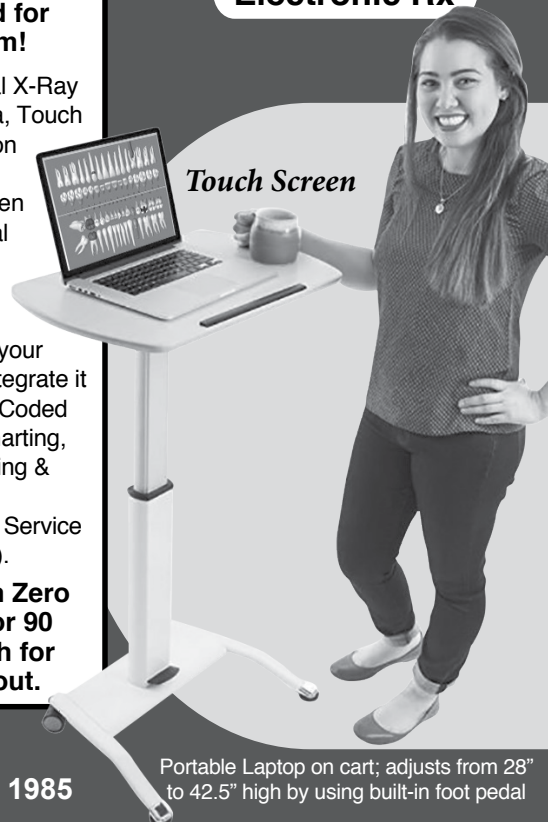
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Endo office for sale. san diego.+20yrs good will.310k.email: mitrab91@yahoo.com

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

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

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

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Peripro III developers in good working condition. Just Went digital and no longer need them. Make an offer 415-713-0252

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

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

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FRESNO COUNTY

Room for Your Fresno County Practice Listing.

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!**

BAKERSFIELD #30 – (4) op comput. G.P. that practices full body health. Located on the highly desirable southwest side of Bakersfield, in a shop ctr. store front, on a main thoroughfare, w exposure/visibility/signage & parking. Boutique built out facilities & furnishings. (4) ops of newer equipt. w digital x-rays, Dentrix software, & Denta Max digital system. Cash/Ins/PPO pt. base. No HMO & No Denti-Cal. Annual Gross Collections \$525K to \$550K on an easy (3) day week. Seasoned staff and (20+) years of Goodwill. Refers out all Endo, O.S, Perio, Ortho, and Pedo. Does No Advertising. Adding Advertising, more hours, and keeping Specialty work in house will make this practice flourish. Seller retiring and is moving out of state, but will assist with a transition. **NEW**

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 equipt, 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. Dentrix 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.

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**

SAN FERNANDO VALLEY PERIO PRACTICE – Long established Periodontal Practice located in a higher end, centralized area of the San Fernando Valley. The Practice was established in (1968) & the present Periodontist has practiced there since (1988) first as an Associate & then as the Owner. The Practice is located in a well know Professional Bldg., on a major thoroughfare, with easy fwy access. There are (5) eqt'd ops, & the practice is eqt'd with digital x-rays. The Seller works an easy (4) day

week and there are (5) days of Hygiene. 2021 Collections were \$725K+ with an Adjusted Net Income of \$445K+! Patients are Cash/Ins & PPO with No HMO & No Denti-Cal. The practice offers Implant Placement & various Periodontal Procedures & Surgeries. The lower overhead office has a seasoned staff. The Seller is retiring, but he is willing to stay on to mentor, introduce, and help with a smooth transition. **NEW**

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. were \$1.028M+ and the Practice is 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. Dentrix 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

Room for Your Ventura County Practice Listing.

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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/>

Elk Grove practice with a great reputation, 4 fully equipped ops, growing collections, and customer base. Highly desirable medical building, owned condo. For more information, contact Chris Barbour (#2135925) at chris@omni-pg.com or call (916) 792-5038. (CAD124)

NAPA - HIGH END RESTORATIVE PRACTICE Exquisite 5-op office. Perfect stage for services provided. Great customer service and clinical results. 7+ days of Hygiene. 2021 shall again top \$1 Million. To learn more, go to www.PPSsellsDDS.com

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

2021 Medit 1700 Scanner w/computer for sale. Barely used. \$10k not incl shipping. Call 6509616914 if interested.

Dentist needed for a modern and busy private office in Tracy, CA. Great pay! Call 510-449-5720 or raghav01@yahoo.com

Stockton Practice Sale! Shopping Center Location www.95210dds.com wixsite.com/95210dds Contact 95210dds@gmail.com

Dental Ass. Immediate opening, exp helpful, bilingual. Fax resume (408) 848-3408 call 408 842-5000 or (408) 981-5069.

