

# THE Dental Trader

VOL. 19 NO. 6 • June '22  
So. Calif. Edition

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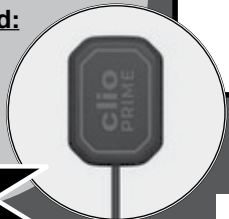
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## FRESNO COUNTY

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. **PENDING**

**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!**  
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. **PENDING**

**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!**

**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.

**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**

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- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

**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 small amount of Denti-Cal. 2021 Collections were approx. \$500K. **BACK ON THE MARKET**

**WOODLAND HILLS ORTHO/PEDO** – (4) op Ortho/Pedo. Located on the 1st floor, end cap, with street frontage, exposure, & visibility. CASH/PPO/Denti-Cal. 2021 collect. \$369K+. Digital X-Rays & new Pano. Seller retiring but willing to stay to do Ortho and/or Mentor. **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

Room for Your Madera County Practice Listing.

## RIVERSIDE COUNTY

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## 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.

## 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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**Orthodontist Needed** for busy, friendly office in Los Angeles. Please call (310)923-2736/email drnamiandentistry@gmail.com.

**Dental practice** for sale for 80k or lease. Located in LA near Kaiser Sunset. Please call Nikki 3239539471.

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**Beverly Hills** DENTAL LAB space available for lease in a prime medical building with ceiling hood~500sqf, Ti, 424-666-1188

**Dental Hygienist** needed in Private practice located in Simi Valley. Please send resume to office@kellerdentistry.com

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**Periodontist wanted** to cover for existing Dr. going out for medical leave for Visalia Ca. 661-350-7412 Steve

**Space sharing** opportunity in Newport Beach. Beautiful upscale office. Smilecentraldental@yahoo.com.

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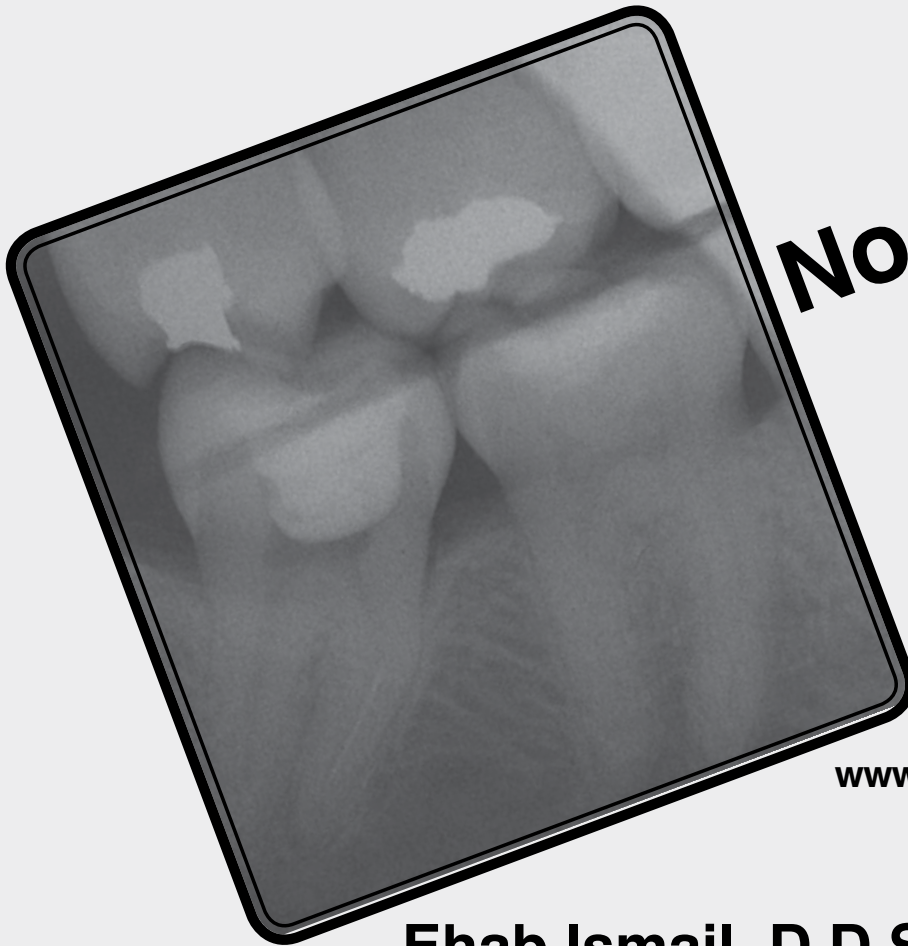
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**Dentist Wanted!!** \$1000.00 daily vs % in Texas!!! email epdentist@gmail.com

**Associate Dentist Wanted** Larger, well run office in LA Excellent Compensation Full or Part time Send resume to Admn75@yahoo.com

**SAN BERNARDINO GP FOR SALE** - 6 Ops, Est. 33 Years, RE For Sale. 2021 GR \$968K. HSDPT- Steve Caudill- 951-314-5542 #CA2843 <http://dentalpracticetransitions.henryschein.com/CA2843/>

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Lake Forest, CA*

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## Los Angeles County

### Canyon Country: Collections ~ \$232K

- Seller Retires. Mostly Cash/PPO.
- Strip mall. 2 eq.ops + 1. Low Rent.
- 1 doctor + 1-2 staffs. Low Overhead.

### Cerritos – New Listing!

- **Excellent location.** 3 equipped op.
- Large shopping center off Freeway- 605
- 2021 projections ~\$280K – \$300K
- Insurance: PPO/Cash/Cap/Denti-Cal

### Cerritos – Equipment and Leasehold

- **Asking \$105K or Best Offer!**
- Retail ctr off CA- 91 w/anchor stores.
- 1,000 sq.ft., 4 eq. ops. Fair rent.

### Diamond Bar: Grossed ~\$737K

- Long term pt base. All Cash/PPO
- Doctor does mostly bread & butter dentistry w/ hygienist.
- Doctor sees 8-10 pts/day.
- Professional suite. 6 eq.ops.

### Inglewood – Gross ~ \$810K

- Excellent location with heavy foot traffic.
- 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:

- **Gross ~ \$269K. ALL Cash/PPO**
- Large strip mall at a corner lot.
- Off Freeway-405, 2 ops. + 1 plumbed
- Reasonable Rent. Potential for growth

### South Whittier:

- 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.

## Practices Wanted:

High production PPO/Cash Practices  
 Practices in Diamond Bar & Upland  
 Pediatric Practices  
 Starter Practices at Good Locations

## Orange County

### Anaheim - New Listing!

- Collections ~ \$290 - \$300K
- Strip mall, close to Knott Berry Farm
- ~ 50% DentiCal, ~ 50 % Cash/FFS

### Anaheim – Equipment and Leasehold

- New Listing! Asking \$135K or best offer!
- Strip mall, minutes away from I-5
- ~2,200 sq.ft. 5 eq. ops. + 1 plumbed

### La Habra – New Listing!

- Collections ~ \$271K. All PPO/Cash.
- Refers out RCT, implant placements, OS and advanced perio.
- Corner lot on main street.
- 4 equipped ops. Reasonable Rent

### Santa Ana – Asking \$125K or best offer!

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

### Orange – New Listing!

- Excellent location: Large Shopping Plaza off main intersection in Orange.
- Grosses ~ \$600K
- 3 equipped ops., ~ 1,200 sq.ft.

## San Bernardino County, CA

### Rialto – Gross ~ \$350K

- Seller retires. Associate run office
- ~60% Denti-Cal. 3 eq. ops.
- Shopping plaza. Affordable 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 operators.

### Murrieta – Grosses ~ \$911K.

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

### Norco – Equipment and Leasehold

- Beautiful shopping ctr, close to I-15
- Just built ~ 5 yrs ago. ~ 4 eq. ops.

## Imperial County:

### El Centro - High Production Office

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

## Upcoming Practices

Dublin – Grosses ~ \$900K  
 Sacramento - Starter Practice

## Northern California

### Daily City – New Listing!

- **2021 Collections ~ \$429K**
- 4 equipped ops. Reasonable rent
- Single standing bldg. on main street.

### San Bruno – Collections ~ \$1.5 M

- Seller retiring. High profit margin
- Long term patients.
- Good management.
- Great potentials with PPO/Cash pt.
- Corner lot w/private parking spaces.
- Just renovated. 6 eq. ops. Low Rent.

### San Jose – 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 Jose – New Listing!

- **Equipment & Leasehold**
- Large shopping plaza off CA -130 and Freeway - 680.
- 3 equipped ops. ~ 1,050 sq.ft.
- **Asking \$70K or best offer!**

### San Jose – 2 practices for sale

- Office #1 - Collections ~\$390K
- Retail Center - 5 ops. Rent ~\$4,800
- Office #2 - Collections ~ \$608K
- Retail Center - 5 ops. Rent ~\$8,300
- Both are ~50% Denti-Cal; ~50% Others
- Close to East San Jose & Vietnam town.

