

# THE Dental Trader

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So. Calif. Edition

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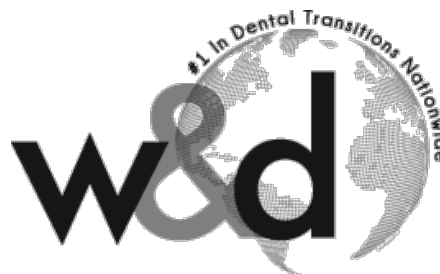
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**Share or rent** equipped dental office in Glendora, CA for interested party email: [ctaon001@gmail.com](mailto:ctaon001@gmail.com)

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**Pediatric dentist wanted** for ortho/pedo office in OC: [ddsortho.oc@gmail.com](http://ddsortho.oc@gmail.com)

**Leasehold sale** @ Bakersfield. 4 ops, CBCT with cep, 1500sq ft, DCI chairs. Email [NB1dentist@gmail.com](mailto:NB1dentist@gmail.com)

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**GRANADA HILLS** 91344. Furnished Practice for Lease. Dentist Retired Available NOW, Text Landlord (818)744-6214.

**Huntington Beach** Office Leasehold Sale: Near new facility, CBCT, 3 ops, 1600sf space, Bella Terra area: [Allon4@yahoo.com](mailto:Allon4@yahoo.com)

**Tuttnauer autoclave,** automatic, working but sometimes doesn't finish the cycle, \$700. [lakeforest2022@gmail.com](mailto:lakeforest2022@gmail.com)

**Free 3Dxray** with purchase of Dental practice in Bakersfield Rev 500K+ 3dy wk, 250k Emergency sale! [yanjan@gmail.com](mailto:yanjan@gmail.com)

**Irvine space** available 1-2d/w, great for specialist, beautiful modern office. Email [amazharidds@gmail.com](mailto:amazharidds@gmail.com)

**A Prosthodontist** looking for a perio or Prosthodontist for partnership in Beverly Hills office. text 4244214292





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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. **[SOLD]**

**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.

**L.A. - KERN COUNTY LINE - BE YOUR OWN LANDLORD!**  
See description below under **LOS ANGELES COUNTY**

## LOS ANGELES COUNTY

**ANTELOPE VALLEY - PRACTICE & BLDG.** (8) op comput. G.P. & a free stand. (4) plex bldg. on a main thoroughfare, w exposure, visibility & signage. The office has been recently remodeled, & has lots of new eqt. including a new CBCT & server, (2) new eqt'd ops w a new x-ray unit, a new sterilizer & a newer compressor & vacuum. There are digital x-rays in all ops, Eaglesoft software & the practice is chartless. Cash/Ins/PPO/Denti-Cal pts. Annual Gross Collect. \$1.1M to \$1.2M w (8) days of Hygiene/wk. The practice refers out Ortho, Molar Endo & diff. O.S. Seller is selling to reduce daily commute. **[NEW]**

**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.

**ENCINO** - (3) op comput. G.P. located in a prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Gross Collect \$375K+/yr. on 3½ days/wk. Digital x-rays (XDR). Low overhead/high net. Seller refers out all Endo, all Perio Surgery, all Ortho, & most O.S. Seller is retiring but will transition. **[NEW]**

**L.A. - KERN COUNTY LINE - G.P. PRACTICE & BLDG.** 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 - EXISTING BUILT OUT AND PLUMBED DENTAL OFFICE SPACES FOR LEASE** - Are you looking to start from scratch, or to open up a second office, or to move your existing office to a better location? D&M has multiple built out and plumbed dental office spaces for lease. Located in the following SFV areas: Burbank, Canoga Park, Northridge, No. Hollywood, Reseda, San Fernando, Sylmar, Tarzana, West Hills, & Woodland Hills. In addition, we conduct customized space & building searches. **[NEW]**

**SHERMAN OAKS** - (4) op comput. G.P., located in a prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Annual Gross Collections \$250K-\$300K. Seller is retiring but is willing to stay for a short transition. **[NEW]**

**WOODLAND HILLS ORTHO/PEDO** - (4) op Ortho/Pedo plus (1) day/wk G.P.. 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, Pedo, and/or Mentor. **[NEW]**

## D&M SERVICES

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- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

## 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]**

**LAKE FOREST** - (4) op comput. G.P. Store front location w exposure/visibility/signage. Cash/Ins/PPO/Denti-Cal patients. Annual Gross Collects. \$500K to \$600K. Eaglesoft s/w, CBCT, Itero Scanner, Digital x-rays & the practice is chartless. (9+) years of Goodwill w a low overhead/high net. Refers out most Endo, O.S., Perio & Ortho. Seller is retiring & moving, but will assist with a short transition. **[NEW]**

## MADERA COUNTY

**Room for Your Madera County Practice Listing.**

## RIVERSIDE COUNTY

**Room for Your Riverside County Practice Listing.**

## SAN BERNARDINO COUNTY

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

## SAN DIEGO COUNTY

**CLAIREMONT (N. SAN DIEGO COUNTY)** - (3) op comput. G.P. located in a smaller prof. bldg. on a main thoroughfare. Cash/PPO pts. No HMO, No Denti-cal, No Nights & No weekends. Annual Gross Collect \$200K+ p.t. Remodeled office, digital x-rays, new compressor & vacuum, & newer eqt. Seller refers out all Specialty work and does no advertising. **[NEW]**

## SAN LUIS OBISPO COUNTY

**Room for Your San Luis Obispo County Practice Listing.**

## VENTURA COUNTY

**THOUSAND OAKS/NEWBURY PARK** - (3) Op comput G.P. located in a shop ctr with exposure, visibility, & signage. Spic-n-Span Clean, Pride of Ownership, with newer eqt. Cash/Ins/PPO pts. No HMO & No Dential. 2021 Gross Collect \$585K+ on an easy 3½ day wk. (7) Days of Hygiene/wk. Eaglesoft Software, Digital X-Rays, & Chartless. (40) years of Goodwill. Seller moving out of state, but will assist with a short transition. **[PENDING]**

**THOUSAND OAKS GENERAL/PERIO PRACTICE** - (4) op office located on a main thoroughfare, in a shop ctr, w exposure, visibility, signage, & ample free parking. Beautifully built out & eqt'd from scratch in 2018 @ a cost of \$450K. Nearly new top of the line Mid Mark eqt., Open Software, Digital X-Rays, & Chartless. Cash/Ins/PPO pts. 2021 Gross Collections \$325K+ on an easy 1 to 1½ day/wk. Projecting \$370K+ Collect. in 2022. Huge upside with more days & advertising. Seller to concentrate on their main office in West L.A., but will assist w a transition. **[NEW]**

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**DENTAL OFFICE** SPACE FOR LEASE- 3 Ops, fully equipped dental office in Reseda. Call 323 823 8717.

**Office in** Bakersfield for sale due to emergency revenue 500k+ price 150k, has 3d X-ray contact yanjian@gmail.com

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**Complete dental** office for Lease in Beverlywood Los Angeles, email dentalapplicantla@gmail.com for info

**Dental Assistant Available PT** She works with me M,W,F; looking for T,Th,(S); South Orange County. andrewleedds@yahoo.com

**HUNTINGTON BEACH** - 6 Ops (4 equipped). Jump-start practice. ddsmatch.com 855-546-0044

**OC Purchase Hunt:** Searching 4op+ in Northern half Orange County. P:626-759-6517. E:kcn.dental@gmail.com

**Palmdale:** 4 ops, Main street exposure all digital in a great location (DRE01993607) (818)522-9123

**Dentist's Office for Lease** W/Months Free Rent! Near California State University San Bernardino Call John: 909-709-8889

**Hiring Hygienist for Wednesday/Friday** in Dana Point. Text 949-391-3401.

**Harbor City Intersection.** 70K Cars Daily. 3+Ops. Expansion Option. 30Ft.Sign Post. 38Yr.Goodwill. Call/Text (213) 529-2332.

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

**Implant Specialist** wanted, Private Office in Los Angeles, once a month. Email resume to LADentalTown@gmail.com

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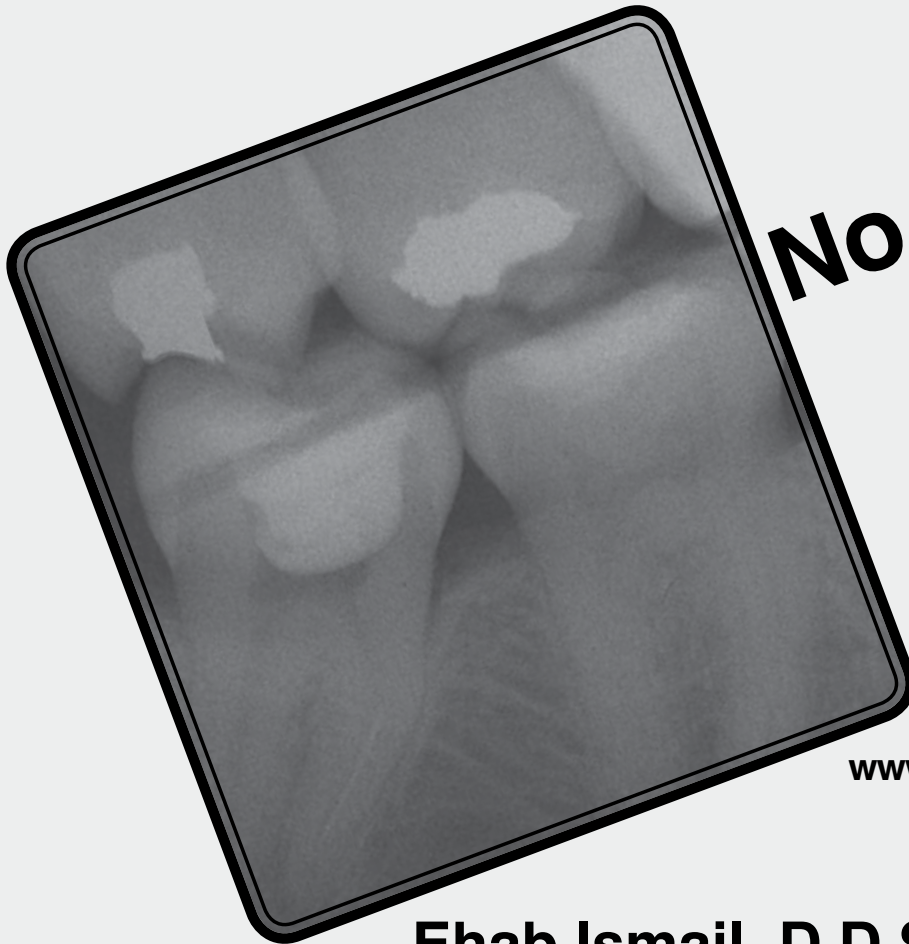
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we closed shortly  
after..."*

*~ Katherine L., DDS  
Lake Forest, CA*

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#### Los Angeles County

##### Cerritos - SOLD!

- 2022 Projections ~ \$265K
- Seller retires. Office 20+ yrs goodwill
- Large shopping center. 3 equipped ops.
- Insurance: PPO/Cash/Cap/Denti-Cal

##### Diamond Bar:

- 2022 Collections ~ \$ 849K
- 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 - 2022 Collections ~ \$900K

- 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.

##### La Habra: SOLD!

- Collections ~ \$271K. All CASH/PPO
- Opens 3.5 days/wk. No Weekends.
- Lots of outside referrals.
- 4 eq. ops. Reasonable Rent

##### Long Beach: SOLD!

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

##### Long Beach:

- 2022 Collections ~ \$550K
- Seller retires
- Large retail center. 3 eq.ops. + 1
- ~50% FFS/PPO; ~50% Cap/Denti-Cal
- 20+ years goodwill

##### Van Nuys: Gross ~ SOLD!

- Grosses ~\$269K. All Cash/PPO
- Off Freeway-405, 2 ops. + 1 plumbed
- Reasonable Rent. Potential for growth

#### Riverside County:

##### Palm Desert - New Listing!

- Large Shopping Plaza. 7 Ops.
- Next to Sun City Retirement Center
- Part time practice. Mostly PPO/CASH
- Great opportunity for doctors who do implant cases to increase production.
- Seller Financing Available.

##### Murrieta - Grosses ~ \$911K.

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

#### Orange County

##### Anaheim - Grosses ~ \$290 - \$300K

- Strip mall, close to Knott Berry Farm
- 3 eq. ops. + 2 add'l plumbed.
- ~ 50% DentiCal, ~ 50 % Cash/FFS
- Nice staff. Fair Rent. Low overhead.

##### Anaheim - Equipment and Leasehold

- Asking \$115K (from \$135K)
- Strip mall, minutes away from I-5
- ~2,200 sq.ft. 5 eq. ops. + 1 plumbed

##### Westminster - Collections ~ \$600K

- Shopping Plaza in the heart of Westminster, close to Fountain Valley.
- Mostly PPO/Denti-Cal
- 4 eq.ops. ~1,200 sq.ft.
- Rent ~ 4,400 plus triple net.
- Associate run practice.

#### Central California

##### Fresno - New Listing!

- Collects ~ \$300-350K annually
- ~ 70% HMO, ~30% FFS/Cash
- Capitation check pays rent.
- Just renovated. New Equipment.
- 3 eq. ops. ~ 1,150 sq.ft.

##### Modesto - New Listing!

- General & Ortho Practice
- Grosses ~ \$1.5 M. Mostly PPO/Cash
- 10+ years of goodwill
- Strip mall. 6-8 ops.
- Reasonable Rent.

