

# THE Dental Trader

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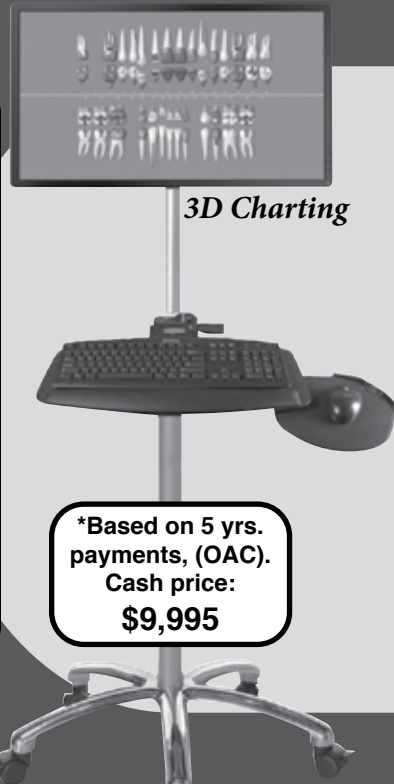
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# WOOD & MORGAN

Are you considering selling your large dental practice to a DSO or Private Equity Group? There is a reason why you are being constantly solicited by these organizations to sell and we can guarantee you those reasons are not in your best interest.

If you have a practice with revenues above \$2 million, speak to us before engaging with third parties, it may just net you millions of dollars more!



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Our partners are devoted to supporting the dental community and our clients. We take a hands-on approach to ensure our clients are connected with the strongest team of professionals and understand the legal and business risks and issues attendant to the proposed course of action.



"It's people like you, who go above and beyond what the job calls for, that make me realize how much I have to be grateful for every single day! I have a feeling we will be doing this again soon."



### Representation

More Sell-side representation of dentists to DSOs and Private Equity than any other firm in California.



### Experience

Since 1984, Wood & Morgan has represented over 8,500 dentists with their business needs.



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Over the years we've helped dentists across the nation secure billions of dollars when selling their practices.

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**Fresno:** Large office with Real estate in upscale area. (818)522-9123

**HOLLISTER:** Practice collected over \$1.5M in 2022! ~1,800 sf w/5 Ops. \$850K (DN-1523) WPS/800-641-4179

**Selling Your Practice?** Get unlimited legal advice for \$4.5k-\$6k. See [www.providerlegal.com](http://www.providerlegal.com).

**\$180K Less than 60% Gross 4801 Freeport Blvd Sacramento. 5ops, 1600SQ Ft, 1300+ Active Patients Dr Lee 916 862 5507**

**For Sale:** Dr retiring, has random supplies for sale. Contact janatran1@yahoo.com for list. Used instruments \$6 each

**Used dental** chairs/equipment for sale. No reasonable offer will be refused. email for pics/description. kathy@mmaosendo.com

**WATCHPAT 200** Supported until Feb. 28, 2025 3 units 4 sale/ \$1000 each+shipping/handling. Calvin.Fritzsche@Gmail.com

**Dental Office** for sale in Pinole, CA. Accept: PPO, cash, Dental-Cal, no HMO. 3 operatory rooms. Call (510)724-5700

**Dental implant** surgical kits and stock abutments. 415-377-3619

**Successful Salinas Practice for sale.** Large office, 4 full operatories, 3D X-ray. Owner retiring. drmikhal56@gmail.com

**FOR SALE: \*\*iCat FLX V17\*\*** LIKE NEW CBCT at a great price! (email: alexis@i-smiledental.com, call: 650-250-6874)

**DRY HEAT DENTRONIC/DDS5000 RAPID STERILIZER-\$1,150** Includes Plier Stands, (Cassette Friendly) email: bracesr4u@aol.com

**Xray dental** chair FOR SALE in good condition. \$750 OBO. Pickup only in Anaheim. Email tdds27@yahoo.com for picture.

**Looking to buy** a PAN CT 3D Machine, used in good working order, email model/name#, picture: 411@yourdentalspa.com

**Dental office** in Fremont for sublease/space share. high-tech. For Specialist/Dentist/Small Lab 408-755-6230. Ready to go!

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**Accu-Liner Articulator** + 3 boxes of plastic mounting plates and magnetic mounting plates. Calvin.Fritzsche@Gmail.com

**Partnership Dispute?** Don't litigate, Mediate! Attorney Robert W. Olson, Jr., 888.963.1120, [www.trans.dental](http://www.trans.dental).

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**VALLEJO:** Why Pay rent when you can own your own space? ~2,035 sf \$695K (CG-1546) WPS/800-641-4179

**FRESNO:** A quality practice with a stellar reputation!! ~1,400 sf w/4 Ops \$650K (JN-1520) WPS/800-641-4179

**Endodontist, experienced,** gentle, available for your GP office in Sacramento/Bay Area. Steve Murphy, D.M.D. 412.855.9914





## 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 Peds. 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. **[SOLD]**

**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]**

**ENCINO TURNKEY** – (5) Op Fully Equipped Turnkey Dental Office (no pts.). Located in an upscale well known Professional Building on a main thoroughfare with easy freeway access. Great for a new start, satellite office or to upgrade your existing office. Priced to sell! **[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.

**SANTA CLARITA – COMING SOON! OWN THE REAL ESTATE & THE PRACTICE. \$ MILLION DOLLAR PLUS MULTI-SPECIALTY PRACTICE & CONDO FOR SALE. CASH/PPO/HMO PTS. MORE INFO FORTHCOMING! MUST PREQUALIFY.** **[NEW]**

**SILVERLAKE AREA (L.A.)** – (3) op computerized G.P. located in a strip center in the trendy Silverlake area of Los Angeles. Newer equipment in ops, new compressor, new vacuum, new sterilizer, & Dentrix software. Annual Gross Collections of \$865K+ on a (4) day week. Low overhead/high net office. Net to an owner/operator before loan payment > 51%. Averaging (66) new pts/mos. Associate run office. (30) years of Goodwill. Patients: Cash/PPO and small amount of Denti-Cal. Refers out diff Endo & O.S., Ortho, Peds, Perio, & Implant Placement. Growth opportunity by keeping specialty work in house & working a 5th day. Could easily do \$1 Million+/yr. Excellent advertising campaign in place. Seller to concentrate on his main practice & have a life. **[SOLD]**

CA REPRESENTATIVE FOR THE  
NATIONAL ASSOCIATION OF  
PRACTICE BROKERS (NAPB)

Happy  
New Year!