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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SONOMA COUNTY GP FOR SALE - GR \$2.3M. RE for sale/ lease. HSDPT-Gina Miller 707-391-7048-#CA544 <http://dentalpracticetransitions.henryschein.com/CA544/>

Fully Built Out Dental Office - 2,990 square feet located in desirable Petaluma, CA within The Plaza North Shopping Center on N McDowell Blvd along Hwy 101, next to busy Trader Joe's, CVS & Starbuck's as well as across from Petaluma Hospital. Modern dental office with generous improvement allowance. Call: Kevin Soares, Gallelli Real Estate 916-772-1700 - ksoares@gallellire.com

ROSEVILLE: Practice is on track to collect over \$900k in 2021. ~2,570sf w/ 3-4 ops. \$750k/ Real Estate Also Available (EN-1329) WPS/800-641-4179

MODESTO - Beautiful 4 ops with awesome staff. Great equipment and technology + room to expand space. Rev \$900K www.ddsmatch.com 855-546-0044

BAKERSFIELD #30 - (4) op comput G.P. Cash/Ins/PPO. Collect. \$525K to \$550K/yr. on a (3) day week. Digital x-rays. Seller retiring. D&M Practice Sales (818) 591.1401

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Dentist needed for a office in Danville, CA. Modern office. Great pay! Call 510-449-5720 or email raghav01@yahoo.com

Established office for sale located in the Central California foothills. A high-tech cash flow dream practice that focuses on implant and general dentistry. 1.4m in revenue with a strong FFS model looking for partnership transition to owner. 6 operatories, 2300sf owner-occupied building (available part of sale), updated in 2019. Includes full laboratory area and negotiable equipment (CBCT, CAD/CAM, 3D printers, etc). Contact: cafoothillsdmd@gmail.com

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Newbury Park Practice For Sale \$169,970: FAST-START dental practice plus an extraordinary Real Estate opportunity! Contact info@integritypracticesales.com (855) 337-4337

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Los Angeles County

Canyon Country: New Listing!

- General Collections ~ \$232K
- Seller Retires. Low overhead.
- Strip mall. 2 eq.ops + 1. Low Rent.

Cerritos – New Listing!

- Equipment and Leasehold Only.
- Retail ctr off CA- 91 w/anchor stores.
- 1,000 sq.ft., 4 eq. ops. Fair rent
- Equipment & office in good condition.

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
- Multi-specialty practice.
- Real Estate sale is negotiable
- All Cash/PPO. No DentiCal. No HMO
- Across from busy strip mall. 7 ops.

Indlewood – 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.

Long Beach: Gross ~ \$350K

- High quality general & cosmetic dentistry
- Denti-Cal ~ 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 street location. Private parking lot.
- Beautiful & spacious office. 6 ops.

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.
- Selling for a fraction of build out cost.

Orange County

Buena Park – New Listings!

- Collections ~ \$340K
- Asking for \$150K or best offer!
- Excellent location – Large Retail.
- State of the art practice w/implants.

Santa Ana – 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.
- Shopping plaza. Affordable Rent

San Bernardino – Gross ~\$300K

- Single story building w/parking
- Family Practice. 3 eq. ops.
- Mostly Denti- Cal patients.

Upland– General & Ortho Practice

- 2021 Production ~ \$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 3 years ago.
- Large shopping center. 9 operatories.

Murrieta – New Listing!

- Grosses ~ \$930K.
- Seller retires. High profit margin.
- ~ 70% PPO, ~ 30% Denti-Cal.
- Production from 1 doctor & hygienists.
- Professional suite. 5 eq. ops.

Murrieta – Equipment & Leasehold

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

Imperial County:

El Centro - High Production Office

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

Dental Practice Wanted:

We have buyers looking for :

- Large PPO/Cash Practices
- Starter Practices at Good Locations
- Practices in the Northern Bay Area

Northern California

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.

San Bruno – New Listing!

- Collections ~ \$1.5 Million
- Seller retiring. Good cash flow
- Many Denti-Cals 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 Jose – New Listing!