#### Northern California

##### Daily City - Collections ~ \$410K

- Seller retires. Mostly PPO/Cash
- 4 equipped ops. Reasonable rent
- Single standing bldg. on main street.
- Highly commercialized area.

##### Dublin - New Listing!

- 2022 Collections ~ \$1.1 + Million
- General and Orthodontics
- Seller retires. 15+ years goodwill.
- Large shopping plaza close to freeway.
- 4 equipped ops. ~ 1,350 sq.ft.
- ~65% FFS/PPO, ~35% HMO/Cap

##### East Bay Area - Pediatric Practice

- Grosses ~ \$750K
- Surrounding areas include Castro Valley, San Leandro, Oakland ...
- Mixed Insurance. Many Denti-Cal pts.
- Front street location. 5 eq. ops.

##### Fremont - New Listing!

- Grosses ~ \$645K
- 20+ years of goodwill
- Large retail ctr., close to Fremont Hub.
- 4 equipped. ops. + 3 plumbed
- ~ 50% DentiCal; ~50% Cash/others
- Runs with 1 Doctor + 3 staffs

#### Northern California

##### Dental Practice & Real Estate in San Jose : Collections ~ \$600K

- ~80% FFS/PPO and ~20% HMO/Cap. Cap check ~\$2k/month.
- Practice opens 3 days/wk.
- Office run with 1 dr + 3 staffs.
- 4 eq. ops. ~1,000 sq.ft.
- Real estate - prominent professional suite within walking distance from strip malls.

##### Starter Practice and Real Estate in San Jose - New Listing!

- State of the Art Practice
- Just renovated. New Equipment
- Selling for family/health reasons.
- Large Shopping Plaza in Vietnam Town. 3 chairs, ~1,600 sq.ft.
- Golden opportunity to be your own landlord.

##### San Jose - Grosses ~ \$320K

- Seller retires. Low overhead.
- Opens 3 days/wk with 2 staffs.
- 3 equipped operatories. Low Rent.
- A Spanish speaking doctor will be at an advantage at this office.

##### San Jose - 2 practices for sale

- Office #1 - Collections ~\$400K Retail Center - 5 ops. Rent ~\$4,800
- Office #2 - Collections ~\$590K Retail Center - 5 ops. Rent ~\$8,300
- Both are ~50% Denti-Cal; ~50% Others
- Close to East San Jose & Vietnam town.

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

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

##### Santa Rosa - Price Reduction!

- Asking \$250K ( \$350K)
- Grossed ~ \$592K. Mostly PPO/CASH
- Close to downtown. 3 Ops.
- Potential for Real Estate Sale

##### Stockton - Practice & Real Estate

- Grossed ~ \$865K.
- High profit margin.
- Doctor retires. 3 eq. ops.
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<b>Central San Diego</b>	<b>\$1,200,000</b>	Unrivaled unique potential barely being tapped! Grossing \$1.7 mil, netting \$700,000. A business minded operator's dream. Awesome marketing system in place.
<b>Coastal San Diego</b>	<b>\$899,000</b>	4 ops. Stand alone dental building on corner lot in the premier San Diego Coastal community. Real Estate is also for sale. Majority of specialty work being referred out. Dream clientele, dream location, dream practice.
<b>La Jolla</b>	<b>\$1,795,000</b>	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.
<b>North County</b>	<b>\$350,000</b>	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.
<b>Fallbrook</b>	<b>\$775,000</b>	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.
<b>San Diego</b>	<b>\$859,000</b>	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.
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**LA CANADA/FLINTRIDGE GENERAL PRACTICE FOR SALE:** Located in a smaller professional building, this practice collects just under \$1M/year with an average net income of \$400,000/year. There are 3 days of general dentistry and 5-6 days of hygiene per week. Seller refers all endo, all perio, difficult oral surgery and implant placement. The practice averages 15 new patients per month. The seller has moved out of state and the practice has been run by an associate for the past 18 months. Asking \$700,000

**ORTHO PRACTICE FOR SALE IN NORTHRIDGE/PORTER RANCH AREA:** Practice sees patients an average of two and one-half days per week with 115 patients in bands and averages 5 new starts per month. The office is in a newer professional building with four chairs and a digital pan cep. The practice collects an average of \$315,000/year with an average net income of \$125,000/year. Asking \$125,000

**SHERMAN OAKS GENERAL PRACTICE FOR SALE:** Well established fee for service practice collects \$625,000 per year on four days per week with four days per week of hygiene. Hygiene, exams and x-rays account for 58% of the practice production. Seller refers out all endo, all oral surgery, all perio surgery, all pedo, and all ortho. Low key practitioner. Tons of upside potential. The office has four equipped operatories with digital x-rays and Softdent software. Professional building. Seller is retiring. Asking \$300,000 – SOLD AT FULL PRICE

**FONTANA GENERAL PRACTICE FOR SALE:** The practice collected over \$870,000 last year with an adjusted net income of \$276,800. Sixty percent of the patients have Denti-Cal, but many pay for upgraded treatment. The practice averages 69 new patients per month with minimal advertising. Patient base is predominantly Hispanic, which is estimated to be about 80% of the patients. The office is in a retail setting with three equipped operatories plus an x-ray room that is plumbed. Seller is moving out of the country. Asking \$700,000 – SOLD AT FULL PRICE

**CONEJO VALLEY GENERAL PRACTICE FOR SALE:** Located in Oak Park, this practice is one of the oldest practices in the area having been established in 1978. The practice is located in an affluent family-oriented neighborhood. The practice has historically collected over \$1.2M per year and collected \$1,115,000 in 2021 and \$603,000 for the first six months of this year with a net income last year of \$385,000 and \$241,000 for the first six months of this year. The seller works four days per week with seven days of hygiene per week (should be 8 but they have not been able to find another hygienist). 44% of the practice production is from hygiene, exams and x-rays. Seller refers all endo, all oral surgery, all perio surgery, all implant placement and all ortho. Tons of upside potential in the referred work. Seller is retiring. Asking \$950,000. - SOLD

**ENCINO GENERAL PRACTICE FOR SALE:** Great starter practice or practice to merge. The office collected \$178,000 last year on one day per week. Collecting less this year due to minimal seller time. 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 \$90,000. - PENDING

**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 \$550,000.

**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 Dentrux 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. - SOLD

**CALABASAS GENERAL PRACTICE FOR SALE:** Consistent history of collections over \$700,000 per year with a good net income. Located in a smaller professional building, the practice has four equipped operatories with digital x-rays and panoramic. Very nicely done leasehold improvements. Four days of hygiene. 33% of the production is from hygiene, exams and x-rays.

**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 Dentrux software and digital x-rays. Asking \$1,650,000. – SOLD

**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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First, the practice should be professionally appraised. While some practice brokers are known for "pulling a number out of thin air", most recognize that if the practice is not appropriately priced that it cannot be successfully sold. In this context, I am referring to the ability of the buyer to be able to secure a bank loan. For dental practice loans, there are specific formulas that every lender applies, and most practice brokers know what those are. So, as a seller, do yourself a favor and find out what a bank will lend on your practice. A certified appraisal is a must.

Before you can do that, you are going to need to have your financial records in order. Specifically, you are going to need to have a minimum of three years of federal income tax returns and a current profit and loss statement for the practice that is not older than 90 days as of the funding date. You will also need descriptive information and supporting software reports. Lenders prefer to have all this information provided by a reputable, licensed agent, whether a broker, an attorney or an accountant to ensure that the books are not cooked. FSBO's are not always honest.

From a day-to-day practice perspective, you are going to want to "clean up" your accounts receivables and more precisely your credit balances as those credits will be paid to the buyer upon the close of escrow. You should also consider cosmetic repairs to the leasehold improvements and be sure that all the equipment is functioning properly. You should not, however, purchase new equipment with the expectation that it will increase the value of your practice accordingly. It will not. The principal value is the gross collections and net income when it comes to the financing.

Last, regardless of whether the sale is a FSBO or a brokered sale, use an escrow company for the closing. Almost all sellers know if they owe money to a bank on a practice or equipment loan, but many are surprised to discover that they have a tax lien for unpaid taxes, in some cases many years in the past, or an old, settled judgment lien for which the plaintiff did not file the appropriate termination paperwork. Be sure that you are delivering and buying clear title. The best way to accomplish this is to use a practice broker with the credentials and experience to make your transaction a successful one.

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Restorative Practice

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**Asking \$560,000**

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**SOLD! Santa Maria + RE | \$640,000 | by Darren Hulstine**

**SOLD! Central Coast | \$299,000 | Sold by Darren Hulstine**

**IN ESCROW! Ojai | \$375,000 | 4 ops | #10076** 70 years of goodwill and priced at just 58% of collections. This modern, high-technology office has been averaging \$648,000 in annual revenue on just 28 hours per week! Call Ken (805) 338-5850

**SOLD! Santa Maria | \$895,000 | 5 ops | Sold by Darren Hulstine**

**SOLD! Ventura | \$450,000 | 4 ops | Sold by Ken Skeate**

**SOLD! Lompoc Suite | \$590,000 | Sold by Darren Hulstine**

**Santa Barbara | \$1,755,000 | 6 ops | #10074** Two very successful and profitable General and Cosmetic practices in the same office. Opportunity to buy both, or half of both practices. Call Darren (805) 878-0633

**SOLD! Santa Maria | \$1,135,000 | Sold by Darren Hulstine**

**SOLD! Oxnard Turnkey | \$105,000 | Sold by Ken Skeate**

## BAY AREA & SAN LUIS OBISPO

**Santa Cruz + Real Estate | \$699,000 + \$749,000 | 4 ops | #10072** Own a literal piece of paradise with this phenomenally profitable Periodontic Practice set on an idyllic property. Call Scott (650) 374-9383

**IN ESCROW! Pleasant Hill | \$582,000 | 4 ops | #10071** Buy this practice and help carry on a long tradition of compassionate, high-quality dental care. This thriving second-gen practice has an unsurpassed reputation and is located in a very attractive professional building. Call Nelson (510) 501-1959

**Watsonville + Real Estate | \$295,000 + \$495,000 | 4 ops | #10073** Own a piece of real estate in Santa Cruz County! There are 47 years of invaluable goodwill and tons of room for growth at this very well-location General Practice. Call Scott (650) 374-9383

**San Francisco | \$150,000 | 4 ops | #10059** Work just 2 days per week and take home nearly \$200k annually. Practice is priced to sell fast, and time is of the essence so please call today with your best offers! Call José (925) 382-9525

**SOLD! San Jose | \$205,000 | 5 ops | Sold by Scott Taylor**

**Oakland | \$425,000 | 5 ops | #09964** Extremely busy Medi-Cal GP collected \$1.1M in 2022, MOTIVATED SELLER! Call Scott (650) 374-9383

**San Francisco Perio | \$550,000 | 4 ops | #10079** Very profitable practice in prominent SF high-rise medical building. Great staff in place and operating on a comfortable 3-day work week. Call Nelson (510) 501-1959

**Pleasanton | \$550,000 | 7 ops | #10069** Impress your colleagues with this stunning, state-of-the-art office in this affluent Bay Area city. This type of high-end office would cost upwards of \$1M to start from scratch so their loss is your gain! Call José (925) 382-9525

**SOLD! Arroyo Grande | \$550,000 | Sold By Darren Hulstine**

**San Luis Obispo | \$495,000 | 6 ops | #10040** Own 50% of this remarkable, 100% fee-for-service practice near historic and highly sought-after Downtown SLO, often dubbed "mini-Silicon Valley". There is currently little-to-no marketing which translates to a significant possible growth opportunity! Call Darren (805) 878-0633

**SOLD! SLO County | \$249,999 | 2 ops | By Darren Hulstine**

**San Jose | \$505,000 | 4+ ops | #10053** You will enjoy a high net income practicing in this 28-year established GP. Located in a beautiful freestanding building with an elegant and well-designed interior, you will be proud to call this office yours! Call Nelson (510) 501-1959

**SOLD! San Jose | \$95,000 | 3 ops | Sold by José**

**Concord Turnkey | \$45,000 | 4 ops | #10037** Make this recently vacated turnkey office yours! This location has been a dental office for 27 years and the seller left behind everything you need to get started today including CEREC, and Eaglesoft. Call Nelson (510) 501-1959

**SOLD! San Jose | \$1,700,000 | Sold by Scott Taylor**

**Hayward | \$150,000 | 4 ops | #09970** 21-year General Practice with a solid reputation for quality dental care. It's located in a busy retail center with popular anchor stores near university and downtown. Call José (925) 382-9525

**SOLD! Monterey | \$1,350,000 | 4 ops | Sold by Scott Taylor**

**Milpitas | \$425,000 | 4 ops | #09967** Fully paperless and fully digital general practice in a busy shopping center. Draw patients from nearby government buildings, large retailers, Tesla and Walmart. Call José (925) 382-9525

## BAY AREA & SAN LUIS OBISPO CONT.

**IN ESCROW! Concord | \$349,000 | 6 ops | #10018** Spacious office in beautiful building. Call Nelson (510) 501-1959

**Fremont Fast-Start | \$199,000 | 4 ops | #10062** Established General Practice located in a street-facing professional building with great signage and visibility. This is a fantastic opportunity to start small and grow big! Call Nelson (510) 501-1959

**SOLD! Antioch | \$550,000 | 8 ops | Sold by Scott Taylor**

**Monterey | \$399,000 | 6 ops | #10045** Take this practice to the next level! We have a beautiful office in a GREAT location that needs a full-time doctor! Located a familiar intersection near the airport surrounded by luxury housing, impeccable golf courses, and the world-famous Laguna Seca Raceway. Call Scott (650) 374-9383