Paul Maimone Broker/Owner  
CA Broker #01172430

**VAN NUYS PRACTICE & BLDG.** – This one story, 2,500 sq ft prof. bldg. & pract. are located in a major redevelopment & revitalization area, on a main thoroughfare, w exposure/visibility/signage & rear off street parking. The practice has (7) ops/(5) eqt'd w newer eqt'd & was remodeled in 2015. It uses Easy Dental s/w & is digital. Annual Gross Collect of \$400K+ on (3) days/wk. Projecting \$500K+ in 2023. Cash/PPO pts. (3) days of hygiene/wk. (34) years of goodwill. Seller refers out implant placement, O.S., Diff Endo, Perio, & Ortho. Huge upside with more days, keeping the specialty work in house & advertising. Seller willing to transition &/or work back. **[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, Peds, and/or Mentor. **[SOLD]**

**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 Maybe you wish 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 areas: Anaheim Hills, Bakersfield, Brea, Burbank, Canoga Park, Carson, Fallbrook, Garden Grove, Downey, La Habra, Mission Hills, Northridge, No. Hollywood, Orange, Palm Desert, Reseda, San Fernando, Santa Ana, Sylmar, Tarzana, Tustin, West Hills, Whittier and Woodland Hills. In addition, we conduct customized space and building searches. **[NEW]**

## ORANGE COUNTY

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

## MADERA COUNTY

Room for Your Madera County Practice Listing.

## RIVERSIDE COUNTY

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. **[SOLD]**

## 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 Denti-Cal. 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. **[SOLD]**

## UPCOMING PRACTICES FOR SALE

Camarillo, Carlsbad, Carson, Central Coast, Corona, Cypress, Hawthorne, Kern County, Los Angeles, Norwalk, Oxnard, Pasadena, Riverside, Santa Barbara, Tarzana, Thousand Oaks, Valencia, Ventura, Van Nuys, Westlake Village, West Hills, West L.A., Whittier & Yorba Linda

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**Ray Foster** model trimmer used FOR SALE. \$250 OBO. Pickup only in Anaheim. Email tdds27@yahoo.com for more info & picture.

**Marus Chairs** MAXSTAR Dental Unit (2) 4Sale good condition. Located Yorba Lind,CA info@richardhamatydm.com 714-779-1313

**DENTIST Wanted-PT** - SJ/Milpitas- Experienced/new Grad OK. Please email ParrDDS@Gmail.com or call Dr.Parr 408-859-1562.

**GREATER SACRAMENTO METRO AREA** PROSTH FOR SALE - 4 Ops, 39 Yrs. Goodwill, Digital, Dentrix PMS, 1,848 Sq. Ft. GR \$1.35M .HSDPT- Jay Harter 916-812-0500 - #CA3723 <https://dentalpracticetransitions.henryschein.com/listing/ca3723/>

**OVERDENTURE and ALL on 4 surgeries in your office. DO NOT REFFER OUT. Will bring all Instruments and parts. Dr M. 818-281-3303**

**Nitrous oxide** accutron newport 4 tank system. masks, tubing, 5 tanks. use it tomorrow. 5,500 mattwallace87@yahoo.com

**VACAVILLE:** Highly-visible, busy intersection in popular downtown corridor. ~2,300 sf w/5 Ops. Reduced Price \$30K (CG-1451) WPS/800-641-4179

**Existing Built Out and Plumbed** Dental Spaces for Lease. Located in various parts of L.A. and Orange County. D&M (818) 591.1401

**2024 New Years Resolution #9**...sell stuff I don't use with a free ad in The Dental Trader. Stop storing it-turn it into cash. Used handpieces, a car, exercise equipt...anything. Just go to <https://www.thedentaltrader.com/place-a-reader-ad/> and write a free ad.

**Great value practice** with real estate and amazing location in Marin County. Great roots and ready for a young energetic practitioner to come in and build upon a solid foundation. For more information, Contact Chris Barbour at 916-792-5038 or chris@omni-pg.com (CAD134).

**Retiring Seller,** Dental practice for sale in La Quinta, CA 92253. 6 eq. op., 1 not eq. laquintadentalpractice@gmail.com

**SACRAMENTO:** Outstanding out-of-network practice – fully digital office. ~2,734 sf w/5 Ops. \$625K (EG-1518) WPS/800-641-4179

**WEST CONTRA COSTA COUNTY'S SAN PABLO BAY** Highly regarded practice anchored by 4.5-day Hygiene Schedule. Vibrant practice is well-attended by mid-career Owner and infused with vitality. Shall top \$1 Million bar in collections. Profits of \$370,000 for 2023. Strong staff. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com)

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*“Robert Olson took on and efficiently completed the task of writing and reviewing my sales agreement. And, during the holidays, really stepped up and took care of the needed reviews and revisions. Highly recommended!! Great communication, excellent service, knowledge is exemplary!”*

Avvo Review #138

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**NAPA COUNTY GP FOR SALE** - 7 Ops, 30+ Yrs. Goodwill, Paperless, Dentrax PMS, Digital. GR \$906K HSDPT- Gina Miller 707-391-7048 - #CA3541 <https://dentalpracticetransitions.henryschein.com/listing/ca3541/>

**Close to Mt. Shasta Skipark - Nice, open, bright office with four ops, thriving practice. Practice is fee for service, refers out molar endo, 3rds, ortho, some implants. Good specialists and study club in the area. 30 minute drive to Mt. Shasta skipark and plenty of hiking, mountain biking, fishing, lakes. Good schools and community for your family. Contact [forsale@superkevstudios.com](mailto:forsale@superkevstudios.com) or 530-925-5900.**

**Whittier.** New Listing! Seller retires. 2023 projections ~ \$520K. Mostly FFS/PPO. 3 eq.ops. Lots of outside referrals. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

**WATSONVILLE, CA** – Beautiful well equipped, well located 6 OP practice, updated technology, ADEC equip. Rev \$800K [www.ddsmatch.com](http://www.ddsmatch.com) 855-546-0044

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**American Manufactured Dental Chairs** - \$2995 – 10 Year Warranty – Available in 2 weeks – Terms Apply. Call (800) 423 – 5656 or visit [WWW.DHPDENTAL.COM](http://WWW.DHPDENTAL.COM) for more information.