### East Bay Area –Pediatric Practice

- **Grosses ~ \$750K**
- Good profit margin.
- Surrounding areas include Castro Valley, San Leandro, Oakland ...
- Mixed Insurance. Many Denti-Cal pts.
- Front st. locaton. 5 ops.

### San Rafael - Grossed ~ \$600K

- Mostly PPO/FFS. Opens 4 days/wk
- Family practice & quality dentistry
- Located in beautiful Marin County
- Fair Rent. 3 eq. ops.
- **Seller willing to negotiate price!**

### Santa Rosa – New Listing!

- **2021 Grossed ~\$592K**
- Seller retires. ~95% PPO/CASH
- **Asking \$350K or best offer.**
- Close to downtown. 3 Ops.
- **Potential for Real Estate Sale**

### Stockton –Practice & Real Estate

- **Grossed ~ \$865K.**
- High profit margin.
- Doctor Retires . 3 eq. ops.
- ~60% DentiCal, 30% PPO
- Single standing bldg. w/parking lot

### Vallejo - 2021 Grosses ~ \$330K

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**ORANGE:** Retiree with 25 years goodwill

**ROWLAND HTS:** Shopping Center location

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**LOS ANGELES:** Strip Center with walk-ins

**CITY OF COMMERCE:** Retail; visible; long-estab

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

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| Location          | Asking Price | Summary Info  |
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| La Jolla          | \$1,795,000  | 8 ops. 30 plus years of goodwill. Located in busy shopping center. High visibility, high quality, highly coveted practice. Many specialty procedures can be added. Solid net income as the collections far exceed the fixed overhead.   |
| North County      | \$350,000    | PERIO practice for sale. 20 plus years of goodwill. Excellent location with real estate also available for purchase. Solid practice in a highly desirable professional/medical complex. Plenty of parking. Procedures can be added to increase collections.   |
| Fallbrook         | \$775,000    | 4 ops. Spacious office space with most specialty procedures being referred out including all ortho. Recently remodeled with new paint and flooring. Seller owns real estate and offers future purchase options.   |
| San Diego         | \$859,000    | Perio practice. 5 ops. Gross Collections \$1.1 Million. Centrally located in one of San Diego's top communities. Averaging 32 new patients per month. Seller willing to associate back to help with transition with a strong active referral base.  |
| East County       | \$375,000    | ORTHO practice. Located in a prime retail shopping center location. Plenty of parking. 6 chairs with room for more. Brand new paint and carpet has this office looking like new. Come see one of the top locations with very affordable rent with a well negotiated lease. 40 year of goodwill!   |
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| Kearny Mesa       | \$379,000    | GP practice. 4 ops. Seller retiring and moving out of state. Practice located in the heart of San Diego, adjacent to Sharp Memorial hospital and Childrens hospital (could be converted to Peds or family office.) Easily accessible (located at the intersection of 3 main San Diego freeways) with plenty of parking. A lot of upside as seller refers out many procedures. |

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# When it Comes to the Sale

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**ENCINO GENERAL PRACTICE FOR SALE:** Great starter practice or practice to merge. The office collected \$178,000 last year on one day per week. This practice has always done significantly better in the past, but the seller's other practice which is 30 miles away has grown substantially in the last two years and this office has received less attention as a result. The office has four equipped operatories, two with new dental chairs. It is computerized with digital x-rays. All cash and insurance, no Denti-Cal or HMO. Asking \$150,000.

**LOS ANGELES COUNTY ORAL SURGERY PRACTICE FOR SALE:** Established referral based oral surgery practice receives at least five new patient referrals per year from over 50 professional referral sources. Practice collects \$1,150,000 with a net income of over \$450,000 per year on four days per week. The office is located in a high-income area and has 4 equipped operatories with digital x-rays and a CBCT scanner. Seller is retiring. Asking \$700,000.

**BEVERLY HILLS GENERAL PRACTICE FOR SALE:** This practice focuses on implant-based restorations. The office has three equipped operatories with a CT scanner, digital x-rays, and Dentrrix software. The practice collected over \$620,000 last year on four days per week. Seller refers all endo and oral surgery other than implant placements, which is done by a specialist. The practice averages 7-10 new patients per month. Located in a prestigious building in the Golden Triangle area of Beverly Hills. Asking \$400,000. - PENDING

**WOODLAND HILLS GENERAL PRACTICE FOR SALE:** Well established PPO practice collected \$980,000 last year and \$828,000 in each of 2019 and 2020 on four days per week with five days of hygiene coverage per week. Seller refers almost all endo and pedo and has a periodontist once a month. The office is in a professional building on Ventura Blvd with easy access. The office has five equipped operatories with digital x-rays, Dentrrix software and two lasers. The practice averages 22 new patients per month. Asking \$670,000. - PENDING AT ABOVE FULL PRICE

**WEST LOS ANGELES PERIO PRACTICE FOR SALE:** Upscale community with stable referral base. Practice collects \$500,000+ consistently on three and a half days per week with four days of hygiene coverage. Twenty percent of the income is from implants. Three equipped operatories in a professional building with several other general dentists. Motivated. Asking \$280,000. - SOLD AT FULL PRICE

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

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

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

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

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



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### WHY DO SOME PRACTICES SELL AND OTHERS LANGUISH ON THE MARKET?

While it should be obvious, practices that are priced to sell (translates to "can be financed by a bank"), that have "perceived value" will sell quickly, while practices that are overpriced (translates to "bank will not finance the purchase without a significant seller carry back") with minimal "perceived value" will take months to sell, if they ever sell at all, until the broker and/or seller comes to grips with the fact that the market considers it overpriced. In today's market place, if a buyer cannot secure the financing for the purchase price, the practice will not be sold barring some unique characteristics that, for lack of a better term, we will call "perceived value".

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

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

For the facts, and not the hype (I do not want your listing if it cannot be sold) call Kurt Skarin with Lee Skarin and Associates at:

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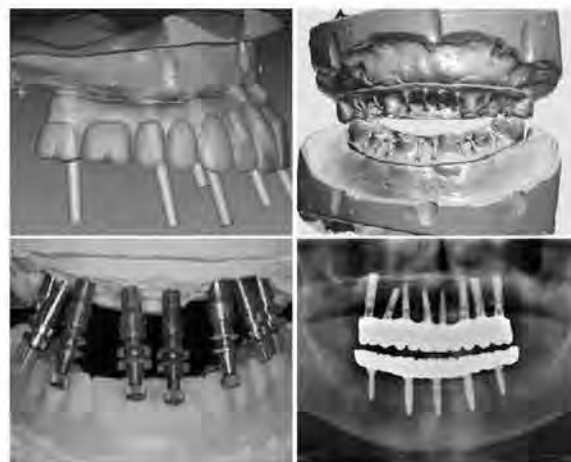
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### FEATURED LISTINGS

**APPLE VALLEY (Turn-Key + Real Estate)** – Price reduced!! Established in 1989, this GP is located in a single-story building. The Seller is currently working 3 days/wk. and sees approximately 8-16 patients/day. PPO and Cash only. The office consists of 3 equipped operatories. It's 100% patient referral. **The practice grossed approximately \$319K in 2021. Property ID #5342.**

**ANAHEIM HILLS** – Established in 1996, this general practice is located in a busy 2-story retail building with great signage and plenty of parking. On one of the busiest intersection of Anaheim Hills. The seller is currently working 3 days/wk with 5 days/wk of hygiene. PPO & Cash. The office consists of 3 equipped operatories and it's computerized with Dentrix software and has digital x-ray. **Grossed \$519K for 2021.** Great opportunity. Please contact your CPS Broker for more details. **Property ID #5390.**

**IMPERIAL BEACH** – Well established general practice with 2 equipped operatories and 1 plumbed not equipped located in a busy one story shopping center. Seller is currently working 2 days/wk with Associate 2 days/wk. Sees an average of 20-25 new patients per month. Computerized with Practice Works and Digital X-ray. Reasonable rent for the area. **Grossed approximately \$558K for 2021.** Please contact your CPS Broker for more information. **Property ID #5359.**

**TORRANCE** – Turn-Key general practice located in a busy shopping center with plenty of parking. It's on a busy intersection. Seller is currently working 5 days/wk and sees approximately 11 new patient/mo. PPO / Cash / Medi-cal. 100% patient referral. The practice consists of 2 equipped spacious operatories with Digital x-ray and Easy Dental software. Please contact your CPS for more details. **Property ID #5391.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