**Santa Cruz | \$625,000 | 4 ops | #10065** Top-notch General Practice was recently rebuilt and is ready to impress! With its large un-obstructed windows and stunning vaulted ceilings, exposed wood beams, and private garden for all to enjoy. This beachside practice boasts 5-star reviews and is just steps from Monterey Bay. Call Scott (650) 374-9383

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**Sonora + Optional Real Estate | \$649,000 | 4 ops | #10070**

How would you like to work just 3 days per week and generate \$365k in net income?! Potential to expand into another 1,000 square feet if real estate is purchased! Call Nelson (510) 501-1959

**SOLD! Clovis | \$779,000 | 6 ops | Sold by José**

**Sebastopol | \$395,000 | 4 ops | #10023** Surround yourself in rolling ranches and lush vineyards. This very highly rated General Practice has an astonishing 71 years of goodwill, and features paperless charts & state-of-the-art technology, and an ideal location. Call Nelson (510) 501-1959

**Sacramento + Real Estate | \$200,000 + \$450,000 | 4 ops | #10010** Possible Pankey Scholar mentor relationship at this 38-year established and 100% fee for service, prosth/GP with an extraordinary staff. Call Nelson (510) 501-1959

**IN ESCROW! Bakersfield | \$700,000 | 10 ops | #09942** With nearly \$2M in annual revenue this 100% associate run General Practice is beautifully remodeled and is in a prime retail location! Call Darren (805) 878-0633

**Jackson + Real Estate | \$275,000 + \$667,000 | 5 ops | #10075** This is quintessential small-town America! 30 years of goodwill and situated in a beautiful freestanding building w/ potential for 8 ops! Call Nelson (510) 501-1959



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**SOLD! Bakersfield | \$1,202,000 | 4 ops | Sold by José**

**Porterville + Real Estate | \$385,000 + \$350,000 | 4 ops | #10015** Stroll around downtown in your spare time with this lovely family practice. They are the only practice in the area to offer IV sedation and oral surgery, so you automatically have a huge leg up on any local competition. Call José (925) 382-9525

**SOLD! Bakersfield | \$995,000 | 7 ops | Sold by José**

**Fresno + Real Estate | \$280,000 + \$849,000 | 5 ops | #10017** Picture yourself in this pristine office ideally located just off Highway 41 in a beautiful suburban neighborhood. Excellent word-of-mouth referrals and tons of opportunities for growth if marketing were added. Call José (925) 382-9525

**Fresno | \$340,000 | 5 ops | #09987** This family practice has become a dental landmark in the local community. Collecting 5-star reviews for years and located in a charming office complex surrounded by towering pines and maples just off the Yosemite Freeway. Call José (925) 382-9525

**Merced | \$249,000 | 4 ops | #09913** Fantastic high-technology practice in a busy shopping center in a quickly growing area. Its busy corner located in surrounded by shopping and medical offices and draws large numbers of people from across the region. Call José (925) 382-9525

**SOLD! Bakersfield | \$590,000 | 12 ops | Sold by José**

**Tulare County + Real Estate | \$325,000 + \$566,000 | 3 ops |**

**#09916** Make a name for yourself in Tulare County with this tremendous fast-start opportunity in centrally located dental office. Downtown near City Hall this 3-operator office can easily be converted to 6! Call José (925) 382-9525

**Ukiah | \$575,000 | 4 ops | #10008** Net income was \$547k and they're on track to collect \$1.2M in 2022! This practice is priced unbelievably low, and the seller is incredibly motivated. Nothing but upsides at this once-in-a-lifetime opportunity for an excellent dentist looking for small-town pace with big-city income! Call José (925) 382-9525

**SOLD! Visalia + Real Estate | \$1,836,525 | 10 ops | Sold by José**

**NEW! Modesto | \$435,000 | 12 ops | #10086** Excellent GP with flexible seller willing to workback if needed. Located in a busy, high-vis shopping center with state-of-the-art technology and tons of untapped potential! Call Nelson (510) 501-1959

**Porterville | \$380,000 | 6 ops | #10067** Nestled in a popular shopping plaza, this 2,700-square-foot office does not have to do any advertising to attract patients. However, a bit of thoughtful marketing and a stronger online presence would only bring upsides! Call José (925) 382-9525

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**Dr. Jeff Javelet**



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

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**IMMEDIATE SALE** in NOVATO, Bay Area. General Practice for sale in Novato, California. \$1.4 million last year on 4 days a week with 6 weeks off, low overhead with a net of \$560K last year. On track to do \$1.5 mill this year. 5 Ops, VaTech CT, intraoral scanner, laser. All specialties referred out including Ortho, endo, pedo, 3rds. Serious inquiries only. Quick exit needed, asking \$850K. Email [pearlywhiteveneers@gmail.com](mailto:pearlywhiteveneers@gmail.com) or call 415-706-6649

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**Modesto Practice For Sale** \$375,000 + Real Estate: Successful GP w/50 years goodwill, 5-ops, fully remodeled! [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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**RANCHO SANTA MARGARITA** - Leasehold & Improvements - This practice has been at this location for 14+ successful years. The current doctor has another practice in Aliso Viejo that they want to put more focus on. The 2,200 sq. ft. suite is located on the second floor in a two-story medical dental building with 8 equipped operatories. Is near residential areas and a high school and elementary nearby. Conveniently close to California State Route 241. Has ample parking. Please contact your CPS Broker for more details. **Property ID#5407.**

**SAN JUAN CAPISTRANO** - Leasehold & Improvements - This practice has been at this location for 37 years. The seller has decided to retire after many years of success. The office consists of 4 equipped operatories in an approximate 1,400 sq. ft. suite. Also, the office has a digital X-ray system and uses Denoptix Ceph system with PSP plates. The doctor currently works in the office 1 day a week and some patient charts are included in the sale but not guaranteed. The office does have a storage room with inactive patient charts. Is near residential areas with a middle and elementary school next to the shopping center and about 250 more residential homes are being built behind the shopping center. Has reasonable rent for the area and has ample parking. Seller selling practice as is. Please contact your CPS Broker for more details. **Property ID #5416.**

**PALM DESERT** - Well-established practice with 30+ years of goodwill. The modern-looking suite is located in a one-story building that is approximately 1,700 sq. ft. with 4 equipped operatories. Has reasonable rent for the area. The doctor currently has another practice in Redlands that they would like to focus more on. Doctor works 4 days a week with an associate working 3 days and 3 hygienists working 1 day each a week. Income source is 70% Cash and 30% Insurance. Advertising is mainly patient referrals, flyers, and online websites like Google and Yelp. Each spacious operator has an x-ray and 2 monitors. Also equipped with Dentrix software and a Kavio OP3D Pano. Is a nice area and surrounding residential areas with an ample parking lot. **Projecting \$554K for 2022. Buyer's Net of \$205K.** Please contact your CPS Broker for more details. **Property ID #5393.**

**PALM SPRINGS** - Well-established practice with 40+ years of goodwill. The retiring doctor works 4 days a week with 1 hygienist working 4 days and 1 hygienist working 2 times a month. The doctor sees an average of 8-9 patients a day and 10-11 new patients a month while the hygienists see about 8 patients a day. The two-story 1,200 sq. ft. suite is located in a professional building and is equipped with 4 operatories, 2 digital sensors, and an Eaglesoft software package. Is nearby very nice residential areas a public high school. Parking lot has ample parking and great street visibility. Income source is 50% insurance and 50% cash. Does very minimal advertising and is 100% patient referral. Reasonable rent for the area with a long-term lease. **Projecting \$708K for 2022. Buyer's Net of \$197K.** Please contact your CPS Broker for more details. **Property ID #5413.**

**FALLBROOK** - Well-established practice with 20+ years of goodwill. The retiring doctor works 4 days a week and sees an average of 6-8 patients a day and about 11-13 new patients a month. One hygienist works 3 days a week and sees approximately 6-8 patients a day. Income source is mostly insurance but does take some cash and is 100% patient referral advertising. The 1,330 sq. ft. suite is located in a one-story professional building and is equipped with 4 operatories and Dentrix software. Near residential area and ample parking. **Projecting \$347K for 2022. Buyer's Net of \$85K.** Please contact your CPS Broker for more information. **Property ID #5404.**

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### WELL-ESTABLISHED GP IN BURBANK



- **Projecting \$1.6M for 2022**
- **Buyer's net of \$434K**
- Located in a one-story free-standing building
- 1,100 sq. ft. building
- 4 equipped operatories

- 2+ years of goodwill
- Income source: Cash & Medical
- Corner location on a busy intersection
- Contemporary office

**Please contact your CPS Broker for more information. Property ID #5420.**

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SCAN ME

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

# CALIFORNIA

## Specializing in the Selling

### VENTURA COUNTY LISTINGS

**VENTURA - (GP + REAL ESTATE)** Well-established practice with 70+ years of goodwill. The retiring doctor works 3 days a week and sees an average of 8-10 patients a day and 12-15 new patients a month. The one hygienist in the office works 2 days a week and sees approximately 6-8 patients a day. The office is mainly insurance but does take some cash. Mostly patient referrals and website advertising. The 1,050 sq. ft. 3-equipped operator is located in a two-story professional building with ample parking and is near a residential area. Has great street visibility. Is equipped with Diamond Dental software and 3 Yoshida digital x-rays. **Projecting \$334K for 2022. Buyer's Net of \$107K.** Please contact your CPS Broker for more details. **Property ID #5408.**

### LOS ANGELES COUNTY LISTINGS

**LOS ANGELES** – General / Orthodontic practice established in 1986, located in a single-story building strip center with heavy traffic flow. Great street visibility and signage. Has extra parking in the rear. This practice consists of 10 equipped operatories in a 2,800 sq. ft. office. PPO/Cash/Denti-cal. **Grossed \$1.8M in 2021. Projecting \$1.824K for 2022. Buyer's Net of \$477K.** 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.**

**NORWALK - (GP + REAL ESTATE)** Well-established practice with 25+ years of goodwill. The retiring doctor currently works 5 days in the office. They see an average of 10-12 patients a day and 6-8 hygiene patients a day. The doctor started his practice in 1991 and has been at this location since 1995. It's 100% patient referral and the recall system are journal entries, courtesy calls, and postcards if not reached by phone. Is located in a 1,250 sq ft. building with 3 equipped operatories and 2 plumped not equipped ops and is software with softdent. **In 2021 the practice grossed \$233K & is projecting \$279K for 2022.** Please contact your CPS for more details. **Property ID #5359.**

**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 \$347K in 2021. Buyer's Net of \$53K.** 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 patients/mo. PPO / Cash / Medi-cal. 100% patient referral. The practice consists of 2 equipped spacious operatories with Digital x-ray and Easy Dental software. **Projecting \$182K for 2022.** 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. Buyer's Net of \$241K.** 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.**

### ORANGE COUNTY LISTINGS

**ANAHEIM** - With very convenient freeway access, this location is right next to the 91 Freeway. For over 30 years, the community has known the location to be a dental office in this community's single-story strip mall right around the corner from Anaheim Memorial Medical Center. The Seller has not only outgrown this location; this popular location has also funded two other practices and a building. Equipped with three operatories, the Seller recently installed a new vacuum, Compressor, and Air conditioning systems. Please contact your CPS Broker for more details. **Property ID #5410.**

**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 intersections 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 Dentrux software and has digital x-ray. **Grossed \$519K for 2021 & is projecting \$558K for 2022. Buyer's Net of \$69K.** Great opportunity. Please contact your CPS Broker for more details. **Property ID #5390.**

**BREA** - This practice is located right off the freeway on a major street in 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. Please contact your CPS Broker for more information. **Grossed \$306K in 2021 & projecting \$308K for 2022. 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 Dentrux 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 \$859K. Projected Buyer's Net of \$201K.** Reasonable rent for the area. Has excellent staff. Great location. Next to a residential area and retail shops. **Property ID #5285.** Please contact your CPS Broker for more details. **Property ID #5285.**

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Juana Dominguez  
Transition Coordinator

**FULLERTON** – Well-established practice with over 66 years of goodwill in a single-story professional building complex. This 2,285 sq. ft. practice consists of 5 equipped operatories and Dentrix software. The seller currently works 4 days a week and has 4 days of hygiene per week. Sees approximately an average of 15-18 per day and an average of 7 new patients a month. **The practice grossed \$753K for 2021 & projecting \$764K for 2022. Buyer's Net of \$211K.** Does minimal advertising! Mainly patient referrals and 1 syndicated ad. Please contact your CPS Broker for more details. **Property ID #5392**

**IRVINE - General Practice + Specialty** established in 2011 and located in a 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 20 new patients/mo. This practice consists of 4 equipped operatories with Digital X-ray and Dentrix software. **Grossed \$1.3M for 2021. Projected EBITDA 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**

**IRVINE** – Well-established renovated practice with 20+ years of goodwill. The Seller purchased the office after the pandemic, which was completely remodeled in 2022. Is located in a 1,450 sq. ft. suite with 4 spacious equipped operatories and 1 plumbed not equipped operator in a single-story shopping Plaza. The current associate works 3 days a week and sees an average of 7-10 patients a day with 1-2 of them being hygiene and 13-15 new patients a month. Income source is mainly insurance but does take some cash. 100% patient referral advertising. Is equipped with 3 Gendex digital X-Rays and Dentrix software. Unfortunately, when the office was reopened in February 2022 the Seller had to relocate unexpectedly for personal reasons. Attempting to run the office remotely with associates at this time, the Seller has decided to take a loss on the investment. Therefore, this beautiful office is being sold for less than it costs to build out, remodel, and place the new equipment, with all the patient charts included. Seller financing is available with a down payment of approximately 50% for 72 months with an incredible interest rate of 2.4%. No payments for 3 initial months and no underwriting, no loan fees & 100% approval for a dentist buyer. Please contact your CPS Broker for more details. **Property ID #5409**