**Canoga Park** with REAL ESTATE 6 ops all new construction with starter practice (DRE01993607) (818)522-9123

**Stopped "shopping around" for supplies?** Most dealers have raised their prices and customer loyalty could be costing you a lot of money. Visit [www.jmudental.com](http://www.jmudental.com) because a dollar saved is a dollar earned.

**This is a new mailing list** received directly from the CA Dental Licensing Board. To update your address, request removal or subscribe go to [www.dentaltrader.com](http://www.dentaltrader.com) and use the form. Easy peasy!

**FRESNO:** Family-oriented practice with a loyal patient base ~39+ yrs. ~1,190 sf w/4 Ops. \$225K (JN-1528) WPS/800-641-4179

**OVERDENTURE and ALL on 4** surgeries in your office. DO NOT REFFER OUT. Will bring all Instruments and parts. Dr M. 818-281-3303

**FOR LEASE OR PURCHASE** San Luis Obispo Real Estate: Two state-of-the-art dental suites with multiple acquisition options! [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

**SAN JOSE, cheap practice sale, \$80K.** 4 op rooms, 3 chairs hook-up only, new paint and flooring. Dan (408) 391-3947

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

**PLACERVILLE/CAMERON PARK/RESCUE AREA GP FOR SALE** - 4 Ops, 33+ Yrs. Goodwill, Digital, CEREC, Conebeam. GR \$745K. HSDPT- Jay Harter 916-812-0500 - #CA3710 <https://dentalpracticetransitions.henryschein.com/listing/ca3710/>

**Highly productive practice** in an exceptionally desirable mall location with a large volume of foot traffic and amazing parking. Great visibility from inside the mall. This is the practice for you if you're wanting a full steam ahead practice. Collections are in the 7 figures. For more information, Contact Chris Barbour at 916-792-5038 or [chris@omni-pg.com](mailto:chris@omni-pg.com) (CAD133).

**SANTA ROSA, CA**– 100% FFS office, excellent layout, 4 rooms, easily expand to 8+ rooms, fantastic office Rev \$1.3 M [www.ddsmatch.com](http://www.ddsmatch.com) 855-546-0044

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**SONOMA:** Fee-for-Service, Out-of-Network practice w/ state-of-art equipment. ~2,000 sf w/4 Ops \$388K (CG-1521) WPS/800-641-4179

**Retiring Seller,** Dental practice for sale in La Quinta, CA 92253. 6 eq. op., 1 not eq. [laquintadentalpractice@gmail.com](mailto:laquintadentalpractice@gmail.com)

**Dental building sale or lease 6400pleasantvalleyrd.com** Beautiful office in El Dorado, Ca Includes ADEC casework, chairs, compressor, vacuum, etc. Plumbed, piped and wired, Ready to occupy. Call Laurie (530) 409-5270

**Near The Beautiful Shores** of South Lake TahoeNorthwestern NV, long-established General Dental Practice. Near the beautiful shores of Lake Tahoe. Primed for the outdoor enthusiast. 4 fully-equipped ops, extra op not plumbed. Over \$450K in annual production last two years working two days per week. N20 plumbed into each op. 3-4 Hygiene days per week. Contact Rod Johnston at 877-866-6053 or [rod@omni-pg.com](mailto:rod@omni-pg.com). (NVD104).

**Hand-Held Portable Digital Dental X-Ray Camera:** SALE: only \$3,649 (Reg. \$5,995); Works with all Digital X-Ray sensors; Free Shield Protector included (mandatory for use in Calif.) Excellent Shielding—protects patients and users from x-ray scattering; Easy to Use. CALL 800-273-5033

**SACRAMENTO METRO/CARMICHAEL/FAIR OAKS AREA GP FOR SALE** - 5 Ops+ RE, 17+ Yrs. Goodwill, Dentrax PMS, Digital Pano & X-ray. GR \$1.187M. HSDPT- Jay Harter 916-812-0500 - #CA3555 <https://dentalpracticetransitions.henryschein.com/listing/ca3555/>



# LCF Practice Sales & Financing

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available to answer  
all my questions  
and troubleshoot  
just about  
everything that  
came up. The  
transaction went  
like clockwork and  
we closed shortly  
after..."*

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

### We Offer Up to 100% Practice Financing

- Practice Sales
- Working Capital
- Refinance/Consolidate
- Equipment Leasing
- Real Estate Acquisitions

### Los Angeles County

#### East Los Angeles:

- Strip mall off freeway junction 710 & 60.
- Collects ~ \$20K/month or ~ \$240K/yr
- Office opens ~ 6 days/month.
- East LA is residence to a large Spanish speaking population.
- 3 equipped operatories. Fair rent.

#### Long Beach: Space Sharing

- Beautiful Long Beach 5 operatory dental office space to share.
- Can use office together or alone.
- \$300/day. (Owner works M,W,F)

#### Panorama City:

- Grossed ~ \$365K on 2 days/wk
- ~ 55% FFS/PPO & ~45% Denti-Cal
- Lots of outside referrals.
- 4 eq.ops. ~ 1,200 sq.ft. Fair Rent.

#### Van Nuys:

- High production part time practice.
- Collects ~ \$600K on 3.5 days/wk.
- ~50% FFS/PPO & ~50% Denti-Cal.
- Strip mall. 3 equipped ops.
- Easy patient flow. 10-15 pts/day.

#### Whittier: 2023 Projections ~ \$520K.

- Stable practice & consistent income.
- Mostly PPO/FFS. 3 eq. ops.
- ~1,680 sq.ft. Rent ~ \$3,000/month
- Seller semi-retires. Lots of outside referrals.
- Equipment includes iTero 5D

### Ventura County

#### Ventura - Collections ~ \$780 - 800K.

- Mixed of insurances - mostly PPO.
- Turn key dental practice.
- Corner lot. Front street location.
- Across from large shopping plazas.
- High tech and beautiful practice.
- 5 ops. ~ 2,388 sq.ft. Reasonable Rent.