### GROUP SOLO IN RIVERSIDE COUNTY



- **Combined Grossed approximately \$2M in 2021**
- **Combined Buyer's Net of \$708K**
- Each practice has its own set of financials for review
- Established circa 1989
- With over 60+ years of goodwill to offer
- Located in a single-story professional building
- Corner location

- Combined spacious 2,460 SF Suite
- 4 + 4 equipped operatories
- One Seller has a satellite office for sale in Temecula
- Sellers privately own the real estate
- Offering a great lease or may considered selling the Real Estate

**Please contact your CPS Broker for more information. Property ID #5373.**

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SCAN ME

Alice C. King, V.P.  
Lic #00602189

# CALIFORNIA

## Specializing in the Selling

### LOS ANGELES COUNTY LISTINGS

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

**GRANDA HILLS (GP)** - With almost 50 years of goodwill to offer, the practice has been at this location since 1970. The practice has seen three generations of patients! The Seller has finally decided to retire after many years of success to focus on his other business ventures. The office consists of 3 equipped operatories in an approximate 1,200 sq. ft. suite. Granada Hills is a highly diverse and high-income neighborhood. **It's currently averaging \$26K/mo.** The landlord is offering a very competitive lease for the area to further assist in the Buyer's success. Please contact your CPS Broker for more details. **Property ID #5276.**

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

**LAWNDALE (GP)** – Long established General practice with 8 equipped operatories located in a single free-standing building. 100% Patient Referral. Seller works 1.5 days/wk with Associate, 1 day/wk and 4 days/wk of hygiene. See approximately 16-20 new patients/mo. Cash/PPO/Some Denti-cal. **Projecting \$21K or 2021. The practice is currently averaging \$57K/mo. Please contact your CPS Broker for more details. Property ID #5347.**

**LOS ANGELES** – General / Orthodontic practice established in 1986, located in single story building strip center with heavy traffic flow. Great street visibility and signage. Has extra parking in rear. This practice consists of 10 equipped operatories in a 2,800 sq. ft. office. PPO/Cash/Denti-cal. **Grossed \$1.8M in 2021.** Seller is currently working 5 days/wk with GP Associate 5 days/wk and Ortho 1x/mo. Patient and GP Referral. It's computerized with Easy Dental and Digital X-ray. Has excellent staff. Please contact your CPS Broker for more information. **Property ID #5387.**

**TORRANCE** – **Orthodontic** practice located in a 3-story medical dental building with 5 chairs in an open bay area with window views on a 1,737 sq. ft. suite. Seller sees approx. 7-8 new starts per month. PPO & Cash Only. **The practice grossed approximately \$361K in 2021.** The Seller is moving out of state. Please contact your CPS Broker for more details. **Property ID #5377.**

**TORRANCE** – Turn-Key general practice located in a busy shopping center with plenty of parking. It's on a busy intersection. Seller is currently working 5 days/wk and sees approximately 11 new patient/mo. PPO / Cash / Medi-cal. 100% patient referral. The practice consists of 2 equipped spacious operatories with Digital x-ray and Easy Dental software. Please contact your CPS for more details. **Property ID #5391.**

**WESTLAKE VILLAGE** – Established in 2005, this beautiful general practice has 5 spacious equipped operatories in a 2-story medical/dental complex plaza. **It grossed approximately \$706K in 2021. Projected Buyer's net of \$245K.** Income source is PPO and Cash Only. Seller sees approximately 9-11 new patients per month. It's computerized with Eaglesoft software. Practice is only open 2.5 days/wk. Seller has another practice he will be focusing on. Please contact your CPS Broker for more information. **Property ID #5376.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Juana Dominguez  
Transition Coordinator

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

### ORANGE COUNTY LISTINGS

**ANAHEIM HILLS** – Established in 1996, this general practice is located in a busy 2-story retail building with great signage and plenty of parking. On one of the busiest intersection of Anaheim Hills. The seller is currently working 3 days/wk with 5 days/wk of hygiene. PPO & Cash. The office consists of 3 equipped operatories and it's computerized with Dentrix software and has digital x-ray. **Grossed \$519K for 2021.** Great opportunity. Please contact your CPS Broker for more details. **Property ID #5390.**

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

**CORONA DEL MAR** – Well-established General Practice located in a single-story building just walking distance to the ocean. This beautiful office consists of 3 equipped operatories in an approximate 1,100 sq. ft. suite. It's computerized with Dentrix software and has a digital X-ray. The retiring seller is currently working 4 days per week, O.S. 2x per month, and 4 days of hygiene per week. Sees approximately an average of 20-24 new patients per month. PPO/Cash/Some Capitation. Does minimal advertising. **It grossed approximately \$817K for 2021.** Reasonable rent for the area. Has excellent staff. Great location. Next to residential area and retail shops. **Property ID #5285.** Please contact your CPS Broker for more details. **Property ID #5285.**

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

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

**IRVINE - General Practice + Specialty** established in 2011 located 3-story building. Seller is currently working 2 days/wk with GP 5 days/wk, Hygienist 2 days/wk and Specialists 1x/mo. The office sees approximately 55 new patients/mo. This practice consists of 4 equipped operatories with Digital X-ray and Dentrix software. **Grossed \$1.3M for 2021. Projected Buyer's net of \$409K.** Please contact your CPS Broker for more information. **Property ID #5352.**

**IRVINE** – Established in 1975, this general practice is located on the first floor of a two-story medical-dental building. Retiring seller is currently working 4 days per week and sees approximately 25 new patients per month. PPO & Cash Only! Does minimal advertising. No HMO. The practice consists of 3 spacious equipped operatories in a 1,200 sq. ft. suite. It's computerized with Eaglesoft software. Has reasonable rent for the area. **Grossed \$434K in 2021.** Please contact your CPS Broker for more details. **Property ID #5388.**

**LOS ALAMITOS** – Well established general practice located in a 2-story medical-dental building with great street visibility and signage in a highly desired area of Los Alamitos. The practice consists of 4 spacious eq. ops, in a 1,250 sq. ft. suite. The retiring seller is currently working 3 days/wk. with 4 days/wk. of hygiene. PPO and Cash only! Has great rent for the area. **Grossed approximately \$377K in 2021.** Excellent staff. Plenty of parking. It's a great opportunity. Please contact your CPS Broker for more information. **Property ID #5382.**

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Fred Vuittonet, V.P.  
Lic #01363583

# CALIFORNIA

## Specializing in the Selling

### RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

**APPLE VALLEY (Turn-Key + Real Estate) – Price reduced!!** Established in 1989, this GP is located in a single-story building. The Seller is currently working 3 days/wk. and sees approximately 8-16 patients/day. PPO and Cash only. The office consists of 3 equipped operatories. It's 100% patient referral. **The practice grossed approximately \$319K in 2021. Property ID #5342.**

**DESERT HOT SPRINGS (GP + REAL ESTATE) –** This practice is located in a free-standing building with a private parking lot and frontage excellent street visibility. This practice consists of 4 equipped operatories and 1 plumbed not equipped. It's computerized with Open Dental software and digital X-ray. Seller does minimal advertising. Seller established in 1986 and 23 years at this location. Projecting **\$784K for 2021. It's currently averaging \$65K/mo.** Great practice opportunity to own the practice and building Please contact your CPS Broker for more information. **Property ID #5340.**

**FONTANA (GP + Real Estate) –** Established in 1967, this general practice is located in a single-story building with great street visibility and heavy traffic flow. The office is next to a residential area. The seller is currently working 4 days of the week with 3 days/wk of hygiene. PPO & Cash Only. Seller does minimal advertising. The office consists of 4 equipped operatories, 2 hygiene rooms, and a digital X-ray. **It grossed approx. \$751K in 2021. Projected Buyer's net of \$214K.** Please contact your CPS Broker for more information. **Property ID #5375.**

**GROUP SOLO IN REVERSID COUNTY -** Our practices are preeminent dental offices and icons for the local community established circa 1989. With over 60+ years of goodwill to offer, these practices are located in a single-story professional building with a corner location on a spacious 2,460 SF Suite, one of 6 units in the building. These two independently run practices are going to market simultaneously, making the profit you see in this prospectus approximately double; each practice has its own set of financials for review. With the combined strength of these two practices, you will be unrivaled for this demographic. The Sellers and other tenants privately own the real estate, which will offer a very competitive lease and consider selling the Real Estate for a timely transaction. After reviewing the financials for these practices, you will realize the Buyer with the right skillset can capture the income for specialties being referred out; and the high-profit margins these practices have. **One Seller has a satellite office for sale as well. See Please contact your CPS Broker for more information. Property ID #5373.**

**LAKE ELSINORE –** This general practice with 38 years of goodwill is located in a 2-story building in downtown Lake Elsinore and blocks from the lake. The practice consists of 3 equipped operatories in a 1,200 sq. ft. suite. The retiring seller is currently working 3 days per week and 3 days per week of hygiene. Seller sees an average of 8-10 new patients per month. PPO & Cash Only. 100% patient referral. **The office grossed approximately \$331K in 2021.** Has great staff. Please contact your CPS Brokers for more details. **Property ID #5381.**