**LAGUNA HILLS** - Is a well-established general practice with 5 fully equipped operatories and 3 plumbed not equipped on a 1,890 sq. ft. suite in a single-story shopping center. Seller is currently working 3 days/wk with 1 hygienist 1 1/2 days/wk and sees approx. 20-25 new patients per month. It is computerized with Dentrix software and Pax-i 3D Pano. **The practice grossed \$411K in 2021. Buyer's net of \$379K.** Well maintained office with up-to-date modern look and equipment. Please contact your CPS Broker for more details. **Property ID #5394.**

**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 1,050 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.**

**NEWPORT BEACH** – This is a well-established General Practice with over 29 years of goodwill. The doctor currently works at the practice 4 1/2 days a week and averages 15-22 patients a day with an average of 16-17 new patients a month. Located in a 7-story medical building on the 2<sup>nd</sup> floor, the practice consists of 2 equipped operatories in a 1,058 sq. ft. suite. **The practice grossed \$769K in 2021 & projecting \$818K for 2022. Buyer's Net of \$307K.** Please contact your CPS Broker for more details. **Property ID #5397.**

**PLACENTIA** – Well-established practice with over 35 years of goodwill. The 2,013 sq. ft. suite is in a 2-story medical building that is on the second floor. It consists of 4 equipped operatories with 2 digital x-ray and Softdent software. The retiring doctor currently works in the office 4 days a week with 1 hygienist working Monday & Tuesday and another hygienist working Wednesday and Friday. The doctor currently sees 8-12 patients a day with an average of 8 hygiene patients a day and 8-10 new patients a month. **The practice grossed \$534K in 2021 & projecting \$617K for 2022. Buyer's Net of \$136K.** Please contact your CPS Broker for more details. **Property ID #5399**

**RANCHO SANTA MARGARITA - Leasehold & Improvements** - This practice has been at this location for 14+ successful years. The current doctor has another practice in Aliso Viejo that they want to put more focus on. The 2,200 sq. ft. suite is located on the second floor in a two-story medical dental building with 8 equipped operatories. Is near residential areas and a high school and elementary nearby. Conveniently close to California State Route 241. Has ample parking. Please contact your CPS Broker for more details. **Property ID#5407.**

**SAN JUAN CAPISTRANO** - This practice has been at this location for 37 years. The seller has decided to retire after many years of success. The office consists of 4 equipped operatories in an approximate 1,400 sq. ft. suite. Also, the office has a digital X-ray system and uses Denoptix Ceph system with PSP plates. The doctor currently works in the office 1 day a week and some patient charts are included in the sale but not guaranteed. The office does have a storage room with inactive patient charts. Is near residential areas with a middle and elementary school next to the shopping center and about 250 more residential homes are being built behind the shopping center. Has reasonable rent for the area and has ample parking. Seller selling practice as is. Please contact your CPS Broker for more details. **Property ID #5416.**

## RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

**DESERT HOT SPRINGS (GP + REAL ESTATE)** - Well-established general practice located in a one-story free-standing building. It's near the City Council, Police and Fire station. Practice consists of 3 equipped operatories in a 1,262 sq. ft. office. It's computerized with Eaglesoft software and digital x-ray. The seller sees an average of 10-12 new patients/mo. PPO and Cash Only. **Grossed \$469K for 2021 & current monthly revenue approximately 40K. Buyer's Net of \$110K.** It's a great opportunity to **buy both the practice & building for a reasonable price of only \$375K!!** Please contact your CPS Broker for more details. **Property ID #5384.**



SCAN ME

Alex Baylon, V.P.  
Lic. #02128087

# CALIFORNIA

## Specializing in the Selling

**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 a week of hygiene. Cash and PPO only. Seller sees an average of 15-20 new patients per month. **The practice grossed \$288K in 2021.** Please contact your CPS Broker for more details. **Property ID #5378.**

**LOMA LINDA** - Well-established practice with over 30+ years of goodwill. The retiring doctor currently works 4 days a week with 12 days of hygiene. The doctor sees approximately 15 patients a day with an average of 15-16 new patients a month. The hygienist sees an average of 24 patients a day. The 2,800 sq. ft. practice is located in a one-story medical building and is equipped with 7 operatories and is computerized with Eaglesoft. The practice does minimal advertising and is 100% patient referral. **The practice grossed \$1.2M for 2021 & is projecting \$1.2M for 2022. Buyer's Net of \$186K.** Please contact your CPS Broker for more details. **Property ID #5406.**

**MURRIETA** – Well-established practice with 20+ years of goodwill is located in a 1,500 sq. ft. suite on the 2<sup>nd</sup> floor of a 2-story medical building. The practice is software with Eagle soft and is equipped with 4 spacious operatories that have window views and 1 plumbed not equipped operator. The seller currently works 3 days a week with 1 hygienist 3 days a week and 1 hygienist 2 times a month. **The practice grossed \$670K in 2021 & projecting \$760K for 2022. Buyer's Net of \$276K.** Please contact your CPS Brokers for more details. **Property ID #5389.**

**PALM DESERT** - General practice established circa 1992 and 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 \$1.5M in 2021 & projecting \$1.5M for 2022. Buyer's net of \$509K.** Sellers work 1 day each with GP Associate 3 days/wk., Endo and O.S. 1x/mo. **Property ID #5372.**

**PALM DESERT** - Well-established practice with 30+ years of goodwill. The modern-looking suite is located in a one-story building that is approximately 1,700 sq. ft. with 4 equipped operatories. Has reasonable rent for the area. The doctor currently has another practice in Redlands that they would like to focus more on. Doctor works 4 days a week with an associate working 3 days and 3 hygienists working 1 day each a week. Income source is 70% Cash and 30% Insurance. Advertising is mainly patient referrals, flyers, and online websites like Google and Yelp. Each spacious operator has an x-ray and 2 monitors. Also equipped with Dentrux software and a Kavop3D Pano. Is a nice area and surrounding residential areas with an ample parking lot. **Projecting \$554K for 2022. Buyer's Net of \$205K.** Please contact your CPS Broker for more details. **Property ID #5393.**

**PALM SPRINGS** - Well-established practice with 40+ years of goodwill. The retiring doctor works 4 days a week with 1 hygienist working 4 days and 1 hygienist working 2 times a month. The doctor sees an average of 8-9 patients a day and 10-11 new patients a month while the hygienists see about 8 patients a day. The two-story 1,200 sq. ft. suite is located in a professional building and is equipped with 4 operatories, 2 digital sensors, and an Eaglesoft software package. Is nearby very nice residential areas a public high school. Parking lot has ample parking and great street visibility. Income source is 50% insurance and 50% cash. Does very minimal advertising and is 100% patient referral. Reasonable rent for the area with a long-term lease. **Projecting \$708K for 2022. Buyer's Net of \$197K.** Please contact your CPS Broker for more details. **Property ID #5413.**

**RANCHO MIRAGE** – General practice located in a two Story Free Standing Medial Professional Building - Condo Suite Owned by the seller. The office consists of 4 equipped ops in a 2,200 sq. ft. suite. This class A Building has incredible finishes inside and out with covered parking. It is also adjacent to high-end homes and a beautiful shopping center, though none of this could hold a candle to the Disney Project going on right next door that you can see from your beautiful patio area at the practice. Disney is developing single-family homes and condominiums in the Cotino community with a range of shopping, dining, and entertainment offerings anchored by an approximate 24-acre grand oasis with Crystal Lagoons. The Seller does have another practice in Oceanside, approximately over 100 miles away. In contrast, we are only selling assets here, though patients may not want to make that 100+ mile drive. This newly built office is normally used only once a month, so everything is in impeccable condition. Please contact your CPS Broker for more details. **Property ID #5400**

**RIALTO** - This RARE OPPORTUNITY to be in control of your destiny by eliminating the landlord you are at the mercy of by OWNING THE REAL ESTATE for your practice. Our practice has organically grown without marketing being an icon in the community. With over 15 years of goodwill, the practice and real estate are in exceptional condition and deliver a sense of comfort from the moment you pull into the private driveway. We are only doing bread-and-butter dentistry here. Many specialties such as pedodontics, orthodontics, implants, and even the restoration of implants are being referred out. So, if you have the right skill set, you can immediately see an increase in the exceptional profitability in this practice by closing the door on the services being referred out. To make an offer, you must visit the practice. So, move quickly, or live with regrets. **Projecting \$713K for 2022. Buyer's Net if \$277K** Please contact your CPS Broker for more details. **Property ID #5172**

**TEMECULA (Turn-Key)** – General practice located in 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.**

**YUCCA VALLEY – (PEDO + Real Estate)** practice is in a free-standing building with plenty of parking and frontage with excellent street visibility. The office was established in 2012 and consists of 3 chairs in open bay with 3 equipped operatories and 1 plumbed not equipped in an approximate 2,800 sq. ft. suite. **The practice is projecting \$651K in 2021. Buyer's Net of \$254K. Property ID #5396.**

### SAN DIEGO COUNTY LISTINGS

**EL CAJON** – Well-established practice with 15+ years of goodwill is in a 2,183 sq. ft. suite in a single-story professional building. The retiring doctor currently works 3 days a week and sees an average of 10-12 patients and 2-3 hygiene patients a day while also seeing an average of 15-18 new patients a month. The office income source is mainly insurance but does take some cash and capitation. Does minimal advertising depends more on patient referrals. Is equipped with 4 operatories and 1 plumbed not equipped operator and is programmed with Eaglesoft. The spacious suite has a **Buyer's Net of \$217K** and is **Projecting \$442K for 2022.** Please contact your CPS Broker for more details. **Property ID #5401**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Rick Conwell  
Lic. #01761368

**EL CAJON** - Well-established practice with 30+ years of goodwill. The retiring doctor works 3 days a week and every 1st and 3rd Saturday of the month and sees an average of 8-10 patients a day and 15-20 new patients a month. The office has an associate that comes in when needed. The 1,750 sq. ft. suite with 4 operatories and 1 plumbed/ not equipped operator is located in a corner location of a professional medical building and conveniently located right off the 8 freeway. Income source is half cash and half insurance. Advertising is based on patient referrals and online review websites. Is computerized with 2 digital x-rays, 1 digital sensor, 5 digital intra-oral cameras, and Dentrix & Patterson Image software package. Has great street visibility and ample parking. Great location with reasonable rent for the area. **Projecting \$317K for 2022. Buyer's Net of \$134K.** Please contact your CPS Broker for more details. **Property ID #5414**

**FALLBROOK** - With over 30 years of goodwill, this general practice is located in a 2-story medical-dental building with 4 equipped operatories on a 1,565 sq. ft. suite. Next residential area and other professional buildings. It's computerized with Practice Works software and Digital X-ray. **Grossed \$332K for 2021.** Please contact your CPS Broker for more details. **Property ID #5380**

**FALLBROOK** - Well-established practice with 20+ years of goodwill. The retiring doctor works 4 days a week and sees an average of 6-8 patients a day and about 11-13 new patients a month. One hygienist works 3 days a week and sees approximately 6-8 patients a day. Income source is mostly insurance but does take some cash and is 100% patient referral advertising. The 1,330 sq. ft. suite is located in a one-story professional building and is equipped with 4 operatories and Dentrix software. Near residential area and ample parking. **Projecting \$347K for 2022. Buyer's Net of \$85K.** Please contact your CPS Broker for more information. **Property ID #5404.**

**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 \$558K for 2021. Buyer's Net of \$227K.** Please contact your CPS Broker for more information. **Property ID #5359.**

**OCEANSIDE** - Leasehold Improvements & Equipment Only! This office has 2 equipped operatories in a single free-standing building with excellent street visibility. Has reasonable rent for the area. It was recently remodeled and the way 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 MARCOS** - Well-established practice with 15+ years of goodwill is in a two-story professional building. The approximately 1,600 sq. ft. suite is equipped with 5 operatories and one Orthophos XG5 digital x-ray. The doctor is in the process of retiring and moved out of town and is currently traveling back and forth every couple of days a week to the practice. They see an average of 12-15 patients a day and an average of 10 new patients a month. The one hygienist works 2 days a week and sees about 5 patients per day. Income source is mainly cash with it being 80% while 20% is coming from insurance. Does very minimal advertising and depends on patient referrals. Is in a busy shopping center with ample parking. **Grossed \$377K for 2021 & projecting \$440K for 2022. Buyer's Net of \$170K.** Please contact your CPS Broker for more details. **Property ID #5402**

### KING COUNTY LISTINGS

**LEMOORE (GP + REAL ESTATE)** - Well-established practice with 27+ years of goodwill. The retiring doctor currently works in the office 4 days a week with 2 hygienists working alongside them. The practice sees an average of 10-15 patients a day with an average of 20-25 new patients a month! The hygienist sees an average of 12-14 patients a day. Cash and PPO only. It's located in a 1,606 free-standing building with 5 equipped operatories and is computerized with Dentrix. Does minimal advertising and mainly depends on Google and boosting Facebook posts. **Grossed \$1.3M in 2021 & projecting \$1.3M for 2022. Buyer's Net of \$493K.** Please contact your CPS Broker for more information. **Property ID #5403**