### Dental Practice Wanted

*Sellers - Call for a free consultation!*

*We have buyers looking for practices in:*

**Northern CA - Bay Area**  
Livermore, Hayward, Fremont

**LA County:**  
Inglewood, San Fernando Valley, Santa Monica, Covina and Los Angeles.

**Orange County:**  
Upland, Irvine, Santa Ana, Yorba Linda

**Riverside County:**  
Palm Dale and Palm Spring

### Orange County

#### Garden Grove: Price Reduction!

- Asking \$340K w/CT Scan (from \$390K)
- Collections ~ \$380K/annually.
- Large shopping plaza at the corner of Garden Grove & Westminster.
- Mixed insurances: PPO/Cash/HMO/DentiCal
- 3 eq.ops. Equipment includes CT Scan.

#### Newport Beach: Grosses \$500 - \$550K Asking \$225K (~ 50% Collections)

- Prominent professional suite across from one of the largest shopping centers.
- Beautiful & classy practice
- 4 operatories, rent ~\$12K/month

#### Orange: Equipment & Leasehold

- Just renovated.
- New equipment & construction.
- Excellent location : single standing building. Close to Katell and Tustin. Surrounded by retail centers. Front street. Ample parking
- 5 operatories: 3 equipped + 2 plumbed
- Asking \$430K (a fraction of build out cost)

#### Santa Ana:

- Within walking distance from South Coast Plaza and other large shopping centers.
- Grosses ~ \$170 - 180K/year.
- Seller Retires. Part time practice.
- 3 eq.ops. + 1 plumbed.
- First floor - prominent professional suite.

#### Westminster:

- Located in a large shopping plaza in Westminster, close to Fountain Valley.
- Mostly PPO/Denti-Cal.
- 4 eq.ops. ~1,200 sq.ft.

### Central California

#### Fresno - Collects ~ \$300-350K

- ~ 70% HMO, ~30% FFS/Cash
- Capitation check pays rent.
- Just renovated. New Equipment.
- 3 eq. ops. ~ 1,150 sq.ft.
- Seller willing to negotiate price!

### Northern California

#### Daly City - Collections ~ \$300K

- Seller retires. Mostly PPO/Cash
- Part time practice. Low overhead.
- 2 equipped ops plus 1 plumbed ops.
- Single standing bldg. on main street.

#### Fremont - Reduced Pricing!

- Asking \$280K
- Collections ~ \$645K
- Large retail ctr close to Fremont Hub.
- 4 equipped ops. Fair rent value.
- ~ 50% DentiCal; ~50% Cash/others
- Runs with 1 Doctor + 3 staff

### Northern California

#### Milpitas - New Listing!

- Office collects ~ \$550 - 600K.
- Office has 25+ yrs of goodwill & stable collection numbers.
- Mostly PPO/Cash. No Denti-Cal.
- Strip mall: 3 eq. ops + 1 plumbed.
- Multi-specialty practice.

#### Sacramento - Reduced Pricing!

- Asking (\$150K) \$120K!
- Collections ~ \$195K-215K/yr
- Between Highway 99 & Freeway 5
- Shopping Plaza. 2 eq.ops + 1 plumbed
- ~85% DentiCal & 15% FFS/PPO.

#### San Jose - Grosses ~ \$310K

- Seller retires. Low overhead.
- Opens 3 days/wk. Mostly PPO/Cash
- 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
- Good hygiene/ recall program.
- Fair Rent. 3 eq. ops.
- Seller willing to negotiate price!

#### Stockton - Practice & Real Estate

**Asking \$845K for BOTH Practice & Real Estate!**

- Office Collections ~ \$900K
- High profit margin.
- Doctor retires & selling practice with 15+ yrs goodwill. 3 eq. ops.
- ~60% DentiCal, ~40% PPO/others.
- Single standing bldg. w/parking lot.

#### Sunnyvale: Practice & Real Estate

**Asking \$1.65 M for Practice & RE**

- Collections ~\$900K - \$950K
- Stable & consistent income.
- Office accepts PPO/Cap/HMO & others.
- 2 - 3 doctor days/wk
- 4 eq. ops. ~1,200 sq.ft.
- Golden opportunity to buy practice & real estate in the Silicon Valley!

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## BAY AREA, SAN LUIS OBISPO & MONTEREY COUNTY

**San Luis Obispo Dental/Medical | For Sale -OR- For Lease | #10136** 2 suites combined/separately. Darren (805) 878-0633

**San Luis Obispo | \$419,000 | 3 ops | #10138** Modern GP in coveted downtown spot! Darren (805) 878-0633

**Santa Cruz Perio + Real Estate | \$340,000 + \$800,000 | 4 ops | #10072** Phenomenally profitable! Scott (650) 374-9383

**Central Coast | \$125,000 | 3 ops | #02910** 100% FFS, relaxed schedule, busy shopping center. Darren (805) 878-0633

**Watsonville + Real Estate | \$60,000 + \$495,000 | 4 ops | #10073** Tons of room for growth! Scott (650) 374-9383

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**IN ESCROW! San Francisco | \$440,000 | 4 ops | #10091** One-of-a-kind boutique office. Nelson (510) 501-1959

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**San Francisco | \$419,000 | 3+ ops | #10143** Lucrative GP on track to far exceed 2022, Call Nelson (510) 501-1959



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**Vintage Dental Operatory (Museum Quality)** Serious inquiries please email me at vincentcarrazana@yahoo.com for photos. Items are located in Pacific Grove, CA. \$5000.00.

**WATSONVILLE GP FOR SALE** - 6 Ops with Room to Grow, 33 + Yrs. Goodwill, Digital, 2,700 Sq. Ft. GR \$423K. HSDPT - Nicole Lena 925-989-8118 - #CA3648 <http://dentalpracticetransitions.henryschein.com/listing/CA3648/>

**Tracy, CA** - Used Center Island Dental Cabinet w/xRay pass through, sink, soap dispenser, chute, glove holder and solid countertop for \$1000 OBO per unit. 4 available. Buyer responsible for removing and transportation. Call 510-449-5720.