**LOMA LINDA –** Well established General practice located in a 2-story professional building plaza. The office consists of 3 equipped operatories in a 1,231 sq. ft. suite. The seller is currently working 4 days per week with 6 days per week of hygiene. Cash and PPO only. Seller sees an average of 15-20 new patients per month. **The practice grossed approximately \$291K in 2021.** Please contact your CPS Broker for more details. **Property ID #5378.**

**MURRIETA (Coming Soon)** Beautiful general practice located in a 2 story professional building. This office consists of 4 spacious equipped operatories with window views. **Seller grossed approx. \$728K for 2021.** Well-established practice. Please contact your CPS Broker for more details. **Property ID #5389.**

**PALM DESERT -** General practice established circa 1992 located in a 2-story professional building. This practice is an icon in the community and consists of 7 equipped operatories in an approx. 2,500 sq. ft. suite. It's computerized with Easy Dental software and digital x-ray. PPO / Cash / Some HMO. It's 100% patient referral. **It grossed approximately \$1.5M in 2021. Projected buyer's net of \$480K.** Sellers work 1 day each with GP Associate 3 days/wk., Endo and O.S. 1x/mo. **Property ID #5372.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Alex Baylon, V.P.  
Lic #02128087

**TEMECULA (Turn-Key)** – General practice located on a professional building in a shopping plaza. It's right off the freeway on a corner location. Suite next door is vacant, therefore, room for expansion. The practice consists of 2 equipped operatories. This is the Seller's satellite office. This office will be sold as one with the Hemet practice or can be sold separately. Please contact your CPS Broker for more details. **Property ID #5374.**

### SAN DIEGO COUNTY LISTINGS

**FALLBROOK (Coming Soon)** – General practice located in a 2 story medical-dental building with 4 equipped operatories. Next residential area and other professional buildings. Grossed approx. \$334K for 2021. Please contact your CPS Broker for more details. **Property ID #5386.**

**IMPERIAL BEACH** – Well established general practice with 2 equipped operatories and 1 plumbed not equipped located in a busy one story shopping center. Seller is currently working 2 days/wk with Associate 2 days/wk. Sees an average of 20-25 new patients per month. Computerized with Practice Works and Digital X-ray. Reasonable rent for the area. **Grossed approximately \$558K for 2021.** Please contact your CPS Broker for more information. **Property ID #5359.**

**OCEANSIDE** – Leasehold Improvements & Equipment Only! This office has 4 equipped operatories in a single free-standing building with excellent street visibility. Has reasonable rent for the area. It was recently remodeled and shows very well. In a great corner location just blocks from the ocean. The office is beautifully furnished and recently remodeled. Please contact your CPS Broker for more details. **Property #5380.**

**SAN DIEGO** – This luxurious GP/Specialty office is located in downtown San Diego on the first floor of a Retail/Restaurant loft with Professional Suites with heavy foot traffic with over **18 years of goodwill.** Has private parking on the building, and the lease includes four spaces. The state-of-the-art practice consists of four equipped operatories; one plumbed not equipped with 3D-Panorex and a **COMPLETE IN HOUSE LAB to keep overhead costs down.** The office sees approximately 50-70 new patients per month. PPO & Cash only. Reliant on patient referral, there has been minimal advertising to date. **Pre-Covid, the practice grossed \$2.2M in 2019; since then, the income is over 105% of 2019, and collections for 2021 were \$2.358M, boasting an incredible Buyer's net of \$823,513!** Extremely profitable practice with a low overhead! Please get in touch with your CPS Broker for more information. **Property ID #5332.**

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##### DIRECT E-MAIL ADDRESS TO BROKERS/AGENTS

**Alex Baylon:** [abaylon@calpracticesales.com](mailto:abaylon@calpracticesales.com)

**Alice King:** [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

**Fred Vulttonet:** [fvuittonet@calpracticesales.com](mailto:fvuittonet@calpracticesales.com)

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**Hendrick Gonzalez, DDS - 9/25/18**

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

**Ari Rosenblatt, DDS, DMD**

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

**Dr. Jeff Javelet**



**A. Lee Maddox, DDS, Esq.**

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**Legal Tip:** Sellers: Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

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**SAN DIEGO GP FOR SALE** - 4 Ops, Fully Digital, Dentrrix, Clean and Modern! GR \$720K. HSDPT- Christy Conway-619-889-6492 #CA2961 <https://dentalpracticetransitions.henryschein.com/listing/ca2961/>

**Retiring doctor** in Modesto, CA. DENTAL PRACTICE & BUILDING FOR SALE. No Denti-Cal or HMO. This is a second office open 2 days a week. Collection is \$400k last year. Call Linda (209) 470-1325 or email jeffreyphen@sbcglobal.net

**PALM DESERT** - GP w/ 30 yrs gdwill in 2 story bldg. Grossed \$1.5M in 2021. California Practice Sales, Inc. Phone: 714-639-2775

**Sacramento Dental Practice for Sale.** PPO-Delta Dental/Cigna/FFS/OON, \$500k+ Collections in 2021. 4 days a week/5 weeks off a year. 1200+sqft, 4 Ops, Primarily Restorative & Preventative services. Dentrrix, Dexis, Wave One Endo System, 4 IO Cameras, i500 Medit. Please send inquires to BrighterCaliforniaSmiles@gmail.com

**Orthodontic Practice for sale.** West LA satellite office 25 yrs good will.Modern,1200sf.CTscan, \$275K. view,Floor to ceiling windows, Makinglosangelessmile@aol.com

**2-Op,beautiful new** construction space in BH Triangle to share w specialist in "A" rated bldg.310-205-0900 info@auroraperiodontal.com



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### SOUTHERN CALIFORNIA

**AGOURA HILLS / WESTLAKE VILLAGE / THOUSAND OAKS - NEW LISTING** - High Quality fee-for-service dental office for sale. Practice is located in a highly desirable location in Southern California with 4 Ops plus 1 plumbed not equipped. Doctor has practiced for 18 years in this same location and has never had to do any external marketing. Doctor is not contracted with any insurance companies. Healthy hygiene program with 5 total hygiene days a week with room to add more days. Office booked out 1-2 months in advance. #3085- Thanh Tran - 949-533-8308 <https://dentalpracticetransitions.henryschein.com/listing/ca3085/>

**BAKERSFIELD** - 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/>

**COASTAL ORANGE COUNTY** - General practice with 5 Ops, 4 equipped, large doctor's private office area, digital x-rays, digital pano, and Open Dental software. The practice has room to grow and is located in a well-established neighborhood with restaurants and shopping across street. 2021 GR \$735K. #CA2787- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2787/>

**HUNTINGTON BEACH** - 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/>

**NORTHEAST 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** - 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 Dextrix 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 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/>

**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 and is currently booked 6 months in advance. The seller is open to 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. 2021 Gross Receipts of \$263K 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/>

**WHITTIER - NEW LISTING** - Amazing general practice with great visibility and signage. Located on a main street in Whittier. The 1,400 sq ft office has 3 equipped Ops, and 1 add'l plumbed with 30+ years of goodwill. The office has digital xrays/pano, Dextrix and EZLase laser. 2021 GR of \$683K on 3 doctor days per week! Dr. is ready to retire and work back for a smooth transition. This is an amazing opportunity to purchase a well-performing practice with huge growth potential in a wonderful community! #2788 - Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca2788/>

### SAN DIEGO

**CARDIFF-BY-THE-SEA** - 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. Current owner has 4 closed door treatment rooms in a 1,000 sq ft office. 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/>

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**EL CAJON** - 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- Kerri McCullough - 949-300-0312 <http://dentalpracticetransitions.henryschein.com/listing/CA2975>

**EL CAJON - NEW LISTING** - Don't miss this incredible opportunity to own a well-established Oral Surgery practice in San Diego. This great practice has a strong presence in the community of El Cajon, started in 1976 and acquired by present owner in 2006. The practice has two (2) surgical rooms, two (2) consult rooms. The practice is in a standalone building and has been in the same location for 46 years with a reliable referral base. #CA3115 - Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/ca3115/>

**ESCONDIDO** - This is a practice you won't want to miss. 6 Ops, High Producing, High Collecting, CBCT, Digital Scanner, Surgical Microscope, Laser, Dentrax. 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- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2946>

**ESCONDIDO - NEW LISTING** - Dental Real Estate for purchase with 5 fully equipped Ops. Unique opportunity to own a 2,200 sq. ft. Craftsman stand-alone building. Two of the Ops have brand new equipment! Located on a corner lot on a busy, four-lane street with private, gated parking. Recently renovated with a bright and spacious floor plan, new flooring, and paint. This won't last long! #CA3031- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA3031>