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John W. Knipf (Neff) President & Robert A. Palumbo, Executive V.P./Partner • Also serving you: Alex Baylon, Alice King, Juana Dominguez, Karina Robles & Rick Conwell

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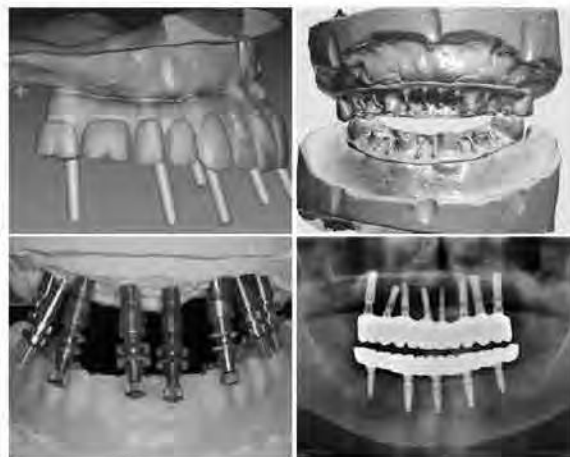
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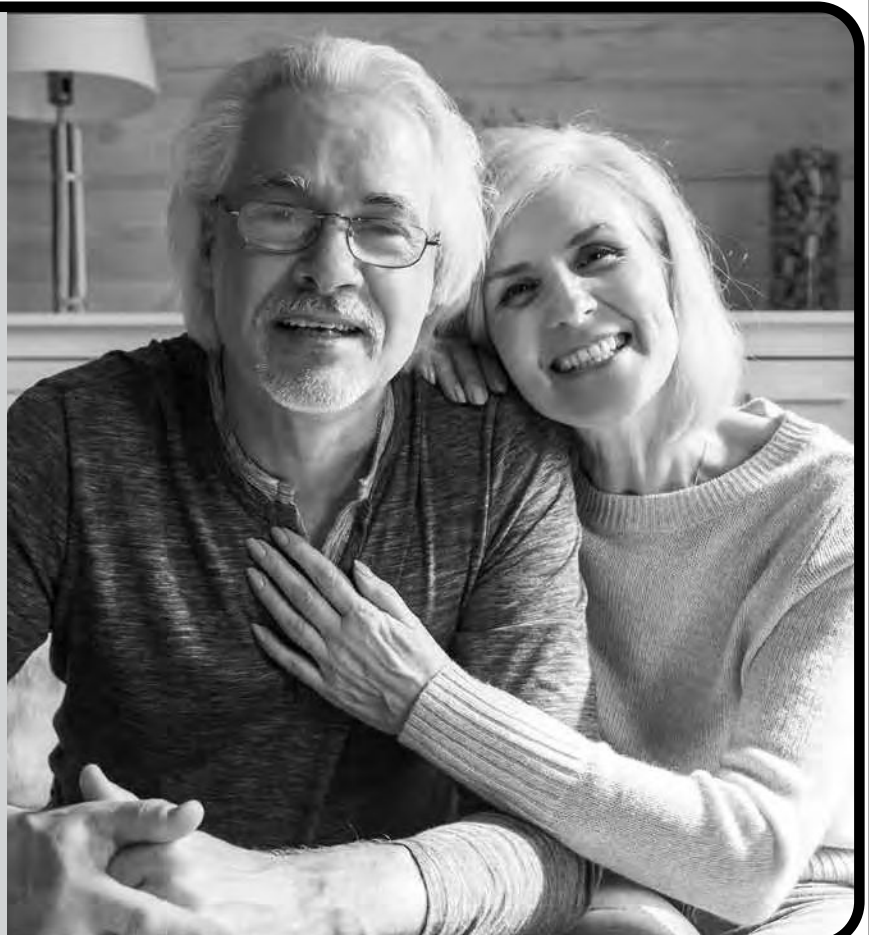
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**HESPERIA** - Price Reduction! Well-established General Practice in a free-standing building which is also for sale. Seller is retiring, great major street visibility, excess parking. Building is 2,176 sq. ft. with 5 furnished Ops, Digital X-Ray, and Digital Pano. Office is open 4 days a week, fee for service practice (no Denti-Cal or HMO). 2021 average GR \$500K, Seller prefers to sell building and practice together. #CA1500 - Steve Caudill - 951-314-5542 <https://dentalpracticetransitions.henryschein.com/listing/ca1500/>

**LA VERNE - NEW LISTING** - General Dentistry practice located in the quaint town of La Verne. Strip center location with two (2) equipped Ops and 1 additional plumbed in 1,500 square feet. This practice is ready to take to the next level, adding technology of your choosing! Our seller is ready to retire and has 24 years of caring for patients in the area. 2021 Gross Receipts of \$220,000. The practice has plenty of room to grow with marketing and adding specialty procedures that are currently referred out. #CA3353 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3353/>

**COASTAL LOS ANGELES COUNTY - NEW LISTING** - Incredible Redondo Beach practice located steps from the ocean! Seller is leaving the state and looking to sell the long-established FFS/PPO practice located near the corner of two busy streets. The 1,000 sq. ft. bright, charming, and well-maintained practice has 3 Ops and 29 years of goodwill. The practice produced \$615K in 2021 on 4 doctor days and 5 hygiene days/wk. Most specialty work is referred out. The practice utilizes Easy Dental software, has computer/monitors in every room, digital x-rays, laser and intraoral cameras. The practice has a consistent supply of new patients, a great staff, and strong hygiene program. #CA3314 - Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3314/>

**LOS ANGELES - NEW LISTING** - High Tech Koreatown Practice for sale. Located on the main floor of a high-rise medical/business building with underground parking. Over \$850,000 in gross collections. Four (4) Ops in 3,470 sq. ft. and four additional Ops can easily be added to the space. Open Dental Software, Paperless charts, 3 Shape scanner, Vatech 3D cone beam, digital x-ray. Equipment is 3 years old and all specialty work is referred out except for implants. 80% fee for service, 20% PPO. No hygienist so there is an opportunity to grow. Seller is willing to stay and work 3 days a week. This office is ready to be taken to the next level! #CA3376 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3376/>

**ORANGE** - Located in a professional building where you own the office space! Beautifully decorated and no need for a remodel as it's well kept with 2,036 sq feet. Could potentially add an operator. 4 equipped treatment rooms, desirable location in suburban area with specialty office near heavy traffic area and close to mall and freeways. Clarix Dexcam intra-oral camera, TV screens in all the Ops, Dentrux software, digital x-rays. 2 hygiene days/wk. with room to add more days. Seller refers out all specialties. 2021 GR \$590K. #CA3143-Kaira Stewart-949-220-6216

**TORRANCE** - This is the Dream Practice! This South Bay General Practice has over \$1.1M in collections. There are 6 Ops and long-term dedicated staff. The practice has over 40 years of goodwill and an excellent reputation in the community. The seller is moving on and ready to retire. The practice has a great net of \$201K after debt service. The practice has a strong hygiene schedule and in-house perio and endo specialists, 2 days/mo. The practice utilizes SoftDent, has Digital X-rays, Intraoral Cameras, and Lasers. The practice is beautifully appointed and very welcoming, the feel of walking into a lovely living room. This practice is a rare gem for the South Bay area. #CA3113 - Ben Sapir 310-596-0961

**RANCHO SANTA MARGARITA** - Beautiful 4 Op practice with over 30 years of goodwill in this light and bright office. Practice utilizes Dentrux, laser, digital sensors, and Pano. Strong hygiene program with over 3.5 days of hyg/wk. Modern design with large windows in the operatories. 2021 GR over \$665K with room to grow. #CA3160 -Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3160/>

### SAN DIEGO

**CHULA VISTA ORTHO - NEW LISTING** - Prime location in the growing, family-oriented community of Chula Vista, the practice is 1,050 sq. ft., has 5 treatment chairs and 1 exam chair. It is located in a professional building with easy access, plenty of free parking, and walking distance to the library, schools, and downtown. The Doctor has been in this practice for 21 years and is working 2 1/2- 3 days/wk. With years of goodwill, a low overhead of 46%, and tremendous room for growth, this is not a practice you want to miss. #CA3343 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3343/>

**CHULA VISTA** - Rare opportunity in San Diego to purchase a practice with real estate. This spacious and bright 1,760 sq. ft. Medical Condo with 6 equipped Ops, and 2 add'l potential Ops. Located near Sharp Hospital with 52 years of goodwill and 4.5 days of hyg./wk. 44% FFS and 56% PPO. 2021 GR \$545K with average of 16 NP/mo. Look no further, this well-established practice has a strong foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA3195 - Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA3195>

**CHULA VISTA - NEW LISTING** - General Practice located in the heart of Chula Vista in a strip mall, retail space. Office has 3 Ops in an 800 sq. ft. space. Dentrux software, paperless with workstations in every operator. Currently working 2 days/wk. in the office with \$432K collections in 2021. PPO & FFS office with low overhead and strong cash flow. Room for growth by adding more days and bringing specialty work in-house. #CA3334 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3334/>

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Gina Miller  
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**ENCINITAS - NEW LISTING** - General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has three (3) operatories and one (1) unequipped operator. Over 20 years of goodwill with Ace Dental Practice Management Software. 2022 Gross Receipts were \$323k on a 3-day work week. The practice is 70% PPO and 30% FFS. Room for growth with most specialties referred out. #CA3375- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3375/>

**LA JOLLA** - Well-established general practice located in the Golden Triangle of La Jolla. 2021 GR of \$816K with 9 hygiene days/wk., office has 5 Ops in a 1,900 sq. ft. space. This practice is in a medical/dental building off the freeway in the heart of San Diego's Biotech community with UCSD, Qualcomm and Scripps minutes away. Dentrax, Dexis, and soft tissue laser. Room for growth with most specialties referred out. Practice has been in this location for 35 years. This is your opportunity to take over a long-established practice with huge growth potential! #CA3190 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3190/>

**OCEANSIDE** - Long established GP practice located blocks from the beach with over 40 years of Goodwill in this 1,921 sq ft. office paperless practice. The office is plumbed for 7 Ops, 4 Equipped. 2021 GR \$691K with average of 15 new patients/mo. Located in a free-standing building with ample parking in a private lot. #CA3151- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3151/>

**POWAY - NEW LISTING** - General Practice located on a busy, main road. Modern facility with 6 spacious Ops in a 2,395 sq. ft. in a medical building with free parking. Computerized throughout the office with Dentrax and Dexis Digital X-ray, CBCT, soft tissue laser, and I/O Cameras. Look no further, this Practice has a solid foundation, including the opportunity to grow revenue stream by bringing specialty work in-house. #CA2932- Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca2932/>

**SAN DIEGO** - Chart Sale. Seller retiring after 30 years in practice in the 92117-zip code. 400 patients seen in the last 18 months. 50% Cash, 50% PPO practice. No Delta Premier. #CA3188 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3188/>

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

**SAN DIEGO ORAL SURGERY** - Don't miss this incredible opportunity to own a well-established Oral Surgery office with a strong presence in the community of El Cajon. Practice started in 1976 and acquired by present owner in 2006 with 2 surgical rooms, 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 <https://dentalpracticetransitions.henryschein.com/listing/ca3115/>

### CENTRAL CALIFORNIA

**CENTRAL VALLEY COMMUNITY / MODESTO AREA** - 8 Ops GP, high visibility retail, 20+ years Goodwill, Dentrax, digital, IO Cameras, soft/hard tissue lasers, 3,300+ active patients, 24+ new patients/month, 4 days/week Hygiene, 18.5 hour Dr. work week. 2021 GR \$999K. #CA2721 - Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca2721/>

**GREATER MODESTO** - Wonderful GP practice and Professional Office Building Condo available for purchase. This 7 Op practice is in a desirable area with over 16 years Goodwill. Dentrax PMS w/12 workstations including newer dental equipment with fiber optics, digital x-ray, intra-oral 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, Hygiene procedures account for ~23% of the 2020 production, and there are currently no hygienists working at the practice. The practice schedule is booked out 6 mo. in advance. There is room for growth as most specialty procedures are referred out. 2019 GR \$873K, 2020 GR \$615K, and 2021 \$729K, all on a 32-hour Dr. workweek. This practice does NOT accept Delta Premier. Purchase of the Dental Office Building Condo is required with the practice purchase. #CA2795- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2795/>

**GREATER MODESTO AREA** - Proven patient-base and production history - Attractive GP Practice is located in a ~1,400 sq. ft. space in a centrally-located urban building with nice street traffic. Boutique-style practice, 20+ years of Goodwill, and a long-term dental team in place with 5 Ops, 12 computer workstations, Cone-beam x-ray, Dentrax PM Software, CEREC Cad-Cam & 3D Printer, digital x-ray sensors, and Nitrous plumbed in Ops. Four hygiene days/wk. and many specialty procedures referred out. 2021 GR \$758K on 30 hour average work week. #CA3329- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3329/>

**GREATER MODESTO AREA - NEW LISTING** - Incredible Location and Room to Grow. This GP practice is located next to a new and under-construction municipal building which should reportedly add approximately 2,000 new people doing business in the neighborhood. Urban multi-tenant general office building with great street-traffic. 32+ years of practice Goodwill with five (5) Ops, 9 computer workstations, Eaglesoft PM Software, Intra-Oral Camera, and Digital X-Ray sensors. Two hygiene days per week and most specialty procedures (including all implant placements) are referred out. 2021 Gross Receipts was \$372K on an average 3 days per week work-week. #CA3369- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3369/>