- 2021 Grosses ~ \$255K
- Doctor does mostly general dentistry
- Close to Freeway - 680. 3 ops.
- Opens 3 days/wk with 2 staffs.
- A Spanish speaking doctor will be at an advantage at this office.

San Leandro –Pediatric Practice

- Grosses ~ \$750K
- Mixed Insurance. Many Denti-Cal pts.
- Originally built & equipped as GP practice.
- Front st. locaton. 5 ops. Low rent

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.

San Rosa – New Listing!

- 2021 Grossed ~\$650K
- Seller retires. ~95% PPO/CASH
- Asking ~50% of productions
- Seller willing to negotiate price for the right buyer.
- Potential for Real Estate Sale

Stockton –Practice & Real Estate

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

Vallejo

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

Upcoming Practices

East San Jose: Retail center
Grosses ~ \$500K

San Jose: Multi-specialty practice.
Retail Ctr. Off Fwy- 101.

Torrance – Shopping Center
Grosses ~ \$600K

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

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- IN ESCROW! Santee | \$195,000 | 7 ops | Modest GP with substantial real estate available. Call Tim at (714) 272-8404.
- NEW! Ladera Ranch | \$240,000 | 7 ops | Luxury fast-start with top of the line equipment. Call Tim at (714) 272-8404.
- IN ESCROW! Anaheim | \$130,000 + \$565k RE | 3 ops | Own your own space! Call Tim at (714) 272-8404.
- Agoura Hills | \$225,000 | 3+ ops | Fast-start practice in upscale area! Call Ken at (805) 338-5850.
- IN ESCROW! Tarzana | \$959,000 | 3 ops | Boutique, state-of-the-art GP in walkable area! Call Al at (818) 298-9770.
- Central Hollywood | \$540,000 | 4 ops | New equipment, ready for you to step in! Call Darren at (805) 878-0633.
- IN ESCROW! Glendora | \$185,000 | 3 ops | Established GP in shopping center, off 215 FWY. Call Ken at (805) 338-5850
- Rancho Mirage | \$629,000 | 5 ops | 5-star GP in upscale shopping center. Call Tim!
- SOLD! Rancho Mirage | \$1,200,000 + RE | 7 ops | Very profitable, well managed practice. Call Tim!
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- Central Coast | \$299,000 | 3 ops | Beautiful office with lots of upside potential. Call Darren (805) 878-0633!
- SOLD! Santa Maria | \$2,235,000 | 6 ops | Fantastic practice in a popular medical building. Call Darren!
- NEW! Santa Maria | \$895,000 | 5 ops | Very profitable with very little competition. Call Darren!
- Santa Maria | \$1,135,000 | 4 ops | Great GP with RE in growing area. Call Darren (805) 878-0633!
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- IN ESCROW! Coastal SLO County | \$249,999 | 2 ops | Charming FFS GP, near beach! Call Darren (805) 878-0633.
- IN ESCROW! Central Coast Wine Country | \$399,000 | 5 ops | Beautiful, successful GP in a great location. Call Darren!
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- NEW! Concord | \$370,000 | 6 ops | Spacious office in beautiful building near Walnut Creek. Call Nelson at (510) 501-1959.
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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