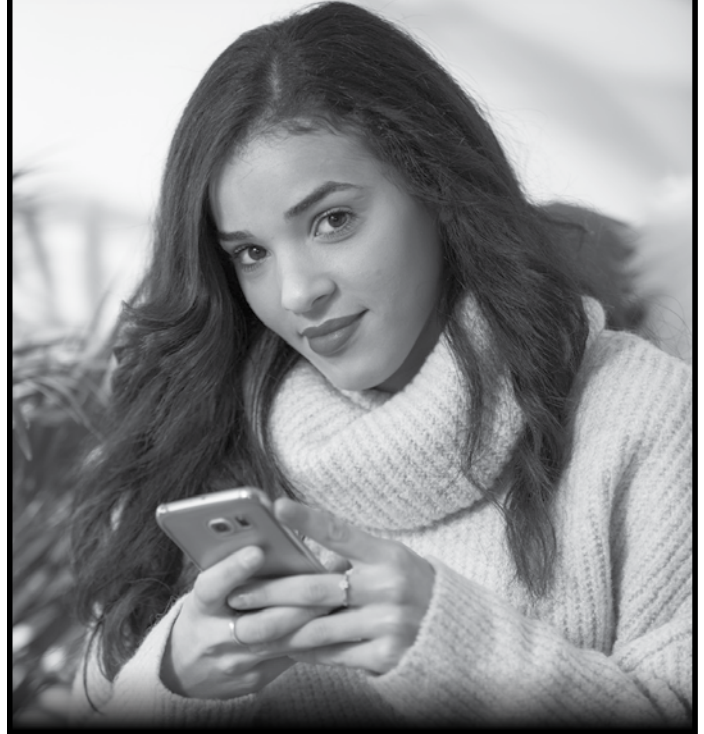
**SONOMA COUNTY GP FOR SALE** - 4 Ops, 37 Yrs. Goodwill, 5-day Hygiene, Digital, Dentrix PMS, 1,350 Sq. Ft. GR \$721K. HSDPT- Gina Miller 707-391-7048 - #CA3726 <https://dentalpracticetransitions.henryschein.com/listing/ca3726/>

**FOR SALE Upland** Fast-Start General Practice \$275,000: Designed by Henry Schein, 5-ops (3 equipped), busy shopping center. [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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**SANTA ROSA** Collections in 2022 totaled \$980,000 on 27-hour week. 3.5-days of Hygiene. 4-ops. Dedicated staff wishes to continue. Seller has priced the practice to effect desired retirement. Full Price \$185,000. To learn more, go to www.PPSellsDDS.com

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**Stockton Practice & Real Estate.** Featured Listing! Collections ~ \$900K. Single standing building with parking lot. 3 eq.ops. Doctor retires. Asking \$845K for Both Practice & Real Estate! Call Loc Pham, BRE#0187578. (714) 550-7494. <https://LCFpracticesales.com>

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**CHICO:** Established practice with 40+ yrs of goodwill! ~2,640 sf w/5 Ops \$495K – Real Estate Available (GN-1537) WPS/800-641-4179

**Established and Excellent Practice** in Highly Desirable Elk Grove Location! Priced to Sell! Elk Grove practice with a great reputation, 4 fully equipped ops in a highly desirable medical building. Solid accounts receivable, over \$800k in annual collections and growing. Strong customer base. Contact Chris Barbour (#2135925) - chris@omni-pg.com, (916) 792-5038. (CAD124)

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### PRACTICE SALES • PARTNERSHIPS •

#### NORTHERN CALIFORNIA

**CA FOOTHILLS & GREATER SONORA AREA** - \$2M+ 2022 Production GP Practice and High-End Real Estate Opportunity in desirable CA Foothills community, 9 Ops, Dentrax, Digital Conebeam and CAD/CAM #CA3571- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3571/>

**CHICO/PARADISE AREA** - High-end GP in highly-desirable area, 7 Ops, Dentrax, Cone Beam \$1.2M 2022 Collections. #CA3465- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3465/>

**CUPERTINO** - GP in Silicon Valley, Great location. 3 Op, 1,400 sq. ft. leased space. 2022 GR \$374K. Great start-up satellite office awaiting expansion and growth. Paperless and Digital. Seller retiring. #CA3424 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3424/>

**GREATER LAKE TAHOE AREA** - Rural lifestyle GP practice away from the city in outstanding and growing resort community. 37+ years of Goodwill in approximate 1,586 SF w/4 Ops. 2021 Collections \$827K and 2022 Collections \$895,506 on 32 hours/week. #CA1715- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA1715/>

**GREATER LAKE TAHOE AREA - NEW LISTING** - Great Price for 6 Op beautiful Tahoe GP practice at \$984K Production in 2022. #CA3594- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3594/>

**GREATER LAKE TAHOE & TRUCKEE AREA - NEW LISTING** - \$1M+ 2022 Collections GP Practice in Lake Tahoe surrounding area, 4 Ops, Dentrax, Dexis, Seller to work back up to 5 years. #CA3629 - Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3629/>

**GREATER PLEASANTON** - Affordable GP on a high-profile Pleasanton area, 4 total Ops, Dentrax, \$486K GR in 2022. #CA3478- Jay Harter 916-812-0500 <http://dentalpracticetransitions.henryschein.com/listing/CA3478/>

**GREATER SACRAMENTO METRO AREA - NEW LISTING** - \$1.35M+ 2022 Production Prosthodontic Specialty Practice in highly desirable Sacramento Metro community, 4 Ops, Dentrax, Digital Pano, "Trios" scanner. #CA3723 - Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3723/>

**GREATER SACRAMENTO METRO AREA** - High-end Pedo Specialty in highly-desirable area, 7 Ops, Dentrax, Digital Pano & Sensors, \$766K 2022 Collections. #CA3505- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3505/>

**GREATER SACRAMENTO METRO AREA** - Rare Ortho Specialty Opportunity in highly-desirable socio-economic community, 7 Ops, Dolphin software, \$927K GR in 2022, RE may be available. #CA3450- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3450/>

**GREATER AUBURN & NORTHERN CA FOOTHILLS AREA** - Back on the Market and Asking Price reduced by over \$100K! Outstanding GP practice in a highly desirable area with nicely renovated 1,350 sq. ft. Professional Dental Office Building also available for purchase. Four (4) Operatory practice with over 60 years of Goodwill. GP \$664K Collections. #CA2809- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca2809/>

**LAKE TAHOE AREA WITH LAKE VIEWS** - High producing, well-established practice in magical Lake Tahoe area. 4 Op paperless practice with space to expand in a high-traffic retail area with 20+ years of Goodwill. Dentrax, digital x-ray, Digi-Dent dental cameras, soft tissue lasers, Glider 3D/CAM Scanner, and digital Pano. Room for growth with all Endo and Implant Placements referred out. 2022 GR was over \$2M. This is a Delta PPO practice with NO Delta Premier patients. Seller will work back to assist Buyer in transition. #CA3100- Jay Harter 916-812-0500