**N. SAN DIEGO COUNTY** - 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 Dentrax and is fully digital. Clean and modern with an excellent layout. Consistent year to year production/collections. This won't last long. #CA2961- Christy Conway - 619-889-6492 <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- Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA2840>

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

**SAN DIEGO - NEW LISTING** - 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>

**SCRIPPS RANCH - NEW LISTING** - Beautiful General Practice located in the highly desirable area of Scripps Ranch in a busy strip mall, retail space. Bright, spacious office has 5 Ops with 3 equipped. 2 Adec Ops and 1 Sirona Intego Treatment Center. CEREC, CBCT, Dexis, soft tissue laser, Rotary Endo Equipment, Implant Motor, intra-oral camera, and more in a 1,970 sq. ft. space. Room for growth with most specialties referred out. This practice has everything you need and will not last long! #CA3054 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3054/>

### 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- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA2725/>

**CENTRAL VALLEY** - Rare and unbelievable opportunity to purchase a successful Pediatric practice. 10 chair practice with 30+ years of goodwill, orthodontic and oral surgery services in-house. Digital x-rays, Digital Pan/Ceph. This is a great opportunity to purchase a thriving practice with an associate. The seller is willing to stay on for the transition period. This practice does well over \$2M/year. #CA2794- Kerri McCullough - 949-300-0312 <https://dentalpracticetransitions.henryschein.com/listing/ca2794/>

**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. Dentrax, digital x-ray, I/O cameras, Nomad portable x-ray unit, soft tissue laser, and a digital Pano. Dentrax 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/>

**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 Dentrax 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- Gina Miller - 707-391-7048 <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- Gina Miller - 707-391-7048 <http://dentalpracticetransitions.henryschein.com/listing/CA2822/>

### NORTHERN CALIFORNIA

**BRENTWOOD (NorCal) - NEW LISTING** - Great location and goodwill in the center of this great community. 2019 GR of \$520K on a 2 1/2 day clinical week with solid recovery from Covid shutdown. Great upside potential for a full-time owner with 4 Ops in approx. 1,600 sq. ft. professionally designed office. Dentrax PMS, Paperless Charts, Digital X-Ray, Digital Pan, Diode Laser & IO Camera. #CA3008- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA3008/>

**CONCORD/WALNUT CREEK - NEW LISTING** - 5 Ops in a beautiful setting with new-looking equipment, plus own the real estate! Manageable production with a loyal patient base in an affluent / established area with modern décor, plenty of windows, and open layout in 1,650 sq. ft. 39 years of Goodwill provide stability. Dentrax G6, new server, fiber optic handpieces, phosphor plate digital x-ray, I/O cameras, CEREC, soft tissue laser, and Digital Pano. #CA2808- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2808/>

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**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/>

**FAIRFIELD/VALLEJO AREA - NEW LISTING** - Over 43 years of Goodwill in this 7 Op paperless practice in a high-traffic area in a professional retail and dental office building. Datacon PM Software, digital x-ray, CEREC, and digital Pano/ConeBeam unit. Avg. 19 NP/mo. over past year, and 5 hygiene days/wk. 2019 GR \$1.343M, 2020 GR was \$1.223M, and 2021 GR was \$1.522M, on a 48-hour workweek with Associates employed to boost production. Delta Premier is 35% of practice. Buyer can purchase a share of the Dental Real Estate. #CA3117- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3117/>

**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/>

**LAKE TAHOE AREA WITH LAKE VIEWS - NEW LISTING** - High producing and well-established practice in the magical Lake Tahoe area with views of the Lake. 4 Op paperless practice with space to expand in a high-traffic retail area. with over 20 years of goodwill. Dentrax, digital x-ray, Digi-Doc intra-oral cameras, soft tissue lasers, Glidewell IO CAD/CAM Scanner, and digital Pano. Seller reports over 3,300 active patients in the past 18 months, averaged 55 NP/mo. in the past year, 2 days of Hygiene per week. Room for growth with all Endo and Implant Placements referred out. 2019 GR were \$1.59M, 2020 GR was \$1.69M (growth in COVID year), and 2021 GR was \$1.43M, all on a 34-hour work week. This is a Delta PPO practice with NO Delta Premier patients. Seller will work back to assist Buyer in transition. #CA3100- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3100/>

**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

**NAPA COUNTY - 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/>

**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 of \$595K in 12 months since reopening. 3 Op (3rd Op in 1,500 sq. ft. with Digital X-Rays 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

**PALO ALTO - NEW LISTING** - Central Palo Alto with over 70 years of goodwill with 3 owners. 2021 Revenue of \$1,818,000 on a 4 day work week. 9 Ops housed in an updated 2,500 sq. ft. free-standing building. 9 days of Hygiene, Dentrax PMS, Paperless Charts, Digital X-Ray, Laser, IO Camera, and Digital Scanner. #CA3037- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA3037/>

**PLEASANTON** - 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/>

**PLEASANTON-NEW LISTING** - Great neighborhood practice with 24 years of goodwill. 2019 Revenue of \$470,000 with reduced workdays in the recent years. Softdent PMS with 5 workstations, paperless charts, digital X-Ray, and intra-oral camera. 6 Ops, 5 Equipped. Asking price is indicative of reduced days but don't miss this opportunity in this great community. #CA3023- Jim Engel - 925-330-2207 <http://dentalpracticetransitions.henryschein.com/listing/CA3023/>

**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** - 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/>

**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** - 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, Dentrax, Dexis digital x-ray, I/O cameras, Pano, Planmeca CAD/CAM System, and 3 soft tissue lasers. Dentrax reports 4,100+ active pts in last 18 months, averaged 44 NP/mo., 10-12 days of Hygiene/wk. 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** - 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/>

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**SAN FRANCISCO** - 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 2000 sq. ft. 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 COUNTY - NEW LISTING** - General practice with 33 years goodwill in highly desirable city. 3 Ops, digital x-ray, and Easy Dental PM software. This is a great opportunity with plenty of room for growth in a busy retail strip. With zero advertising they get about 11 new patients per month. 2021 GR \$381K. #CA3044- Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3044/>

**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 Dentrux. 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** - 4 Ops in a spacious Covid-friendly 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 <https://dentalpracticetransitions.henryschein.com/listing/ca2594>

**SONOMA COUNTY - NEWLY ADJUSTED PRICE IMPROVEMENT!** 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 Dentrux. 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 <https://dentalpracticetransitions.henryschein.com/listing/ca544/>

**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/>

**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 / POCKET ROAD / ELK GROVE AREA - NEW LISTING** - Great GP practice with very high retail exposure, high foot and car traffic in a high-growth area (nearby Delta Shores development to be adding 5K new single-family homes). Five (5) Ops in 1,623 sq. ft. retail space. Over 73 years of Goodwill in this paperless, perio-oriented practice with Practice-Web PM Software, 8 workstations, digital x-ray, soft tissue laser, Pano X-Ray, and CEREC system. Practice-Web reports over 1,050 active patients in the past 18 months, averaged 12-13 new patients per month in past 12 months, 7 days of Hygiene per week (accounts for approximately 37% of annual production). Room for growth as most specialty procedures are referred out. 2019 GR \$918K, 2020 GR \$696K, and 2021 GR \$803K, on a 38-hour workweek. Seller will work back to assist in transition. #CA3093- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3093/>

**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/>

**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 package. 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/>

## 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/>

**SALEM - NEW LISTING** - Turnkey and spacious Ortho Practice. Could be converted to specialty or remain as Ortho. 5 Ops with 1 add'l plumbed and ready. New flooring, beautiful setting, high visibility location surrounded by other GP referral sources. Close to downtown, hospital, and businesses. Doctor works 1 day per week. Greatly reduced price for quick sale. #OR3043- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/OR3043/>

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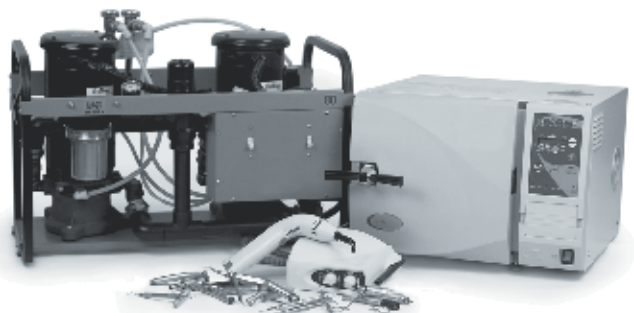
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- PRACTICE TRANSITIONS • FINANCIAL ASSISTANCE • PROVIDES BUYER OR SELLER REPRESENTATION

## FULL PRACTICE LISTINGS

### BREA - \$850,000

7 eq. ops. in a spacious, bright, clean, organized, inviting, streamline, well equipped suite located on the main floor of a community established professional building with excellent exposure on a main street convenient to the 57 freeway. 33 Years of Goodwill, Excellent online reviews, and solid area reputation. Hygiene driven practice with potential for buyer to recapture services currently being referred out. Patients accept suggested treatment plans. Long-term, knowledgeable staff in place. Collected \$1,103,401 in 2021. Under multiple offers

### GARDEN GROVE - \$330,000

3 eq. ops. with the opportunity to expand to 4 ops. 1,100 sq. ft. efficiently designed suite located in a very busy center with excellent visibility, signage, and traffic on a major street. Lease is only \$3,130/month and has excellent low Overhead. 30+ Years of Community Goodwill. Retiring Seller. Collected \$391,289 in 2021 on a 4 day work week. Buyer has the opportunity to work more days/hours, implement marketing, and recapture dentistry that is currently referred out.