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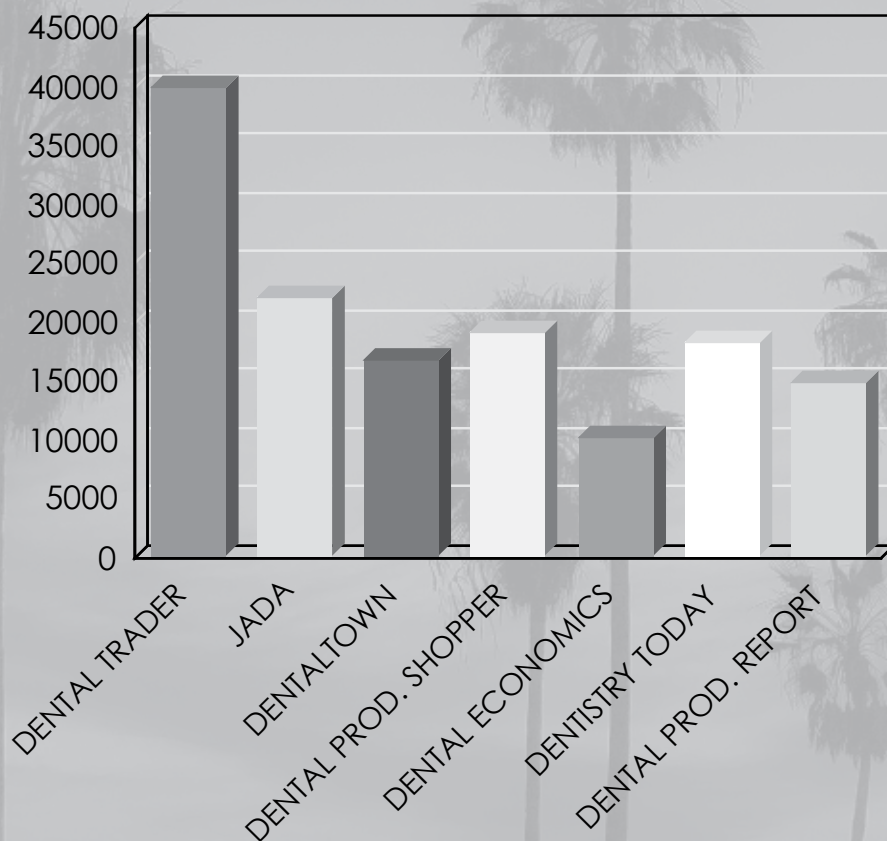
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ALAMO - NEW LISTING - 13 years of goodwill in the heart of this very desirable town. 3 Ops in ~900 sq. ft. office. 2019 Revenue of \$642K on a 4 day work week with Eaglesoft PMS, 5 computer workstations, Digital X-Ray and IO Camera. Average age of 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/>

FAIR OAKS/CITRUS HEIGHTS - Price drastically reduced... Seller highly motivated to retire! Successful GP Practice in desirable area with 38 years of Goodwill. Nice décor with 4 Ops in ~1,100 sq. ft. with I/O camera, Digital x-ray, and Easy Dental PMS. 6 days hyg/wk., booked for ~3 months. Growth potential with Ortho and Implants. 2019 GR \$970K on a 4 day / 32 hour average work week, and 2020 production was 80% of 2019 production. #CA656- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA656/>

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 sq. ft. office with 7 Ops, Dentrax, Digital sensors, I/O cameras, Digital CBCT/ Pano and average age of equipment <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 and 2021 is on track to exceed \$1.75M. Seller may work back. #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, Pano, nitrous oxide & IV sedation equip. Carestream WIN/OMS Software with 10 computers and almost paperless charts. 2019 GR \$548K 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 - 4 Ops+RE with 60+ years Goodwill. Dentrax, digital, soft tissue laser, and CEREC. Dentrax 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 - Practice+RE with Associate in place. 4 Ops (with a possible 5th Op) in a desirable and growing area. 32+ years Goodwill, Paperless with Dentrax, digital x-ray, and I/O cameras. Seller reports over 1,200 active patients in 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. 2021 is projected to produce ~\$610K. This practice is not in-network w/Delta Premier, mostly PPO and out-of-pocket reimbursement. #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. 1,590 sq ft with 4 fully equipped Ops, Softdent, Dexis Platinum digital sensors, I/O cams, Adec and Pelton equip. 5 days of hygiene, 12-15 NP/mo. Opportunity to grow as most specialties referred out. 2019 GR \$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 in beautiful hilltop setting. 37+ years Goodwill in stable community. 5 Ops, Dentrax, I/O camera, pano x-ray. 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/>

MILLBRAE - This great practice in the heart of the Peninsula has over 60 years of goodwill, 40 with the current owner. 2019 revenues of \$1.07M and recovered from COVID on pace for a record year. Strong cash flow and 6 days of Hygiene on a 4 day workweek. Datacan 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 - PRICE REDUCED! 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. Dentrax, Dexis Digital X-ray, including Sordex Digital/Ceph Pano. Out of network with Delta Dental! C&B practice with 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, I/O 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 \$595K in 12 months since reopening. 10 Ops in approx. 1,500 sq. ft. with Digital X-Ray and Digital Panoramic. Carestream PMS with 6 workstations, I/O Camera. 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 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/>