**MARIN COUNTY** - General Practice in Marin County, 5 Ops, Digital, 12 years of Goodwill. A 4-day work week. Pre-booked 7 days of hygiene. #CA3320- Gina Miller - 707-391-7048

**MARIN COUNTY - NEW LISTING** - Above 1.1M in Gross Revenue Family Practice in an affluent Marin County location. Averaging 27 new patients per month. 6 Days of Hygiene. State-of-the-art equipment, including I-Tero and Cerec. 4 Op's, approx. 1288 sq. ft. leased space in a professional building. Solid Goodwill of patients. Opportunity will not last! #CA3653 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3653/>

**NAPA COUNTY** - GP Practice, 7 Ops, 2,000 sq. ft. digitized with Dexis, paperless with Dentrax PMS. 4 Days of Hygiene, majority production mix in restorative with growth to bring more specialized procedures in-house. 20 new patients per month. The office is adaptable to handle a high volume of patients and doctors working simultaneously. The business model is associate driven with a small-town private practice ownership feel. Seller offering smooth transition. #CA3541 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3541/>

**NORTHERN CALIFORNIA** - GP, 8 Ops, 2,496 sq. ft. Fully Digital with CBCT Pano. Well established Practice with 53 years of family Goodwill. Averaging 30 new patients a month and 7 Days of Pre-Booked Hygiene. Located off a main central business corridor near a fast-growing housing development. The owner, established for the last 24 years, will continue to work post-sale with the Associate. #CA3481 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3481/>

**OAKLAND** - PRICE REDUCTION!!! Buyer MOTIVATED!!! Modern Practice in Downtown Oakland with over 20 years of Goodwill. 2022 Revenue of \$784,000 on 5 day work week. Eight (8) treatment rooms (6 equipped) housed in 2,100 sq. ft. #CA3398- Nicole Lena - 925-989-8118 <http://dentalpracticetransitions.henryschein.com/listing/CA3398/>

**OAKLAND** - Discover an exceptional cosmetic dental practice for sale in desirable Montclair! This modern office has the latest and cutting-edge technology! #CA3000- Nicole Lena - 925-989-8118

**PLACERVILLE/CAMERON PARK/RESCUE AREA - NEW LISTING** - Placerville / Cameron Park area Solid Producing GP; 4 Ops; I/O cameras, digital X-Ray sensors, "CEREC", 3D Conebeam, 2022 Collections was \$745K. #CA3710- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3710/>

**RED BLUFF/CORNING/ORLAND AREA** - 6 Op GP, 8 days per week of Hygiene with room to grow. \$826K 2021 Gross Receipts and the Office Building also available for purchase. #CA3161- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3161/>

**REDWOOD CITY** - GP Practice ready for immediate sale! Two Doctor practice with over 39 years of Goodwill, 6 Ops in 2000 sq. ft offering room for expansion. Fully digital, Dentrax PMS, Dexis sensors. CBCT. Practice is a free-standing building with convenient freeway access & exposure to busy retail area. #CA3598- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3598/>

**SACRAMENTO METRO/CARMICHAEL/FAIR OAKS AREA - NEW LISTING** - Great GP Practice and Real Estate Opportunity in desirable community, 5 Ops, Dentrax, Digital Pano & X-Ray, \$1.187M 2022 Collections. #CA3555- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3555/>

**SACRAMENTO HIGHWAY 50 CORRIDO RANCHO CORDOVA/FOLSOM/RESCUE AREA - NEW LISTING** - \$742K 2022 Collections GP Practice in high-traffic Freeway exit location, 4 Ops, Practice Works, Seller to assist in transition. #CA3771- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3771/>

**SALINAS** - General Practice with 39 years in the community. Advanced technology equipped; Cerec, Dentrax, Digital sensors, intra-oral camera, and 2D Pano, to assist in high production procedures. 4 Ops, approx. 1,446 sq. ft space in a professional building centrally located. Excellent team staff. Seller retiring. #CA3543 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3543/>

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## VALUATIONS/APPRAISALS • ASSOCIATESHIPS • CONTINUING EDUCATION

### SAN FRANCISCO - NEW LISTING -

Premier Cosmetic Practice is San Francisco! Located in the city's business center near the historical Transamerica Pyramid & close to the vibrant waterfront. This 5 Operator, 2000 sq ft Practice is not just beautiful but has all the technology-Adec 511 equipment, Dentrix PMS, Digital X-ray, 3D Pan, I/O Camera, Laser, I/O Scanner, Cerec, Velscope to continue the tradition of quality dental care. Seize this opportunity! #CA3712- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3712/>

**SAN JOSE - NEW LISTING -** General Practice with 4 ops & over 40 years of Goodwill in the heart of Silicon Valley. #CA3644- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3644/>

**SAN JOSE -** A large thriving General Practice established 45 years, \$1M in Gross Revenue on 4 Day Workday, 7 Days of Hygiene, 7 Ops in approx. 2,296 sq. ft. in a desirable location in a professional building. Technology ready with Eaglesoft PM and digital x-rays. The owner and Associate support a high volume of patients. The Seller is retiring, offering a smooth transition. #CA3577 - Gina Miller - 707-391-7048

**SAN JOSE - NEW LISTING -** Opportunity! General Practice with over 30 years of Goodwill in the heart of Silicon Valley! #CA3671- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3671/>

**SAN RAMON -** Rare & Very Desirable Tri-Valley General Cosmetic Practice. 23 years of goodwill, 1,500 sq. ft., 4 Ops in a tranquil setting with the possibility of expanding to 5 Ops. \$714K in gross revenue, reduced schedule with no advertising. Long-term staff dedicated to the success of the practice. This is a rare find and won't last long! #CA3570- Nicole Lena - 925-989-8118

**SAN RAMON -** General Practice, Modern, shows like new, 18 years Goodwill, Spacious 4 Ops, Digital and Paperless. Affluent and high demand area in San Ramon. Showcase Smile Design and preventive wellness. A tranquil and calming workplace. A skilled team awaits your expertise and artistry. The seller is available for mentorship and a smooth transition. #CA3516 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3516/>