### NORTHERN CALIFORNIA

**DANVILLE** - Beautiful Practice & Real Estate in this very desirable location. Over 80 years of Goodwill with over 44 years with present owner. 2021 GR \$1.3M+ on a 4 day work week with 5 1/2 days of Hygiene. 4 updated Ops in ~1,200 sq. ft with Digital X-Ray, Intraoral Camera, Fiber Optics & Dentrax PMS with 7 workstations. This area is in very high demand so don't wait to inquire on this opportunity. #CA3203- Jim Engel - 925-330-2207 <https://dentalpracticetransitions.henryschein.com/listing/ca3203/>

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**ELK GROVE / SOUTH SACRAMENTO AREA ORTHO** - Rare opportunity to acquire a thriving Ortho practice in a highly desirable community. Selling Doctor has worked 3 days/week for over 21 years and the practice now offers the patient demand opportunity for more workdays. Strong, diversified referral network in place, including ongoing Study Club. Seller will work back for at least 3 months after sale to see all existing patients at least twice, and for up to 1 year to complete 10-20 of the most challenging cases and to help buyer maintain existing referral network. 1,200 sq. ft. bright and attractive office layout with 3 open-bay chairs, a 4th chair located in a private office, a large patient waiting area, and a complete office renovation completed in 2019. Landlord maintains dental air, water, and suction systems. Orthotrac PMS with (upgradable to CBCT) digital Pan-Ceph X-Ray unit. Practice is booked 6 weeks in advance, with ~3 to 5 starts per week. 2021 had 240-250 active patients in full treatment (with 206 Full-Banding and 30 Phase I Intercept cases). 2021 GR \$724K including 4 vacation weeks. #CA3250- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3250/>

**FAIRFIELD/VALLEJO AREA** - 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 PMS, 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 \$1.5M+, 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/>

**FOLSOM/ELDORADO HILLS/GOLDRIVER AREA - NEW LISTING** - Rare opportunity well-producing GP practice in highly desirable area. Four (4) Operatory practice of approximately 1,050 sq. ft. in a well-known multi-tenant retail center. 3 to 3.5 days of Hygiene per week, and the Dr. is booked out 2 to 3 weeks in advance. Plenty of room for growth, with all specialties being referred out. 2021 GR was \$421K on a 3 day workweek. #CA3373- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3373/>

**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, Adtec and Pelton equip. 5 days of hygiene, 12-15 NP/mo. Opportunity to grow as most specialties referred out. Projected 2022 GR \$900K. Real estate also available to purchase. #CA1715- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1715/>

**GREATER VACAVILLE AREA - LISTING** - Great opportunity to purchase a loyal GP patient-base and practice at a huge discount, at ~53% of last year's GR! Seller must sell fast and may consider a patient records/Goodwill sale. Located in a 1,700 sq. ft. space in a centrally-located urban building with high street-traffic, and ~30 years Goodwill. Freshly updated w/new laminate flooring and paint in the past year. Very loyal staff and patients with 5 Ops, 3 computer workstations, Pano, and Dentrux PMS. Good hygiene recall patient base, hygiene schedule pre-booked ~98% of the time, booked for 6 mo., with avg. of 36 hygiene hours/wk. Only 14 patients eligible for Delta Premier. 2021 GR (for only 10 months, practice closed for remodel ~2 months in 2021) were \$449K on a 32 hour average work week, which would normally equate to ~\$540K on a 12 month production year. #CA3328- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3328/>

**LAKE TAHOE AREA WITH LAKE VIEWS** - Huge Price Reduction for fast sale (Seller must sell due to family reasons) this practice can be purchased for ~40% of this year's Collections! 4 Op GP paperless practice with space to expand in a high-traffic retail area next to a bus stop. Efficient space layout in ~1,650 sf professional retail and dental office building, over 20 years of Goodwill, Dentrux PMS with 11 workstations, 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. over past year, 2 days of Hyg./wk., with Dr. scheduled 2 to 3 weeks in advance. Room for growth with all Endo and Implant Placements being referred out. Delta PPO, NO Delta Premier patients. Seller will work back to assist Buyer in transition. 2019 GR \$1.59M, 2020 GR \$1.69M, 2021 GR \$1.4M, and 2022 is on track to hit ~\$2M in production! This practice has huge upside growth potential at the lowered asking price! #CA3100- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3100/>

**NORTHERN CALIFORNIA PERIO** - Northern Bay Area, established 33 years with consistent and stable GR over \$1.4M with 4 days of Hygiene. Seller-owned Condo, 4 Ops, 1,532 sq. ft. Seller retiring with Real Estate available for sale. Seller supportive post-sale for a smooth transition. #CA3118 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3118/>

**PLEASANTON** - Great neighborhood practice with 24 years of goodwill. 2019 GR \$470K 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/>

**RED BLUFF/CORNING/ORLAND AREA** - Great Sacramento North Valley GP practice in a ~3,000 sq. ft. stand-alone Professional Office Building. 6 Ops in a desirable and growing valley community. 33+ years Goodwill in this paperless practice that includes Eaglesoft PMS with 9 workstations, digital x-ray, soft tissue laser, and CAD/CAM. Seller reports over 1,600 active patients in the past 12 months, averaged ~22 NP/mo. in the past 12 months, has 8 days of Hyg./wk., and the Dr. is booked out ~3 weeks in advance. Room for growth with Ortho and Implant placement being referred out. 2021 GR \$826K, all on a 32-hour workweek. Impressive stucco and adobe style architecture single-occupant professional dental office building is also available for sale with the dental practice. #CA3161 - Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3161/>

**ROCKLIN/GRANITE BAY AREA** - Impressive high-production, loyal patient base, great staff, high-end established 4 Op (with 5th Op build-out available) GP & Cosmetic (with emphasis on full-mouth cosmetic cases) practice in a very desirable/affluent area. Great décor and open layout space in 1,056 sq. ft. beautiful Professional Dental Office Building Condominium suite, which is also available for purchase. Over 30 years of Goodwill, paperless, Dentrux PMS with 9 workstations, fiber optics, Dexis digital x-ray, ProDent intra-oral cameras, CariVu system, iTero Scanner, and soft tissue laser. Dentrux reports over 1,650 active patients in the past 18 months, averaged over 21 NP/mo. in past 12 mo., 8.25 days of Hyg./wk (~24% of total production) and Hygiene is booked out 4-6 weeks, with Drs. scheduled 6-7 weeks in advance. Room for growth in Endo, Perio, and Implant Placement procedures. 2021 GR \$2.052M, all on a 36 hour workweek. Selling dentist can work back and mentor post-sale. #CA2793- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2793/>

**ROSEVILLE/CITRUS HTS. AREA - Big Price Reduction for expedited sale!** - Seller must sell/retire!!! Seller will consider all offers including a Patient Records / Goodwill Sale - High retail and drive-by traffic 4 Operatory GP practice with over 18 years of Goodwill. Nice space layout in ~1,600 sq. ft. professional & retail exposure building. MOGO PMS with 11 workstations, digital x-ray, intra-oral cameras, and soft tissue laser. Seller's PM Software reports over 1,300 active patients in the past 18 months, averaged 13 NP/mo., 5 days of Hyg./wk., with the practice scheduled 4 weeks in advance. Room for growth in hygiene and with most specialties referred out. 2021 GR \$719K, and 2022 is on track for similar GR on a 5-day work week. Seller will assist Buyer in transition. #CA2897- Jay Harter - 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA2897/>

**SANTA CLARA COUNTY / WEST VALLEY ORAL SURGERY- PRICE REDUCTION!** This very affluent community reflects the quality of this practice. 2021 GR \$579K on a 3 1/2-day work week. Well-appointed 5 Ops with 1 add'l room not equipped and housed in a beautiful 2,400 sq. ft. space with volume ceilings and great natural light. Equipment includes CBCT, Mac Practice PMS, and central Nitrous Oxide, IV Sedation, and everything needed for an OMS office. Owner is retiring but will help with a smooth transition. #CA3239- Jim Engel - 925-330-2207 <https://dentalpracticetransitions.henryschein.com/listing/ca3239/>





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**SONOMA COUNTY** - \$1.6M GR in 2021. Transferring 27 years of Goodwill, 8 days of Hygiene, on a 4-day work week. 1,700 sq. ft., 4 Ops, updated technology. A Practice like this is hard to come by! Seller retiring and offering both Practice and Real Estate for sale or lease. #CA3165- Gina Miller - 707-391-7048

**SONOMA COUNTY** - 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, located 1 hour N of San Francisco. Averages 72 NP/mo. on a 4-day of Hygiene/wk. 6 modern and high-tech Ops with every amenity: Pano, Dexis Sensors, Intra-Oral cameras, Laser, and Fully Paperless utilizing Dentrax. Expansive 20 room building, updated design and built by owner dentist Dr. is ready to retire and work back for a smooth transition. #CA544 - Gina Miller - 707-391-7048

**S. SACRAMENTO / POCKET ROAD / ELK GROVE AREA** - 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). 5 Ops in 1,623 sq. ft. retail space. Over 73 years of Goodwill in this paperless, perio-oriented practice with Practice-Web PMS, 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 NP/mo. in past 12 months, 7 days of Hyg./wk. (~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 METRO ORTHO** - Great and rare opportunity to acquire an established "Invisalign Diamond Plus Provider" Ortho Specialty practice with high potential in a growing and desirable community. Attractive and modern-looking design in ~1,612 sf office space in a nice-exposure retail strip-mall building. Open Bay 5 Chair Operatory area with a Lab, includes paperless records, Cloud 9 PM Software, digital X-Ray sensors, and a Digital Pan-Ceph X-Ray unit. Historically booked out 20 weeks in advance, per Seller there are ~223 active patients in full treatment (with 187 Full-Banding and 36 Interceptable cases per year) with an average age of patients of 25 to 55 years of age. This practice has over 10 years of Goodwill established with a broad/diversified referral base, and the Seller is willing to assist in transition and with referral-base introductions. 2021 GR \$404K. #CA3149- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3149d/>

## OUTSIDE OF CALIFORNIA

**NORTH SCOTTSDALE, AZ - NEW LISTING** - 6 Ops in ~1,688 sq. ft. space. Features a beautifully decorated waiting area, Dentrax, Dexis digital sensors. Room for growth and seller is highly motivated. You won't want to miss out on this practice with unlimited upside! #AZ3338 - Steve Morgan - 480-271-4679 <https://dentalpracticetransitions.henryschein.com/listing/az3338/>

**HILO, HI - NEW LISTING** - Well-established practice for sale in the close-knit community of Hilo. 2 Ops with potential for a 3rd, in a 1,050 sq. ft. space. 56% PPO and 44% Cash practice in a medical building with free, ample parking. Innova software and digital x-rays. 29 years Goodwill with room for growth as most specialties referred out. #HI3242 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/hi3242/>

**LIHUE, KAUAI, HI** - This top of the line 2,700 sq ft office was built from scratch in 2015 with 7 Ops, Dentrax, Dexis, iCAT CBCT, PlanScan, X-Guide, Zeiss Microscope and more! Collections of \$2.4M in 2021 and 1 day of Hyg./wk. 50% PPO, 50% Cash. Large opportunity to grow revenue stream by bringing specialty work in-house with little competition on the island. #HI3176 - Christy Conway - 619-889-6492

**EDMONDS, WA** - Desirable Seattle suburb with 6+1 Ops, newer equipment, all employees staying. Features Sirona Laser, Carestream Pano & digital sensors, Dentrax, Velscope, Kavo Diagnost, Accutron Nitrous. Newer AirTechniques Compressor and Vac. ~26 NP/mo., 22% of collections are Hygiene. Doctor refers out majority of Endo, O/S and implants. 14% Ortho 12 month rolling collections: \$864K. Priced to move! #WA3220- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3220/>

**EUGENE, OR - NEW LISTING** - Highly sought after high tech Eugene location with building for sale. 6 ops, dentrix, laser, I-CAT, Primescan. Features spacious private office, consult room, remodeled patient waiting area. Only complex cases referred out. 2021 collections- \$1,036,837. #OR3355- Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/OR3355/>

**EUGENE / SPRINGFIELD, OR AREA** - Features a welcoming reception, 2 private offices (1 of which may be able to convert to Op 5), a business area, storage with washer/dryer, and 4 Ops. Dentrax, CariVu, DigiDoc IO camera, Piezo, IQ Air Health Pro Series, Stratus Micromister. 2021 GR \$922K on 4 days/wk. #OR3248- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/or3248/>

**PORTLAND, OR** - Great location and visibility on a major thoroughfare. 20 years of goodwill, sparkling clean, turn-key, and ready for a new buyer. 4 Ops with 1 add'l plumbed, currently used as storage. Dentrax, 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/>

**SALEM, OR ORTHO** - 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/wk. Greatly reduced price for quick sale. #OR3043- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/OR3043/>

**PUGET SOUND ISLAND, WA** - Features beautiful architecture, open and welcoming reception area, 4 Ops, and 1 add'l plumbed. Curve software, private office, new Vac and compressor. ~25 NP/mo. 2020 GR: \$804K, 2021 GR: \$1.09M with an adjusted NI of \$429K. #WA3191 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3191/>

**PUYALLUP, WA** - Main artery location in a highly desirable part of town. 6 Ops + 1 plumbed with new lighting and flooring, newer Ops, multiple private offices, a large front office/check out area, and spacious staff area with private bathroom. Paperless, utilizes Dentrax and collected \$1.9M+ on 8 doctor and 4 hygiene days/wk. in 2021. #WA3247- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3247/>

**SEATTLE, WA SUBURB** - 4 + 1 Ops, Eaglesoft, paperless, Schick IO camera, Schick digital sensors, ICAT Precise digital CBCT and Picasso Laser. 10 years of goodwill in the same location and a mixed business/healthcare building. Many referrals and patients come from businesses in the building. Refers out most Endo, Ortho, Pado, and Perio. 2021 GR: \$447K. #WA3346- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3346/>

**WHITE SALMON, WA - NEW LISTING** - Outdoor Enthusiasts Dream nestled in the Columbia Gorge with vast outdoor recreation opportunities- live and work in a small yet growing town with blue collar and affluent + high tech/work from home residents. Three (3) Ops, Dentrax, IO camera. Approx 14 new patients per month. Part time practice could be a second location or primary which is poised for growth! Seller refers out the majority of Endo, Ortho, Pado, Implant placement, and Perio on 3 days a week. Features 24 years of goodwill. Practice is 3,022sf, located in a stand-alone building on the main road with high visibility and open/free parking. Building is also offered for sale. #WA3360- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3360/>

**SEATTLE, WA HIGH END NEIGHBORHOOD** - Pristine 4 Op beautifully designed practice located in a highly sought-after area. With excellent condition chairs and cabinetry, new sterilization center, new vac and suction, Planmeca CBCT, Dentrax software, paperless. ~26 NP/mo. 2021 GR: \$641K. #WA3331- Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3331/>

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\*\*\*\*\*

## We have a surprise!

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THIS WEEK'S  
TOP STORIE

Hey, Listen up all you Dentist-doctors and take a break from the actual work of Dentistry and try a hand at becoming a Speaker/teacher/Educator in any Dental-related domain, \*\*ahem ANY?