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, Dentrax, digital x-ray, I/O cameras, CariVu system, iTero Scanner, and soft tissue laser. Dentrax reports 1,650+ active pts. in past 18 months, averaged 21+ NP/mo. in past 12 months, 8.25 days Hyg./wk. Rm for growth with specialties. 2019 GR \$1.6M+, 2020 GR was \$1.5M+ and 2021 projected over \$2M Production. Selling Dentist and a 2 day/wk associate working in practice. #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 PMS, digital x-ray, I/O cameras, and soft tissue laser. Software reports 1,300+ active patients in past 18 mo., averaged 13 NP/mo., 5 days Hyg./wk., scheduled 4 wks. in advance. Room for growth in hygiene and specialties. 2019 GR \$613K, 2021 on track to hit \$775K. Seller will assist Buyer in transition. #CA2897- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2897/>

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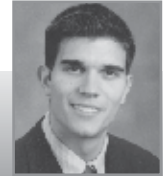
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ROSEVILLE/CITRUS HTS. AREA - 6 Op practice in a high-traffic retail area. Efficient layout in ~2,250 sq. ft. professional & dental office building, 13 years of Goodwill, SoftDent, digital x-ray, I/O cameras, and soft tissue lasers. Seller reports over 1,100 active patients in the past 18 months, avg. 26 NP/mo., 5 days of Hygiene per week. Room for growth with most specialties referred out. 2019 GR \$667K and 2020 GR was \$669K, 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 layout with plenty of glass/windows for a bright & cheerful space in ~2,700 sf office suite. 32+ years of Goodwill, Dentrrix, Dexis digital x-ray, I/O cameras, Pano, Planmeca CAD/CAM System, and 3 soft tissue lasers. Dentrrix reports 4,100+ active pts in last 18 months, averaged 44 NP/mo., 10-12 days of Hygiene/wk. 2019 GR \$2.3M+, 2020 GR was \$2.2M+ and 2021 is projected at \$2.5M+ production. Seller may work-back and 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 METRO ORTHO - NEW LISTING - Rare opportunity Ortho practice available for purchase in a growing and stable area. Attractive design in ~2,000 sf office space along with well-trained dental team. Privatized Consultation area with an Open Office operatory area housing 5 dental chairs including Ortho Trac by Carestream PMS, paperless practice, digital X-ray sensors, and a Digital Pan-Ceph. Historically booked out 4-6 weeks, over 12 years of Goodwill, and Seller will assist in transition and referral-base introductions. 2019 GR \$541K, and 2021 GR was \$451K on a 24 to 30 Dr.-hour work week. #CA2986- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2986/>

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 NP/mo. 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 and 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 30+ years in a densely populated, desirable location. Average \$1.4 M in GR on a 4 day work week. This turn-key practice has state-of-the-art technology, including CEREC, Digital 2D/3D Pan, Digital X-ray, iTero Scan, Microscope, Laser, I/O camera, and Paperless with Dentrrix. 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 Op. 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 GR. 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 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, I/O cameras, Laser, and Fully Paperless utilizing Dentrrix. 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, I/O 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. Room for growth in the Hygiene and keeping Ortho in-house. 2019 GR \$825K, 2020 GR \$659K, and 2021 is projected to have a record year with production thru 7/15/2021 reported at \$720K). Building for sale w/ practice. #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 desirable socio-economic area. Over 32 years Goodwill in this paperless practice with Curve PMS, digital x-ray, I/O 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. Room for growth specialties. 2019 GR \$678K, 2020 GR was \$615K, and 2021 is has projected production over \$800K. 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, Dentrux with 5 workstations, digital x-ray, I/O 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, and most specialties referred out. 2019 GR \$723K and 2020 GR was \$609K. 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, 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, digital x-ray, I/O 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. 2019 GR \$1.4M+, 2020 P&L GR \$1.306M+, 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 w/practice. #CA2004- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2004/>

GREATER MODESTO - 7 Ops+RE in a desirable area with over 16 years Goodwill. Dentrux, digital x-ray, I/O cameras, Nomad portable x-ray unit, soft tissue laser, and a digital Pano. Dentrux 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. #CA2795- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2795/>

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 - 4 Ops in 1,250 sq. ft. located minutes from the beach! The office utilizes digital x-ray, I/O cameras, panoramic x-ray, Cerec CAD-CAM, Cone Beam CT Scan, and Dentrux 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/>

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

HUNTINGTON BEACH - NEW LISTING - Beautiful 5 Op 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/>

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 6 days per week. Practice utilizes Digital x-ray and a 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