### HAWTHORNE - \$295,000

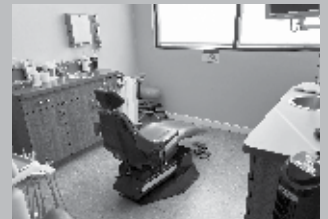
4 eq. ops. in a ~1,250 sq. ft. suite located in a single story, strip center with excellent exposure, signage, and traffic. Suite was remodeled in 2018. Rent is only \$4,200/month. 32 Years of Community Goodwill. Retiring Seller with long term staff in place. Buyer has the opportunity to increase revenue by implementing some advertising and working more days a week. Collected \$420,986 in 2021.

### LA MIRADA - \$169,500

5 eq. ops. in a 1,365 sq. ft. suite located in a professional building on one of the busiest streets in the area. Retiring seller that currently works 4 days a week. Low Overhead; Rent is \$3,210/month and includes utilities. 18+ Years of Goodwill. CBCT X-ray package included and buyer to take over remaining balance. Stable practice that does not have any advertising in place. Collected \$238,169 in 2019, \$228,710 in 2020, and \$227,953 for 2021.

### LANCASTER - \$248,500

The practice has 4 eq. ops. in a 1,470 sq. ft. suite located in a busy, single story, strip center with excellent visibility and signage. The practice was established in 1997 and has 25 Years of Goodwill. Seller prides herself on being active in the community through education and outreach. Rent is \$2,542/month and the practice offers an overall low overhead. Solid Patient Base. Collected \$345,315 for 2021.



### GLENDALE - \$1,495,000

PPO/Fee for Service general dentist's practice that collected \$1,724,626 with a seller's net of \$651K in 2021. 4 eq. ops. in a 1,589 sq. ft. suite located in a professional medical building. 42 Years of community goodwill. Rent is \$5,536/month. Established & reliable staff. Bright, clean, streamline suite with large windows that offer 5th story views. Implants, RCTs, Surgeries, and 6 days a week of Hygiene between 3 hygienists. CBCT, Eaglesoft, Digital X-rays, & Intra Oral Cameras. This is the practice that you have been waiting for!

### HESPERIA - \$241,000

4 eq. ops. in a 1,200 sq. ft. suite located in a busy, single story, strip shopping center near the area hospital. 17 Years of Goodwill. Rent is only \$2,400/month. Low Overhead! Collected \$324,000 in 2021.

### LONG BEACH PEDIATRIC OPPORTUNITY - \$455,000

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

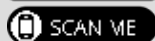
### LOS ANGELES (90048) - \$162,500

3 eq. ops. in a 750 sq. ft., efficient, beautifully designed, digital suite located in a 4 story professional building in the Cedars-Sinai Medical Center adjacent to Beverly Hills & West Hollywood. Rent is \$3,300/month and includes parking and utilities. Large windows with nice views. 100% CASH PRACTICE. Solid Patient base that accepts suggested treatment plans. Collected \$469,634 in 2019, \$275,527 in 2020 and \$277,959 in 2021 on a very limited schedule.

### MONTCLAIR - \$252,500

3 eq. ops. in a 1,100 sq. ft. suite located in a busy, single story, strip center on a frequented street convenient to the 10 freeway. 9 years of Community Goodwill. Bright, well equipped, streamline, digital suite that shows pride of ownership. Rent is \$2,564/month. Collected \$345,097 in 2021 on a 2-day work week.





Paul

Ellen

Greg

**Greg Beamer, Dental Broker**

909-542-4891

Experience in Finance and Brokerage since 1976  
DRE License #01149524**Paul Yuan**

909-714-2265

20 Years of Experience in the Dental Industry  
DRE License #02140802**Ellen Wood**18 Years in the Dental Practice Sales Industry  
DRE License #02006320Ph: (909) 542-4891 • Fax: (866) 890-1033 • [info@gregbeamer.com](mailto:info@gregbeamer.com) • [www.gregbeamer.com](http://www.gregbeamer.com)**NEWPORT BEACH - \$550,000**

5 eq. ops. in a recently remodeled, 1,800 sq. ft. suite located in a two story, multi-use, frequented center with excellent visibility and signage. 16 Years of Community Goodwill. Rent is \$7,000/month. Retiring Seller that currently works 4 days/week. All Digital and Newer Equipment. Collected \$650,822 in 2021. PPO/CASH Practice.

**ORANGE COUNTY PROSTHODONTIST - \$500,000**

Board-certified Prosthodontist is seeking an equally capable board-certified Prosthodontist to purchase his practice. Highly reputable practice. On-site removables lab technician. Candidates should have a high level of clinical capability in completing complex prosthodontic cases, placing implants and managing the periodontal health of patients. The buyer should also have a high degree of business acumen and highly capable of marketing to referring general dentists. 2 days of hygiene per week along with an established staff are also part of the business. Buyer will be generously rewarded by a high caliber staff, trusting patients / referring dentists and a highly profitable business.

**REDLANDS - \$550,000**

3 eq. ops. in a serene, 1,023 sq. ft. suite located in a single story, busy, strip center with excellent exposure. All digital suite with Dentrix Software, Intra Oral Camera, Pano, and more. 28 Years of Community Goodwill. Attracting ~40 new patients per month. Collected \$681,183 in 2021 and Projecting \$973,971 for 2022.

**SAN CLEMENTE - \$500,000**

3 eq. ops. in a spacious suite convenient to the 5 freeway and local shops/restaurants. The practice is the only business on the 5th floor with potential to expand (approx. 2 more treatment rooms). The suite offers plenty of natural light and Ocean Views! Seller currently works 4 days a week with the Seller's spouse working 1 day/month doing Endo. Rent is only \$4,724/month! 80% Insurance and 20% Cash Income Stream. Collected ~\$625,415 in 2019, \$554,683 in 2020, and Collected ~\$628,065 in 2021.

**SAN DIEGO WITH REAL ESTATE FOR SALE - \$240,000 / RE \$1,131,300**

4 ops. in a 1,342 sq. ft. main floor, suite located in a two story, Spanish colonial building. Excellent signage and exposure on a busy street. 50+ Years of Community Goodwill. PPO/Fee for service practice. Retiring seller that is willing to stay on 1-2 days a week to assist in transitioning. Buyer has the potential to recapture income from services that are currently referred out, implement a marketing plan, and be open 5 days a week. You will not have to worry about increasing lease rates and landlords. Collected \$326,986 in 2021 on a 3.5 day work week.

**TORRANCE - \$780,000**

6 eq. ops. & 1 plumbed no eq. op. in a high producing, efficiently designed, 2,300 sq. ft. suite located in a single story, freestanding building. 15 Years of Community Goodwill. Provider for the Longshoreman's Union. Primarily HMO and CAP. Retiring Seller. Qualified staff in place. Collection history of \$1.2M+.

**WEST COVINA - \$1,300,000**

4 eq. ops. in a 1,560 sq. ft. suite located in a busy commercial center. Suite is nicely designed, bright, clean, streamline and well-appointed with equipment that averages 5 years old. Practice Web, Intra Oral Camera, and Digital Pano. Rent is \$4,622/month. 13 Years of Goodwill. PPO/Fee for Service. Excellent community presence and reviews. Collected \$1,598,668 for 2021.

**WEST COVINA - \$315,000**

4 eq. ops in an 1,800 sq. ft. suite located in a busy, strip center on a major street with excellent visibility and signage. Stater Bros is the anchor tenant. 7 Years of Goodwill. Easy Dental software, Intra Oral Camera, and Digital X-ray w/new sensors. Associate run. Collected \$382,621 in 2021 on a 3-day work week. Potential to be open more, increase marketing and revenue.

**WEST COVINA - \$250,000**

3 eq. ops. & 1 plumbed not eq. op. in a 1,200 sq. ft. suite located in a busy, single story, retail center. 30 Years of Goodwill. PPO/CASH practice with Low Overhead. Retiring Seller. Collected \$290,282 in 2021 and Projecting \$335,508 for 2022 on a 3.5 day work week.