Yes, Veranium Dental Society is looking for good, competent professionals who have done the hard work in the field of Dentistry and NOW they want to pass all that Knowledge and SKILLS to their fellow dentists in ANY & ALL related domains [technical dentistry, novel procedures, business acumen, marketing, patient acquisition etc....]

Veranium Dental Society is a Licensed Provider of Continuing Education for Dentist-doctors and it aims to bring the best practices of Dentistry to a wider audience through public education.

### VERANIUM DENTAL SOCIETY

c | 5995-5997 Brockton Ave Riverside, CA 92506| 951-425-5823| [info@veraniuminc.net](mailto:info@veraniuminc.net)| c

**General and Ortho Practice** in Modesto. New Listing! Grosses ~\$1.5 Million. ~90% PPO/Cash. Good Profit Margin. Strip Mall. 6 – 8 Ops. Reasonable Rent. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

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**EXQUISITE BEVERLY HILLS** OFFICE FOR SALE – 2 ops/3 plumbed. TURNKEY Equip.& Leasehold only. [AvailablePractice@gmail.com](mailto:AvailablePractice@gmail.com)

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**Looking to** buy GP office in LA. Preferably with 7 + ops and over 1 M + in collections. Email [implants90210@gmail.com](mailto:implants90210@gmail.com)

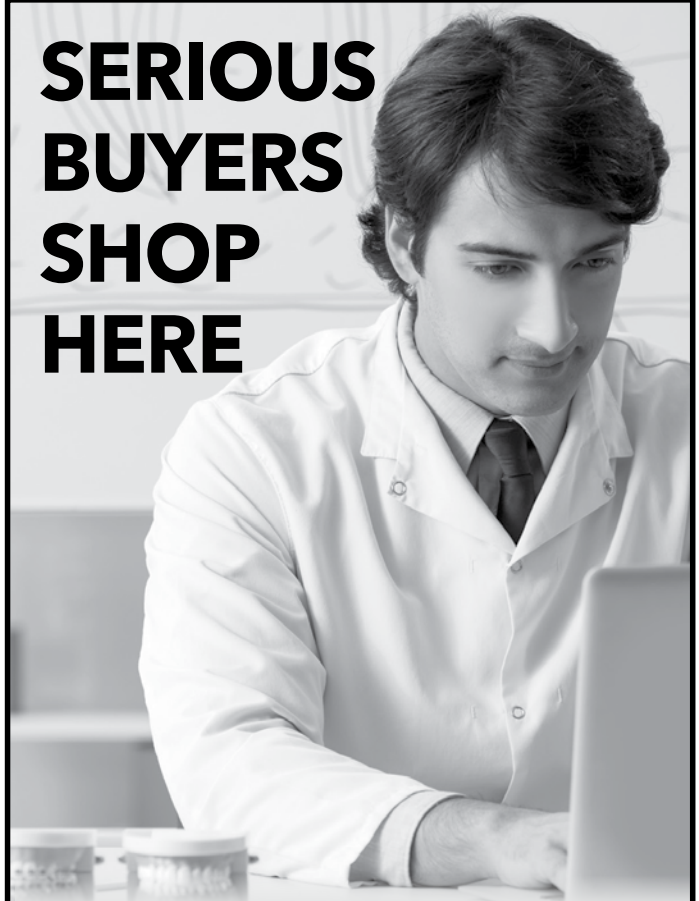
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**Rent Dental Chair/Office** - Beautiful Boutique Office in Century City, Los Angeles - Email [ddsla22@gmail.com](mailto:ddsla22@gmail.com)

**ENCINITAS GP FOR SALE** - 3 Ops, 20 Yrs. Goodwill, Highly Desirable Area! 2021 GR \$323K. HSDPT-Christy Conway-619-889-6482 #CA3375 <https://dentalpracticetransitions.henryschein.com/listing/ca3375/>

**Dental Partnership.** Looking to combine my DDS experience to open a new practice. [Longbeachdentalpartners@gmail.com](mailto:Longbeachdentalpartners@gmail.com)

**Mis Osteotome** Sinus Lift Set. \$80 obo Dental90039@gmail.com

**Air Techniques** ScanX Phosphor Plate Xray Scanner Working, no software. \$700 obo Dental90039@gmail.com

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### Dental Practice and Commercial Real Estate Brokerage

#### CARLSBAD-REAL ESTATE

4 ops. located in a 1,456 sq. ft., free standing, single story building with excellent signage and visibility. Convenient to the 5 freeway and ocean. 7,023 sq. ft. lot with 10 on site parking spots. Established as a Community Dental Practice. Real Estate/ Leaseholds only-Equipment and Charts are not included.

#### GARDEN GROVE

Practice \$100,000 (3 eq. ops in ~1,100 sq. ft. suite) with option to buy the two dental suites (1,840 sq. ft. total) Real Estate \$1,000,000. The new owner can expand the practice to occupy the entire building or continue to lease the other suite out for rental income. The 7,234 sq. ft. lot offers plenty of off-street parking. Generational practice with 33 Years of Community Goodwill. No advertising in place. Retiring seller currently works 10-16 hours a week. PPO/Fee for Service. Collected \$210,852 in 2021. The practice has the potential to be open more, recapture referred out services, and do a little advertising.

#### GLENDALE

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 4 days a week of Hygiene. CBCT, Eaglesoft, Digital X-rays, & Intra Oral Cameras. PPO/Fee for Service. Projecting \$1,497,671 for 2022.

#### HIGHLAND

3 eq. ops. & 1 plumbed not eq. op. in a welcoming, warm, efficiently designed suite located in a busy shopping center with plenty of parking and exposure. 29 Years of Community Goodwill. Beautiful, affordable, growing area surrounded by the San Bernardino and San Gabriel mountains. Conservative, retiring dentist with a generational patient base that accepts suggested treatment plans. Low Overhead-Rent is only \$2,800/month! The practice has the potential to increase doctor days, implement some advertising, and expand into the vacant suite next door. Projecting \$268,583 for 2022 on a part-time schedule.

#### HUNTINGTON PARK

4 eq. ops. in a spacious, well organized, systematic suite that is located in a free-standing building on a main street with prominent signage and exposure. Landlord has installed solar panels on the roof that can help to reduce your electric bill by up to 30%! 34 Years of Community Goodwill. Attracting 47+ new patients per month. Retiring Seller. PPO/Fee For Service Practice. Projecting \$1,732,598 for 2022!

#### IRVINE

8 ops. located in a 2,084 sq. ft., beautifully designed suite with high-end touches and large windows throughout. Custom cabinetry, plumbing, granite counters, newly renovated sterilization center and designed in a circular fashion, which maximizes efficiency. Seller has been in the same suite for 17 years, has outgrown the successful space, and is relocating down the street. The perfect location close to numerous large companies and plans for thousands of homes and apartments to be built over the next three years. If you have a short term left on your lease, this office location would be a perfect move. Landlord is ready to negotiate a new, long-term lease. Leasehold Improvements.

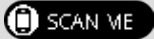
#### LAKE FOREST

4 eq. ops. in a 1,400 sq. ft. clean, bright, organized suite located in a single-story professional building on a heavily traveled street convenient to the 5 freeway. 40 Years of Community Goodwill. Rent is \$3,848 per month. Carestream software, Intra Oral Camera, Digital Xray, and equipment that shows pride of ownership. Retiring seller currently works 3 days a week with 3 days a week of hygiene. PPO/Fee for Service practice. Collected ~\$480K in 2022.

#### LOS ANGELES

3 eq. ops. in a 1,000 sq. ft. clean, streamline suite on the 2nd floor of a busy shopping center in Koreatown. Excellent signage and visibility! Rent is \$4,500/month. Established as a community practice for 10+ years. Seller is a Periodontist that purchased the practice from a GP 2 1/2 years ago. Seller would like to concentrate on teaching at USC. Patient Charts included but not guaranteed. \$114,000!





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 #02006320**Ph: (909) 542-4891 • Fax: (866) 890-1033 • [info@gregbeamer.com](mailto:info@gregbeamer.com) • [www.gregbeamer.com](http://www.gregbeamer.com)****LOS ANGELES**

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. Patient Charts included but not guaranteed. The practice has been closed since February 2020 due to covid. Patients are ready and calling to get back to the practice!

**LOS ANGELES**

3 eq. ops. in a 700 sq. ft., efficient, beautifully designed suite located in a 4 story professional building adjacent to Beverly Hills & West Hollywood. Rent is \$2,975/month and parking is \$125/month. Large windows with nice views. Leasehold Improvements and Equipment Only.

**MORENO VALLEY PRACTICE WITH REAL ESTATE**

3 eq. ops. & 2 plumbed not eq. ops. in a 2,166 sq. ft. building on a large, serene lot that shows pride of ownership. 31 Years of Community Goodwill. Spacious, bright, organized suite with a full bathroom, laundry, kitchen, and enormous storage. Retiring Seller that currently works 3 days a week with 1 day a week of hygiene. Solid, long-term staff in place. Intra Oral Camera, Digital X-ray, and Practice Works practice management software. Buyer has the opportunity to implement advertising and be open more days a week.

**MOUNTAIN COMMUNITY PRACTICE WITH REAL ESTATE**

Looking for a change of pace, to experience the seasons, to be a part of a community, and own your own real estate in an area with very few competing dentists? The practice has 3 eq. ops. in a 998 sq. ft. building on a 7,500 sq. ft. lot. The charming suite offers custom woodwork, antique pieces, and murals painted by area artists. The seller has built a generational practice with excellent reviews and an area following. 39 Years of Community Goodwill. Seller currently works 4 days a week with a hygienist coming in 2 days a week. Easy Dental Software, Intra Oral Camera, Digital Xray. PPO/Fee for Service. Projecting \$760,556 for 2022.

**ORANGE**

4 eq. ops. in a 1,300 sq. ft. suite located in a modern, professional building convenient to the 55 freeway. Rent is \$4,143 per month and includes utilities. 24 Years of Community Goodwill. Retiring Seller. Attracting 17 new patients per month. Excellent online reviews. 5 days a week of hygiene that is booked out 6 months in advance. Solid, Consistent practice that collected \$583,282 in 2021.

**POMONA**

4 eq. ops in a 1,315 sq. ft. suite located in a high exposure, busy, strip center. Rent is only \$2,857 per month. The suite was completely remodeled in 2021. Seller does not have the time to devote to this practice and would like to concentrate on his other locations. Completely Turn-Key practice that is ready to generate income. \$85,000!

**SAN JUAN CAPISTRANO**

2 eq. ops. in a 600 sq. ft. suite located in a single story, busy, strip center convenient to the 5 freeway. Rent is only \$1,640 a month. 16+ Years of Goodwill. Newer Equipment. PPO/CASH Income Stream. Low Overhead! The practice has the potential to be open more and do some advertising!

**SHERMAN OAKS**

3 eq. ops. located in a bright, streamline, 900 sq. ft. suite with excellent visibility and exposure on one of the busiest streets in the area. Established as a Dental Practice for 50+ years. Suite was remodeled and upgraded in 2019. Rent is \$4,337 per month. Seller only works this location ~2 days/week and is moving out of the state. The practice currently has no marketing in place and has the potential to be open more days a week! Collected \$171,390 in 2021. \$124,950!

**TEMECULA**

3 eq. ops. & 5 plumbed not eq. ops. in a spacious, beautifully designed, streamline, 3,029 sq. ft. suite located in a single story, freestanding building. Rent is \$5,140/mo. Retiring Seller has an associate in place working 4-5 days/week. Associate will only stay on to transition for approximately 4 weeks. Open Dental Software, Equipment new-8 years old, Digital Xray, Intra Oral Camera, and more. Averaging 37 new patients/mo. Projecting \$509,806 for 2022.