NORTH EAST ORANGE COUNTY - NEW LISTING - 7 Ops, 4 equipped, with room to grow and bring in specialists as specialty work is referred. Older, well-educated patient base, looking for quality care with 6 days of hygiene and 60 years Goodwill. The real estate is also for sale, building is 2,200 sq. ft. and is visible from a main street corner location. Nicely appointed décor, Mid-Century, super cool vibe. Priced to sell quickly...be the first to call. #CA3013- Kerri McCullough - 949-300-0312 or Ben Sapir - 310-596-0961 <http://dentalpracticetransitions.henryschein.com/listing/CA3013/>

ORANGE COUNTY - NEW LISTING - Exceptional Orange County opportunity. Room for specialists with 8 plumbed Ops, 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 Dentrux 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/>

SAN BERNARDINO - 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, and to grow with specialties and the patient base in a 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

SANTA CLARITA VALLEY - NEW LISTING - This practice is the dream with 6 Ops and great cash flow. Seller is willing to work back 1-2 days per week. Beautifully appointed décor and 3D CT Scan, iTero, and fully digital with 4 sensors. Long-term staff with 8 days of hygiene. This practice is PPO and FFS and been established for over 28 years. The practice overhead is only 72.7% and the practice collections for 2021 were over \$2.3M. #CA2992- Kerri McCullough - 949-300-0312 or Ben Sapir 310-596-0961 <http://dentalpracticetransitions.henryschein.com/listing/CA2992/>

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SOUTH ORANGE COUNTY - 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 Dentrux 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

CARDIFF-BY-THE-SEA - NEW LISTING - Location, location, location! Have you always dreamed of owning a practice just blocks from the beach? Located in the charming, coastal town of Cardiff, this legacy practice is a mainstay and has been in business for over 60 years. Office has 4 closed door treatment rooms in a 960 sq. ft. space. Look no further, this well-established practice has a strong foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA2988- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2988/>

CARLSBAD - 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 I/O cameras in a 2,418 sq. ft. space with free, ample parking. Dentrux software, paperless with workstations in every Op. Averages 30 NP/mo. 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/>

EL CAJON - NEW LISTING - Highly productive 4 Op practice. Practice features modern facility and equipment, digital X-Rays, I/O cameras, Easy Dental System, computerized in all Ops. Seller does Bread and Butter dentistry and refers out most specialty services. Parking is free. Excellent Opportunity to acquire a solid practice primed for future growth. #CA2975- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2975/>

ENCINITAS - General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has 5 bright Ops, 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. Dentrux software, paperless with workstations in every Op. 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, Dentrux. 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, Peds, 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 Dentrux 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 - NEW LISTING - Modern facility with 6 Ops in Poway on a busy, main road. Medical bldg. location with free parking. Computerized throughout with Dentrux and Dexis Digital X-ray, CBCT, soft tissue laser, and I/O 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/>

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/>

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. Dentrux 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 - Long established GP practice plumbed for 6 Ops, with 4 equipped and primed for production. This attractive and recently updated 1,898 sq ft office includes SoftDent software, Digital PAN, 2 Microscopes, soft tissue laser, electric handpieces and I/O Camera. Many procedures are referred out of the practice leaving plenty of room for additional hours and dentistry. #CA3005- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA3005/>

SAN DIEGO - 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 Dentrux and Digital X-Rays. #CA2851- Russell Okihara - 619-694-7077 <http://dentalpracticetransitions.henryschein.com/listing/CA2851/>

OUTSIDE OF CALIFORNIA

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

SEATTLE ORTHO/PEDO - High-end neighborhood of Seattle, in 2,240 sq. ft. with 1 private, 1 semi-private and 2 open bay chairs. (would be considered by a bank to be a modified start-up). Equipment is from 2014 and is in great condition and seller will stay on (long term or short term). As of 9/21: Practice Collected \$346K. #WA2863 Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/WA2863/>