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## TURN-KEY/ LEASEHOLD IMPROVEMENTS & EQUIPMENT ONLY LISTINGS

### AGOURA HILLS - \$85,000

3 eq. ops. in a 1,200 sq. ft. suite located in a busy retail center off the 101 freeway with excellent signage and visibility. 30 Years of Goodwill. Rent is \$3,520 per month. Retiring Seller that currently works 2-2.5 days a week. Patient Charts included but not guaranteed. Amazing potential to recapture referred out services, implement some advertising, and work more days a week.

### CHULA VISTA - Lease \$5,000/month

5 eq. ops. & 4 plumbed not eq. ops. in a 1,968 sq. ft. suite located in a single-story, free standing building with excellent visibility and signage. Community established Dental Practice. The location is fully equipped and ready to continue to be a successful Dental practice. Landlord owns the equipment.

### GLENDAL - \$70,000

3 ops. in a 1,200 sq. ft. suite located in a two story, mixed use, busy shopping center off Glendale Ave. Established as a dental practice for ~25 years. Landlord is ready to negotiate a new lease! Nicely designed suite. Leasehold Improvements & Equipment Only

### LOS ANGELES (90022) - \$79,000

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

### MONTEREY PARK - \$69,000

3 eq. ops. in an 812 sq. ft., efficiently designed suite located in a community established Medical building with ample, free parking convenient to the 10 and 60 freeways. The building offers elevators and a pharmacy on the bottom floor. Established as a dental practice for 6 1/2 years. The seller is a nonprofit and is relocating. Rent is only \$2,424 per month. Leasehold Improvements & Equipment Only

### NORCO - \$118,000

2 eq. ops and 2 plumbed not eq. ops. in a well-appointed, 1,260 sq. ft. suite located in a single story, busy center on a major street with excellent visibility and plenty of parking. All treatment rooms are wired for digital. Established as a Dental practice for 5+ years in this growing, family oriented, traditional, community convenient to the 91 and 15 freeways. Low Overhead and a \$2,905/month exclusive lease. All major equipment and dental instruments included. Experienced office manager open to working with the new owner. Turn-Key! Leasehold Improvements and Equipment Only

### ORANGE - \$180,000

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



SCAN ME



Paul

Ellen

Greg

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20 Years of Experience in the Dental Industry  
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DRE License #02006320Ph: (909) 542-4891 • Fax: (866) 890-1033 • [info@gregbeamer.com](mailto:info@gregbeamer.com) • [www.gregbeamer.com](http://www.gregbeamer.com)**REDLANDS - \$75,000**

4 eq. ops. in a 1,200 sq. ft. suite located in a single story, freestanding building with excellent exposure. Rent is only \$3,500/month. Dentist passed away and the practice is currently closed. 33 Years of Goodwill. Great opportunity to reopen, recapture the patient base and build the practice back up! PATIENT CHARTS INCLUDED BUT NOT GUARANTEED

**SAN JACINTO - \$44,888**

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

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"We feel extremely fortunate to have found you brokerage firm to help us sell our dental practice. We appreciated your straightforward explanation of the selling and transitioning process as well as your availability to answer our many questions and give us direction. Needless to say, we could not be more pleased with the outcome considering that within two weeks of listing, we received two full offers and within three months of signing with you, our dental practice was sold.

It has been a real pleasure working with you and Ellen and we'll be happy to recommend you to other dentists looking to sell their dental practices.

Thank you very much for all your hard work,"

**Dr. Mia Busan & Daniel Busan – Garden Grove, CA**

"Paul - Do you always work this hard on every transaction?!?"

**Dr. Lisa Beckley- Redlands, CA.**

"Selling my practice with Paul, Greg and Ellen has been phenomenal. Accurate pricing, responsiveness, and being detail oriented helped me sell my practice in 2 months with no drama. What a great experience!"

**Gregory Mohr, D.D.S. - Placentia, CA**

"I would VERY enthusiastically like to recommend Greg Beamer as your broker! He listed my practice, found a cash buyer and we closed in less than 90 days! I found Greg to be VERY HONEST and VERY HARD WORKING, VERY RESPONSIVE (he responded to my many questions, quickly and almost 24hrs/day!) and PROFESSIONAL!! I met or talked with some of the major brokers and wondered if their previous profession might have been selling cars. Greg was a breath of fresh air! I would HIGHLY endorse him!"

**Sincerely, Michael R. Jones DDS - Laguna Niguel, CA**

"Thank you, Greg, for your guidance and support. Thanks to Paul and Ellen for your hard work and for diligently pulling and pushing us along the transaction!"

**Dr. Lillian Ho - Anaheim, CA**

"Paul - I know you kept saying - "Its our job" to help me with the sale of my dental practice, but you went overboard with patience as I constantly called and wanted to know "all the details, all the time," Please know how much it meant to me during this stressful time for your patience and guidance. - Thank you!"

**Dr. Curtis Cross. - Hacienda Heights, CA**

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EBITDA Analysis, Business Preparation, and Representation in a DSO sale

## CURRENT GENERAL PRACTICE OPPORTUNITIES:

### - LOS ANGELES -

**SOUTH BAY/TORRANCE** - 6 Ops. Quality-oriented private practice. Rev \$675K. 

**NORTHRIDGE** - Shell-space with equipment, 5 Ops, 2,000 sq ft.

**WESTLAKE VILLAGE** - 6 Ops equipped, \$1.1M Revenue, Real Estate available.

**SOUTH BAY/TORRANCE** - 4 op well established practice. Great 1st floor location with easy access. Collections \$515k

**LANCASTER** - 4 op general practice. Great location and patient base. Rev \$334K

### - ORANGE COUNTY -

**ORANGE COUNTY COASTAL** - Doctor retiring after 50 years in practice. Great opportunity to grow. - Rev \$388K

### - INLAND EMPIRE -

**PALM DESERT** - FFS practice. 4 Op, technology-focused restorative and cosmetic. Rev \$345K

**LOMA LINDA** - Family practice. Retiring dentist. 5 Ops Rev \$491K. 

### - SANTA BARBARA -

**SANTA BARBARA COASTAL** - 2 Op. Full community practice steps from the beach. Real Estate available. Rev \$900K. 

### - SAN DIEGO -

**VISTA** - 4 Ops. Highly-coveted area of SD Cty. Rev \$550K

**FALLBROOK** - 3 Ops. Family-oriented practice. Rev \$410K

**ESCONDIDO** - Turn-key practice. Recently built and equipped. All equipment and finishes are like new.

**SAN DIEGO COASTAL** - Great location with easy access. 4 equipped ops. Rev \$540K. Net Income of \$293K.

**CENTRAL SAN DIEGO** - Family practice with 6 oversized plumbed operatories. Rev. \$301K

### - COMING SOON -

**NEWPORT BEACH**  
**SOUTH ORANGE COUNTY**

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## Have Questions About Your Practice Transition?

- When can I retire?
- Who can I trust to help me with this process?
- How much is my practice worth?
- Should I sell now or wait another 2-3 years?
- How do I find the right buyer?
- Should I consider selling to a DSO?

## DDSmatch HAS THE ANSWERS

## 855-546-0044

### CURRENT SPECIALTY PRACTICE OPPORTUNITIES:

**SAN FERNANDO VALLEY - PERIO** - 4 Ops with room to expand. Located in busy, high-income area. - Rev \$1.0m

**ORANGE COUNTY COASTAL - PERIO** - High-tech office in highly desired coastal area. Rev \$807k

**SAN FERNANDO VALLEY - OMS** - Well-established High-Tech practice with t  line technology. Rev \$1.4M on 3 days

**NORTH COUNTY SAN DIEGO - OMS** - boutique-style practice with a full digital work-flow is seeking a candidate for a 12-month transition to ownership.

**LOS ANGELES - OMS** - great area for long history in the community. Current modern office, with views. CBCT. Collections \$718K

### COMMENTS FROM OUR CLIENTS:

*Sean Sullivan was the broker for the recent sale of my late husband's dental practice. He sold the practice in a timely manner despite being met with many challenges. I attribute the successful sale of the business to his professionalism, expertise and being a team player. - Janie Munce*

*Sean's tireless efforts made a difficult journey seem painless, he was always one step ahead of the procedure. I made the best choice in having you on my team! - Dr. Richard Goble*

*Jason Owens' honesty, availability, and attention to detail. His advice and guidance proved to be correct throughout the process. - Daniel J. Crowley, D.D.S.*

*Your extensive professional knowledge, patient personality and nurturing hands guided us down the path to completion. You got me maximum value for my practice." - Gwen Kelly, D.D.S.*



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"Are you considering selling your dental practice within the next 2 years? Make sure your lease has good terms that are transferable upon the sale. Call today for a consultation." Amy L. Borden, A.P.C. - Attorney at Law (888)416-1321 [www.californiadentalattorney.com](http://www.californiadentalattorney.com)

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Dr. White



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This is your dream practice, Make over \$1M a year. Eaglesoft, Schick, Trios, CBCT, Microscope, Trios. Seller will teach you his special marketing secrets. This office has great view and hosts most specialties in-house.