**SONOMA COUNTY - NEW LISTING -** GP Practice with 37 years Goodwill. 3-day work week, 5-day hygiene maintenance program supporting crown and restorative procedures with specialty work referred out. 1,350 sq. ft., 4 fully equipped Ops (with room to expand). Dexis digital sensors, Dentrax, intraoral camera, laser, and is paperless. The owner wants to retire and travel, therefore asking for the below appraisal and market value. Offers being entertained at a low 40% of the average Gross Revenue. #CA3726 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3726/>

### SOLANO COUNTY AREA - NEW LISTING -

8 Op beautiful paperless digital GP practice at \$1.595M Collections in 2022. #CA3586- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3586/>

**SONOMA COUNTY -** General Practice is located in affluent Sonoma County. 1600 sq. ft space, 4 Ops, turn-key, Dentrax PM, Dexis Sensors, Gendex, etc. Gross Revenue of 550K, pre-booked four days of Hygiene. Below average lease rate and expenses. Doctor retiring. #CA3449 - Gina Miller - 707-391-7048

**SONOMA COUNTY -** General Family Practice. Highly visible Sonoma County location. Featuring 6 Ops, in approx. 2016 sq. ft. space, 1 million in gross revenue, averaging 20 New patients a month, has a strong profitable hygiene program, high % of income from crown and bridge. Long-term Associate in place. Seller open to negotiate. #CA3542 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3542/>

### SOUTH SAN FRANCISCO - NEW LISTING

- Benefit from almost 40 years of Goodwill! 4 Ops in a great location surrounded by nature in this open floorplan office with so much natural lighting! There is an opportunity to increase production by adding all specialty procedures. Carry on the tradition in a family atmosphere and serve an extensive loyal patient base! #CA3576- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3576/>

**TRI-VALLEY - NEW LISTING -** One of a kind! Periodontic Practice & Real Estate for Sale! Very profitable high production, quality practice with low overhead! #CA3689- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3689/>

**UNION CITY -** GP established 31 years in Union City, Digital, Roomy 3 Ops in a busy and visible mixed business center. Fully equipped turn-key, great for a new buyer, satellite office, or part-time Dentist with established loyal patient base, consistent gross revenue above \$375K with a supportive staff team. Priced to sell at below market value with room to negotiate. The seller will support a smooth transition. #CA3473 - Gina Miller - 707-391-7048

**WATSONVILLE - NEW LISTING -** Absolutely Beautiful General Practice with over 33 years of Goodwill in the heart of Watsonville. #CA3648- Nicole Lena - 925-989-8118 <https://dentalpracticetransitions.henryschein.com/listing/ca3648/>

**VACAVILLE - NEW LISTING -** Nice and cozy 4 Op GP practice with very loyal patient base. 50+ years of Goodwill with Intra-Oral Camera and Cad-CAM in use. Seller reports over 560 active patients in the past 18 months. Approx. \$132K of Hygiene Production on 3+ days per week. 2022 GR \$488K. Room for growth! #CA3697- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3697/>

## CENTRAL CALIFORNIA

**GREATER FRESNO AREA -** 7 Ops in best part of Fresno area, 11 days of hygiene per week, strong Ortho production, House, Dr. willing to work back up to 12 years, and 2021 Gross Receipts \$1.641M. #CA3405- Jay Harter 916-812-0500

### CENTRAL VALLEY MERCED & FOOTHILLS AREA -

2 Location Ortho Specialty Practices totaling 7 Ops with 2021 combined Gross Receipts at \$968K. #CA3456- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3456/>

**GREATER MODESTO AREA -** Modesto GP with 7 Ops, \$729K Gross Receipts & Office Condo RE available. #CA2795- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca2795/>

**GREATER MODESTO AREA -** Incredible location next to new municipal building construction reportedly bringing over 2,000 new people to the area in 5 Ops GP with 2021 Collections at \$372K. #CA3369- Jay Harter - 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3369/>

**PORTERVILLE -** Established office with building for sale. 4 Ops, Digital Located in a 1,280 sq. ft. building, street visibility, fee for service, PPO, Collections for 2022 \$944,493. #CA3618 - Steve Caudill - 951-314-5542 <https://dentalpracticetransitions.henryschein.com/listing/ca3618/>

**SANTA MARIA -** Well-established FFS/PPO GP practice. with 40+ years Goodwill. Free-standing building with 1,300 sq. ft. Great visibility next to a large church and school. 4 Ops with room to add 1 more. The practice has a loyal patient base, fantastic staff, and produced \$582k in 2022 on 4 doctor and 5 hygiene days/week. Computerized and paperless throughout with Dentrax PMS, Dexis x-rays, and I/O cameras. #CA3581- Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3581/>

## SOUTHERN CALIFORNIA

**ANAHEIM -** Charming GP practice, 50+ years of goodwill. 4 Ops, 1,300 sq. ft. that includes a private office, staff lounge, lab, and front office area. All specialty referred out. GR of \$445,000 with 2 hygiene days a week. Gen-Dex X-Ray, Suzy PMS. Located central to 5, 57, and 91 freeways with plenty of parking and entrance to outside. #CA3509- Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3509/>

**BAKERSFIELD -** Well-established GP practice, 19 years, Medical Office Building on Ming Avenue. 4 Ops, large consult room, digital, new Kavio 3D unit, X-Ray units in each Op, 1st. floor space, and a great office. Average \$500,000 on 3.5 days a week. #CA3569 - Steve Caudill - 951-314-5542 <https://dentalpracticetransitions.henryschein.com/listing/ca3569/>




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**COSTA MESA -** South Coast Plaza Dental Office for sale! 8 Ops, Dentrrix, Planmeca Pano, Biolase laser, digital x-ray, 1,100 sq. ft. 2 docs share space with collections of \$645,000 for 2022. All Specialty referred out. #CA3514-Kaira Stewart-949-220-6216

**COSTA MESA -** South Coast Plaza Dental Office for sale! 8 Ops, Dentrrix, Planmeca Pano, Biolase laser, digital x-ray, 1,100 sq. ft. 2 docs share space with collections of \$645,000 for 2022. All Specialty referred out. #CA3515-Kaira Stewart-949-220-6216

**HESPERIA -** 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 2,000 sq. ft. with 5 Ops, Digital X-Ray, and a CBCT. Office is open 4 days a week, FFS practice (no Denti-Cal or HMO). 2021 average GR \$500K, Seller prefers to sell building and practice together. #CA1500 - Steve Caudill - 951-314-5542