**TEMECULA**

4 eq. ops. & 1 plumbed not eq. op. in a 1,525 sq. ft., streamline, nicely designed suite. Large windows that offer beautiful views and plenty of natural sunlight. Excellent location with plenty of free, onsite parking and convenient to the 15 freeway. 14 Years of Community Goodwill. Rent is \$4,000/month. Seller currently works this location 2 days a week with 2 days a week of hygiene. The income stream is 75% Cash and 25% PPO. Projecting \$670,587 for 2022.

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SCAN ME



Paul

Ellen

Greg

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Saturday, April 1st, 2023

9am - 1pm

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Torrance, CA

Email: [info@gregbeamer.com](mailto:info@gregbeamer.com)

for venue details





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**Palm Desert** - \$850,000 - 8 ops/3,196 sqft. Grossing over 1 MIL! Lots of new equipment. Dr. Rishi Salwan (888)8024230 DRE#02085289

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**Temp Dentist Needed in Compton** CA. From mid-January to late February 2023. Monday to Friday. ychung@roadsclinic.org

**Full arch implant workshop** \$2,900, city of Ventura, 2-day step-by-step surgical, prosthodontic, laboratory aspects by prosthodontist, [www.DentalInstituteCalifornia.com](http://www.DentalInstituteCalifornia.com) (805) 676-1063

**5025 NEEDS HOME WEST LA PEDO--ORTHO--**Lease up-now/25-- GROSSES 1.300,000 PEDO WILL SELL WORK BACK 10 years or more opp for group -Ortho who need a New Patient Rainmaker PEDO Hard Worker NOT A MGR Call PPS Tom Fitterer 714 345 9659 Seller would participate in new bldg..FP1.1

**Orange Lease/Sublease 4-OP Renovated Office** and equipment. Weekly/monthly/yearly. oebdds@gmail.com (310)938-3132.

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**Black Dental chair,good condition.\$1500.00** OBO, Dental Cart \$300.00 Must pick up. Orange County, Text: 949-350-3457

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**Endodontist needed** for a PPO/FFS office in Fontana 2 days a month.Call Rosemary (909)919-3666

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**Dental Anesthesiologist** Anesthesia & IV Sedation. Dr. Amir Rad, board certified and experienced. We cover all of SoCal. WWW.LaDentalAnesthesia.com (323)310-2089

**RANCHO SANTA MARGARITA GP FOR SALE** - 4 Ops, 30 Yrs. Goodwill, Strong Hygiene, Digital, Modern & Bright office! GR \$665K HSDPT- Kaira Stewart-949-220-6216 #CA3160 <https://dentalpracticetransitions.henryschein.com/listing/ca3160/>





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**DSO Negotiations**

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## CURRENT GENERAL PRACTICE OPPORTUNITIES:

### - LOS ANGELES -

**SOUTH BAY/EL SEGUNDO** (Manhattan Beach border) - 4 Op (5th plumbed). Great ground floor visibility is prominent professional building. One of the finest locations in the country to live. Rev \$716K

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

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

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

**BEVERLY HILLS** - Unexpected passing of doctor. Practice has done \$1M per year prior. Penthouse suite in the Beverly Hills Triangle.

### - CENTRAL COAST -

**SAN LUIS OBISPO** - Full digital workflow. Great place to live and work. Mostly FFS. Rev \$1.35M

### - SAN DIEGO -

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

**PACIFIC BEACH** - Growing Revenues, Low Overhead. Great location with easy access. 4 equipped ops. Rev \$540K. Net Income of \$293K.

**CLAIREMONT AREA** - Turn-Key opportunity including new paint, flooring and cabinets, Adec Equipment, and a 3-D Cone Beam Scanner.

### - ORANGE COUNTY -

**NEWPORT BEACH** - 3op 2 day per week practice in great professional building with reasonable rent. Excellent growth opportunity. Or good for second location.

**HUNTINGTON BEACH** - \$1.05M Collections. 6 ops with room to expand. Great location with great visibility in high end shopping center.

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

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**Sean Sullivan**  
619-548-2643  
ssullivan@DDSmatch.com  
Cal DRE #02084505


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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

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### 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 the latest line technology. Rev \$1.4M on 3 days

**ENCINITAS - PROSTHODONTICS** - Highly-coveted area. 3 Ops plus full lab. Doctor is ready to sell! Rev \$327K

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

**WEST LOS ANGELES - PEDODONTIST** - Built out new in recent years. Doctor wants to move out of state. Great high end building opportunity! Adec equipment.

### COMMENTS FROM OUR CLIENTS:

*"Working with DDSmatch SoCal and Jason Owens was truly a pleasure. The process of selling my medical condo was very smooth and seamless. Jason was always available and responsive providing me with periodic updates. I have every confidence in recommending their services."*

*Dr. Younes Safa*



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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. Looking for partner to transition to.

**Calabasas:** Now with REAL Estate! 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. Dentrax and Dexis. Just under \$900k in collections. Ground floor, and street signage gives you a great marketing boost. No L.A. City TAX.

**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.

**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

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

**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. Sold Sold SOLD

**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 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

**Valencia:** Great revenue, Fully digital, Adtec equipment, OWN YOUR OFFICE – No more rent. 5 treatment rooms. Sold Sold SOLD

**Palmdale:** NEW 4 beautiful double entry treatment rooms, fully digital. On main street. This is a money maker. Takes all insurance except HMO.

**Yorba Linda:** 5 Ops, 3 elegantly equipped in this 2000 sqft office. Room for 7 ops if needed. Fully digital, Dentrax and dexis.. Doing reat numbers in a busy retail center.

**San Diego area:** Huge opportunity awaits this San Diego area practice with 40+ yrs of goodwill, over 3500 sq ft, 6 op's, and plumbed for more. established patient base. Fee-for-service, Digital, refer's out specialty services. Fantastic growth potential

#### **Central Valley**

**Fresno Area:** 4 day a week practice with 4 ops, Open dental and dexis sensors, lots of good will in a great community.

**Hanford:** NEW Great starter practice with real estate in a central location

**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.

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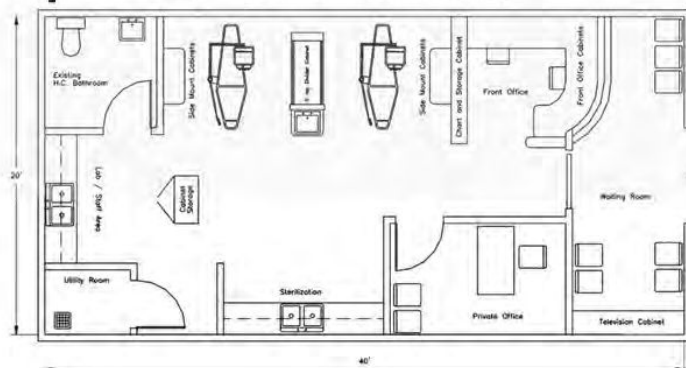
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## Dental Offices For Sale!

### Southern California Listings:

**Palm Desert** - 2021 gross \$1 mil+! 8 operatories, 3,196 sq ft. Lots of new equipment! Selling doctor only working 24 hours a week. 3 hygiene days a week. Over 1,000 active patients. Asking \$850,000

**Rancho Cucamonga** - Grossing \$678k+ in 2021. 7 ops, 2,520 sq ft. One hygienist on staff 2 days a week. Located in a well connected area. Over 3,000 active patients. \$6,019/month includes CAM, NNN and Water. Asking \$600,000

**San Bernardino** - 7ops, 2170 sq. ft. Gross 2021 \$633k. Doctor only working 3 days a week! 2 hygienist working 3 days a week with one Associate one day a week. For sale- \$550,000

**Lake Elsinore** - ASSOCIATE RUN! 4ops, 1,650 sq. ft. Gross 2021 \$493k+, net \$221k+. Rent \$3,500/ month! For sale- \$450,000

**Santa Ana** - 4 ops, 1,616 square feet. Approximately 7,200 active patients. Rent only \$2,764/month, includes CAM & NNN. Grossing \$308k+ on 2021. Seller retiring with 26 years of goodwill. Located next to a large DSO. Asking \$350,000.

**Palm Desert** - 5 ops, 1,568 sq ft. Rent only \$2,206/ month. All new equipment! 2021 gross \$460k+ 2022 gross (through 10/31/22) \$366k+! Asking \$360k.

**Fallbrook** - 3 ops & 1 plumbed. 1,600 sq ft. Over 6,000 active patients since 2019. Strip mall location. Belmont chairs, Dexis digital x ray. 2021 gross \$379k+, net \$136k+ For sale - \$280,000

**Anaheim** - Band new digital office, Busy shopping intersection! 4 brand new ops with Belmont chairs, x-ray machines and sensors. With Endo Machine Sybron. 1,300 sq. ft. Newly built shell office! For sale- \$200,000 OBO

**Pasadena** - 5 ops, 1,100 sq ft. 2021 gross \$257k+. Seller only working 2-3 days a week. Nearby a 7-11. Over 1,000 active patients. Asking \$190,000.

**Rancho Cucamonga** - Asking \$175,000. Located in a shopping center. 4 ops/1,150 sq ft. Seller only working once every 2 weeks. Lots of BRAND NEW EQUIPMENT!

**Temecula** - Asking \$175,000. Rent \$5,000/month, includes CAM & water. 4 ops, 1,236 sq ft. Open 3 days a week. \$203k+. Great income area.

**Inland Empire** - Asking \$160,000. 3 ops, 900, square feet. Rent only \$1,872/month, includes water. Located in a strip mall. Practice Web software.

**Santa Ana** - Equipment and leasehold only sale. 3 ops, 711 shopping center, near a Starbucks. 850 square feet. Rent only \$2,800/month includes CAM & NNN. Seller willing to stay on to help with transition. For sale - \$150,000

**Los Angeles** - Equipment and leasehold only. 3 large ops, 800 sq ft. Rent only \$1,750/month. Asking \$140,000.

**Lancaster** - \$120,000. 4 ops, 1,170 sq ft. Rent only \$1,400/ month. Practice works, Belmont chairs, fully digital office

**Los Angeles** - Shopping Strip Location near a McDonalds. \$120,000. 4 ops (2 plumbed & equipped) 1,200 sq ft. Fully digital office. Rent only \$2,600/month.

**Escondido** - Low Asking Price with high collections. 2021 gross \$420k. 3 ops, 1000 sq ft office with lots of street traffic. Seller has slowed down and is highly motivated to sell. Additional 3 ops and 1,000 sq ft available for an additional \$722 a month. For sale - \$100,000

**Van Nuys** - \$100,000 - 3 ops, 900 sq ft. Located in a strip mall. Fully digital office with Dentrux. Rent only \$1,760/month.

**La Habra** - \$95,000 or best offer. Fully digital 4 Ops. 2 front work stations, managers office, sterilizing room.

**Running Springs** - Equipment and leasehold only. 4 ops, 1,210 sq ft. Near a shopping mall. No other dentist in town. Asking \$75,000.

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**LOS ANGELES GP FOR SALE** - 4 Ops, High Tech Koreatown Practice, Open Dental, Paperless, Digital. GR \$850K HSDPT- Kaira Stewart-949-220-6216 #CA3376 <https://dentalpracticetransitions.henryschein.com/listing/ca3376/>

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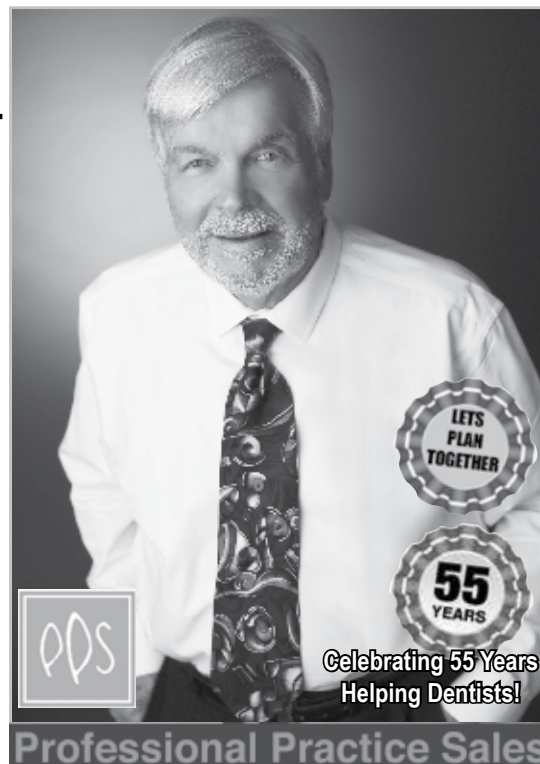
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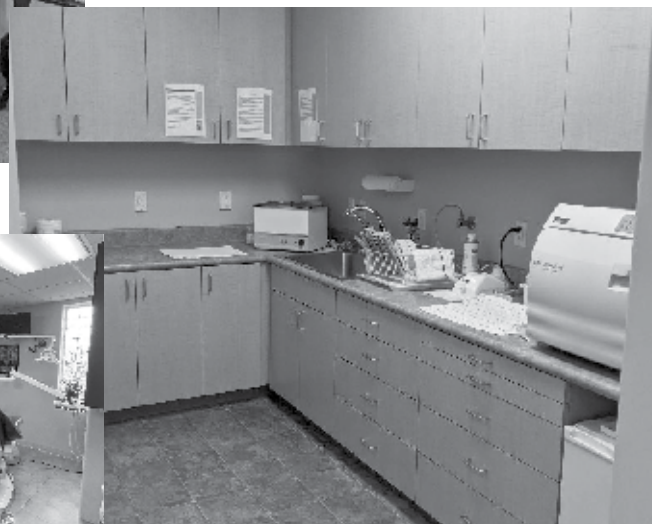
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