**West Covina:** 35 year practice, fully digital in a retail strip center. Lots of activity, great parking room to grow. Sold Sold Sold

**Orange County:** Want to be next to Starbucks and McDonalds with great parking and an awesome office? This is the location. Its a great 4 op office with Eaglesoft/Schick and Cerec room for CBCT. Ground floor retail. Ready for sale now. Price reduced.

**Valley Village:** Well designed office in a great area of North Hollywood, located in a retail center with active business neighbors. 3 treatment rooms and digital sensors. Opportunity and Location.

**Calabasas:** Incredible upscale office with more than 2200 sqft. 5 Ops and with room for expansion to at least 7. Great private office. Newer equipment in modern building. Dentrix and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost. No L.A. City TAX.

**West Hollywood:** 3 treatment rooms, \$1.2M in collections, lots of foot traffic at RETAIL CENTER. Located on Sunset Blvd., street exposure with great signage. This upscale office is digital and is associate run.

**Westchester:** 3ops collections Tracking over \$200K on busy street, digital sensors and Open Dental. Great views

**North Hollywood:** 2300 sq ft building for sale on 5300 sqft lot 9 ops room for more. Great parking with practice. Sold Sold SOLD

**Westlake Village:** Real estate included. Perfect size 2300 sqft office with six well equipped treatment rooms. Fully digital CBCT(3D), Cerec, and many more high tech items, well respected, well rounded Dentist in this Georgios office. Over \$1.1M in collections. Adec and Midmark equipment.

**Porter Ranch:** Over 3000 sq ft of perfect office, you cant build this office for what you will pay. Over \$900K in collections. Adec equipment in a mixture of private and double entry treatment rooms. CadCam, digital, CBCT and more. Don't Snooze on this one.

**Calabasas:** 4 Treatment rooms in a newly renovated office, 3 equipped., Street exposure, tons of free parking. Close to food and much more. Open Dental, Dexis, Pano, NO L.A. city TAX. Electric hand piece, dual monitors and more.

**West Hills: Ortho Office** – Spacious, elegant office with great views. 5 treatment areas, two enclosed rooms, digital pan and Eaglesoft over \$350K on 1 day a week.

**Long Beach:** 5 op's in stand alone building, room for more, over 2000 sq feet. All digital over 30 years and great rent, with high visibility.

**Santa Clarita:** 4 ops room for more fully digital in retail strip center. Easy dental software. Over 30 years at this location. Sold

**Marina Del Rey:** 3 treatment rooms in upscale office with large private office in great building and great location. Eaglesoft software and great views

**Canoga Park:** Includes Real Estate \*\*\* 3 ops with room for expansion. Fully digital, lots of parking, On bust street with great visibility. Sold

### New Listings

**Camarillo:** 5 Ops in a well laid out office, room for more. Great rent, digital sensors and Practice Works.

**Valencia:** Great revenue, Fully digital, Adec equipment, OWN YOUR OFFICE – No more rent. 5 treatment rooms. THIS WILL GO FAST!!!

**Beverly Hills:** 6 treatment rooms, retiring dentist, Fully digital. Great rent with Wilshire views. Great rent.

#### Central Valley

**Clovis:** CA: 5 Treatment rooms, 2700 sq ft of gorgeous office, 2000 sqft of rentable space (currently rented and generation income. Double entry ops. Like new. This includes real estate.

**Coalinga:** Coming soon!!!!

### Carry-Back Corner Seller-financing available

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**Newbury Park**

**West Hills - Ortho listing**  
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**Dentist/Prstodontist** join pvt implant center. Tarzana. CBCT, SCAN, Laseer. Fantastic team. toothopinon@aol.com

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- (G) OC Tustin /Orange Grossing \$260 in 3 days, Seller works one day. Seller multiple offies. Office needs renovation pre covid gross of 400 in 3 days. seller willing to make allowance,for interesting store front location.
- (I) BOOMING BANNING PRTC & DENT CONDO Grt staff RETIREMENT work back, servicing city fathers 4900 charts Exceptional
- (L) CARSON CITY -Great Shop Plaza near pop restaurants SELLER mov to Riverside needs to relocate, Seller did HMO in past has thousands of records, No DDS in Carson accepts HMO, AI;so add Dential (just increased prices 40%) This office did 500/600 (CAN DO AGAIN) --2021 \$260 PPO & Cash PP \$250.

GREAT TIME TO THINK ABOUT CHANGE. NOT DOING TYPE OF DENTISTRY YOU LIKE TO DO--LOOK TO TOM FITTERER & PPS to plan your future.

COVINA est 27 yrs. 14 ops, 9 equipped. 6 never used. Grossing near \$400k. 2,400 sq.ft. Seller refers as much as she does. Seller will work back. Low overhead. F.P. \$456,000.

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

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

LADERA RANCH Beautiful 4 ops will do a million Shopping Center Reasonable

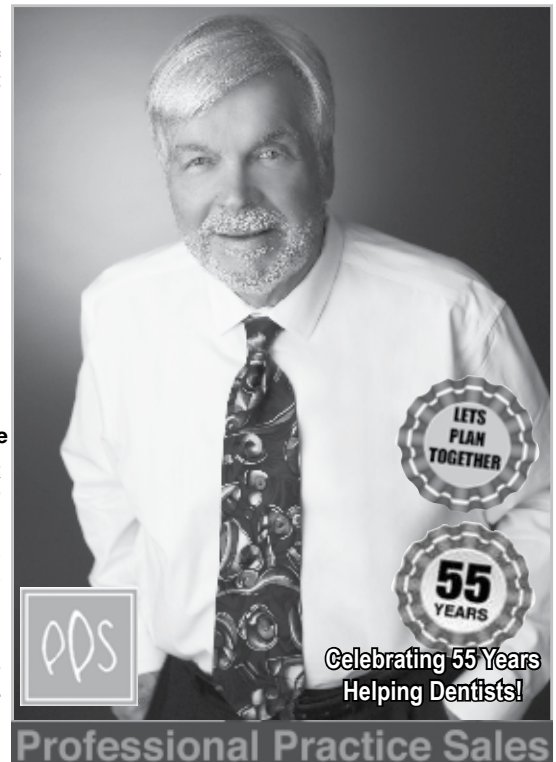
PALM DESERT SEMI RETIRE Hi identity on 111 Estb 2007 PT 2 days gr \$300k one terrific bi ling staff, low rent semi retire \$165,000 latino's, WOW RETIRE TO BEAUTIFUL DESERT (PALM DESERT) work an easy 3 days and Net \$150,000.

RARE DENTAL BUILDING ---RIVERSIDE--BUSY BLVD, 1600 SQ FT 4 OPS FREE STANDING HI VISABILITY PAY OFF IN 7 to 10 YEARS THEN RENT FREE Fantastic loan. IN ESCROW

SAN MARCOS SENIOR RETIREING 5 OPPS \$115,000

WANTED HYGIENISTS ANYWHERE---ASSOCIATES IN PALM DESERT - CORONA --COVINA REGISTER AREA WILLING TO WORK ANYWHERE -EMAIL RESUME' TO PPS

WANTED PRACTICES FOR IMMEDIATE SALE.



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**Practice for sell in Fresno, CA--1110 sq ft 2 OPs with a 3rd OP plumbed. Easy Dental software and Dexis X-ray. Dentist retiring. Lease is \$1330/mo including electricity, water, janitorial service. Private pay, most insurances, Denti-Cal pts. Sales price reduced to \$130,000.00. Call (559) 494-2049 for more info. Please leave a message and call back number.**

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**PALMDALE/LANCASTER GP FOR SALE** - 7 Ops, Digital, Paperless, 8 Days Hyg/wk.GR \$1.1M, Specialties referred. HSDPT-Kerri McCullough- 949-300-0312 #CA2612 <http://dentalpracticetransitions.henryschein.com/CA2612/>

**AGOURA HILLS** (\$85K) 3 ops, 1,200 sq. ft., 30 Yrs Goodwill. Greg Beamer 909-542-4891

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**Gen Dentist** needed in Santa Ana office for Tuesdays and Saturdays. min of 4yrs exp req. [resume.drsusanleedds1@gmail.com](mailto:resume.drsusanleedds1@gmail.com)

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**Look for your next edition** of The Dental Trader in August, we do not publish a July edition and our office is currently closed for summer vacation.

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