SEATTLE SUBURB ORTHO/PEDO - 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 Dentrux, 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 desirable area of Southern Oregon with 5 Ops, Paperless, 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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DEC 5TH, 2021	LASERS IN DENTISTRY	DR SAMUEL LOW
JAN 9TH, 2022	ORAL SURGERY	DR HARDEV SINGH
FEB 6TH, 2022	PEDODONTICS	DR PARADO
MAR 6TH, 2022	MEDICAL EMERGENCIES IN DENTAL OFFICES	DR HARDEV SINGH
APRIL 3RD, 2022	ENDODONTICS	DR BOYER
MAY 1ST, 2022	MANAGEMENT OF ORAL SURGERY COMPLICATIONS	DR SINGH
JUNE 5TH, 2022	COSMATIC DENTISTRY	DR. MILES CONE
JULY 10TH, 2022	IMPLANTS MADE EASY FOR GENERAL DENTIST	TBA
AUG 7TH, 2022	TBA	TBA
SEPT 11TH, 2022	PROSTHETICS	DR. SIMON HONG
OCT 2ND, 2022	INFECTION CONTROL	DR. TEH
	CALIFORNIA LAW	PATRICK WOOD ESQ
NOV 6TH, 2022	COSMETIC DENTISTRY	DR. MEHRDAD RAZAGHY
DEC 4TH, 2022	DENTAL RADIOLOGY	DR. SETAREH LAVASANI

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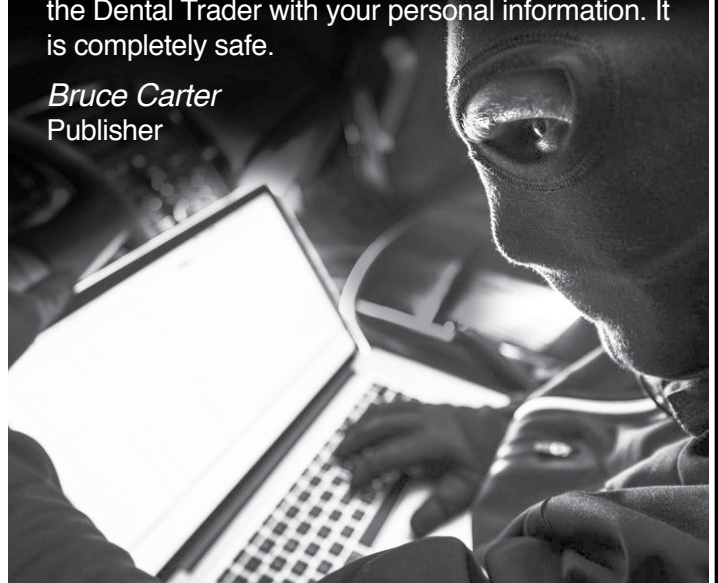
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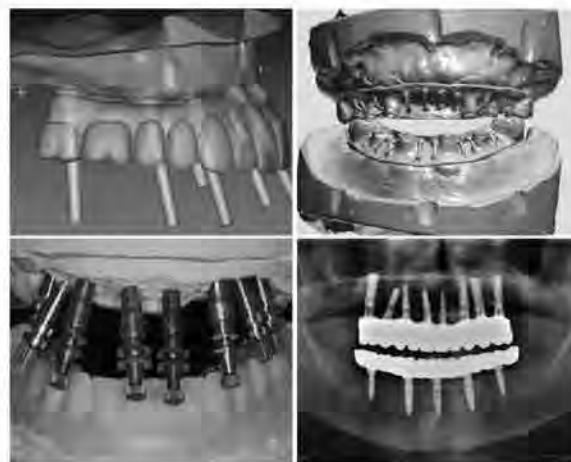
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PART 3

**Friday, March 4, 2022
10:00 am to 12:00 noon**

Employment Law 103: Leaves of Absence and Other Hot Topics

Leaves of Absence for Dental/Medical Practices

Which Leaves are/are not required
(including California's 2021 CFRA mandates)

The Interactive Process, Reasonable
Accommodation & Undue Hardship

The Triple Threat: Discrimination + Harassment + Retaliation = Wrongful Termination

At-will Employment vs. Wrongful Termination
& Constructive Discharge

Release Agreements & Severance Pay -

Who, When, Why & How

Unemployment Insurance -

Should you oppose claims?

Why? Why Not? How?

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BAY AREA

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: Practice cash-flow ~\$240k in 2021, great opportunity at \$395k! ~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 **REDUCED! \$495k - Real Estate Also Available**

BC-1347 EL CERRITO: Est. 20+ years, Seller retiring. State of the art, high tech office. 1,502 sf w/4 ops in dental prof bldg **\$600k**

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

BG-1363 ANTIOCH: Practice historically collects over \$500k annually. ~1,323 sf w/4 Ops **\$150k – Real Estate Also Available**

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

BN-1360 BERKELEY: Unique situation w/ shared staff & equipment. A great opportunity for any dentist! ~1,700 sf w/ 6 Ops. **\$695k**

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-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**

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

BAY AREA CONTINUED

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

DG-1365 FREMONT: Seller highly motivated, needs to sell within 30 days! ~1,500 sf w/3 Ops + 2 add'l **Reduced \$175k**

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

DN-1243 SAN JOSE: Beautiful, Spacious, modern office w amazing visibility! 2,204sf w/4ops + 2 add'l. **\$525k**

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

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**

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: Reduced Price! Seller is having health issues, needs to sell in 30 days. ~1,200 sf w/4 Ops **Reduced \$195k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



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NORTHERN CALIFORNIA CONTINUED

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: Grossed > 1.3mil in 2021! This impressive practice is located in a popular retail center. ~2,072 sf w/ 5 ops. **\$875k**

EN-1235 WOODLAND: State-of-the-Art Equipment w/ 6 Fully Equipped Ops. ~3,900sf w/6 Ops + 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 + 1add'l. **\$705k**

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**

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

FG-1086 UKIAH: In 2021 Doctor worked ~ 130 days and the practice collected just over \$780k! ~1200sf w/4 Ops. **\$390k/ Possibility to Own Real Estate**

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 & phenomenal patient reviews! >\$ 1.1M in 2021! 1,300sf w/4 Ops + 1add'l. **\$395k /Real Estate Also Available**

GN-1240 REDDING: Practice collected >\$770k on a 3-day workweek in 2021! ~1,800sf w/5 ops + 1add'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-1357 OROVILLE: Established for 50+ years. Collections over \$864k in 2021. 2,400 sf w/6 Ops & plumbed for 1 add'l **\$495k – Real Estate Also Available**

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**

HG-1146 TRUCKEE: Practice collected ~ \$600k in 2021, this Truckee practice is a steal! ~1,700 sf w/4 Ops. **Amazing Price: \$335k**

NORTHERN CALIFORNIA CONTINUED

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

G-1265 STOCKTON: Normal collections are usually > \$700k annually. ~1,106 sf w/3 Ops **Reduced \$428k – Own Your Own Condo Unit!**

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**

IN-1353 STOCKTON: Unique 1/3 Partnership Opportunity w/ a reputation for delivering beautiful smiles! 4,700 sf w/ 10 ops + 3 add'l. **\$215k**

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 **\$275k – REAL ESTATE ALSO AVAILABLE!**

SPECIALTY PRACTICES

BG-1361 UNION CITY Ortho: This Ortho practice's annual cash flow profitability is ~\$334k on a 24-hr workweek! ~ 890 sf w/3 Chairs **\$375k**

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**

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

DN-1355 SAN MATEO Perio: Est 1961. Stellar Reputation & State-of-the-art Office. 1,500 sf w/4 fully equipped Ops **\$450k**

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**



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IN ESCROW - Long Beach #1149 - Restorative dental practice. Three year average collections \$701,043. 2021 Projected revenues \$718,314. 5 Ops in 1,750 Sq. Ft. Seller retiring. Asking \$595,000. Contact: info@wppps.com

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- 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.

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- 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. Rev. \$1.3M

- 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 5 op office, built and equipped in 2014. Great location, lots of space, and GROWING patient base. Rev \$650K

- PLUMAS COUNTY -

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- 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 \$1.5M

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- 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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- 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 -

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6206 SANTA CRUZ' SCOTTS VALLEY Owner chooses to work 3-days a week. 4-days of Hygiene. 2021 collected \$709,000. Total Available Profits were \$342,000. Beautiful office reflects Seller's ownership of the building. 4-ops. Digital Pano. Lots of natural light. Great curb appeal on major traffic artery in stand-alone building. Full Price \$265,000. Building is optional purchase.

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 Collected \$784,000 and Available Profits of \$369,000. And this is on a 3.5-day week complemented by 3.5-days of hygiene. Paperless. 5-ops with 6th available. Contract with a specialist to retain referred services inhouse. Full Price \$500,000.

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 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 collected \$696,000 with \$258,000 in Available Profits on leisurely 3+ day week in 2021. 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-operators 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. Full Price \$335,000.

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 results and excellent communication have generated strong patient referrals. By delivering these results year-after-year, practice has realized an exceedingly high recognition in its community as "THE" provider of superior orthodontic treatment. Collections last 5-years have averaged \$950,000 on a 2.5 day week.

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.

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 and 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.