**HUNTINGTON BEACH - NEW LISTING** - Beautiful remodeled 7 Op leasehold for sale! Located in a 2 story medical building across the street from a major retail shopping center. 2,600 sq. ft. with TVs in every room, 7 laptops, 4 desktops, 2 sterilization areas, lab, staff lounge, private office, and 3 restrooms. Plenty of space to add a CBCT machine and/or milling unit. Perfect for a dentist looking for a larger space or a dentist looking to start a practice and skip the buildout. #CA3642-Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3642/>

**IRVINE -** Brand New Leasehold for Sale! 2 ops, with 2 additional plumbed rooms. 1,283 sq. feet. Private office, restrooms, staff lounge included in the space. Located on the 1st floor of a professional building. Priced at \$225,000. #CA3504-Kaira Stewart-949-220-6216

**IRVINE/ORANGE COUNTY -** Irvine practice with over \$1 million dollars in collections for sale! 5 Ops, Dentrrix, Dexis, Planmeca Pano, lab, employee lounge, and private office. 8 days of hygiene. All specialty referred out. 50% FFS and 50% PPO. Landlord is not Irvine Company. 40 years of goodwill. Great opportunity to grow a well-established practice! #CA3464 - Kaira Stewart - 949-220-6216

**LAGUNA HILLS -** Boutique Laguna Hills Practice for Sale! Collections of \$460,000. 3 fully equipped ops, plumbed for 4. Located in a newly remodeled open air medical building on main floor with 1,381 sq. ft. of space which includes, private office, staff lounge, 2 bathrooms, and lab. Paperless office with Eaglesoft, Pano, Digital X-ray. All specialty referred out. Equipment is 8 years old. #CA3559-Kaira Stewart-949-220-6216

**LOS ANGELES -** High-Tech practice that borders Mid-Wilshire/Koreatown for sale. Located on the main floor of a high-rise medical/business building with underground parking. GR are over \$900K. 5 Ops in 3,470 sq. ft., 2 plumbed Ops with potential to add more. Open Dental Software, Paperless, 3 Shape scanner, Vatech 3D cone beam, and digital x-ray. Equipment is 3 years old and all specialty work is referred out except for implants. 80% fee for service, 20% PPO. #CA3376-Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3376/>

**MANHATTAN BEACH - NEW LISTING -** Beautifully decorated perio practice for sale in Manhattan Beach! 3 ops, 1,142 sq. feet. Paperless office, Dentrrix, Rayscan Cone Beam, digital x-ray, nitrous, sedation, TV's in every room. PPO and FFS. Hygiene 2 days month. Entrance opens to the outside and patients can easily park in front. Within 1 mile of the beach to give you perfect work life balance! #CA3694 - Kaira Stewart - 949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3694/>

**ORANGE COUNTY - NEW LISTING -** Dental condo for sale! 1,200 sq. ft. with gorgeous floor to ceiling windows, 4 ops, sterilization area, private office, 2 bathrooms, patio, and front office/lobby area. Low HOA. Great location and close to the 55 freeway. Rare opportunity to own real estate with a dental office. Seller will do possible seller carry financing. Fully equipped with 3 dental chairs. #CA3670 - Kaira Stewart-949-220-6216 <https://dentalpracticetransitions.henryschein.com/listing/ca3670/>

**WEST HOLLYWOOD -** Beautiful 6 Op GP practice located in a highly desirable location in West Hollywood. 2022 GR were over \$1.1M on 4 doctor and 4 hygiene days per week. Approx. 1,850 sq. ft. spacious and well-maintained office with over 35 years goodwill. The practice utilizes Dentrrix, digital x-rays, iTero, and I/O cameras. #CA3604-Ben Sapir - 310-596-0961 <https://dentalpracticetransitions.henryschein.com/listing/ca3604/>

## SAN DIEGO

**CHULA VISTA -** 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. Low Overhead, Strong Cash Flow, Dentrrix, Paperless. Currently working 2 days/wk in the office with \$432K collections in 2021. #CA3334-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3334/>

**CHULA VISTA -** Orthodontic practice in a prime location in the growing, family-oriented community of Chula Vista. 1,050 square feet, 5 treatment chairs and 1 exam chair. Located in a professional building with easy access, plenty of free parking, walking distance to the library, schools and downtown. 21 years of Goodwill, working 2 1/2- 3 days per week. 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 RE. This spacious and bright 1,760 sq. ft. Medical Condo has 6 equipped Ops, with 2 more potential Ops. Located near Sharp Hospital with 52 years of goodwill and 4.5 days of hygiene per week. 44% FFS and 56% PPO. GR for 2021 of \$545K with 16 NP/mo. #CA3195-Christy Conway - 619-889-6492 <http://dentalpracticetransitions.henryschein.com/listing/CA3195>

**CHULA VISTA - NEW LISTING -** Exceptional opportunity to acquire a well-established dental practice with 44 years of goodwill along with the real estate in the heart of Chula Vista. This practice, grossing \$676k in 2022 and on track to do the same in 2023, operates efficiently with 5 days of hygiene and 5 Doctor days per week. Solid patient base with 64% FFS, 36% PPO. With a strong staff in place. The practice has consistently referred out specialty work, and therefore has a lot of room for growth. Situated in a free-standing building on a corner lot, this 1,100 sq. ft. practice has 3 Ops. #CA3767-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3767/>

**ENCINITAS -** General Practice located in the highly desirable area of Encinitas in a strip mall, retail space. Office has 3 Ops and 1 unequipped. 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 MESA -** Thriving dental practice in La Mesa, San Diego! \$1.8M collections in 2022. 35 years of goodwill. 4 Ops, 2,000 sq ft, 50% PPO, 45% FFS, 5% In House. Latest technology: Dentrrix, Dexis, CBCT, Cerec Omnicam, soft tissue lasers, IntraOral cameras and more. 4-day work week, 3 days of hygiene. Located at the intersection of two major freeways. High cash flow and low overhead. Paperless office. Grab this opportunity now! #CA3471-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3471/>

**HILLCREST - NEW LISTING -** Rare opportunity to acquire a well-established book of business through a Chart Sale! Collections for YTD 2023 stand at \$292k and \$329k in 2022. The patient mix includes 69% cash and 31% PPO (no Delta Premier). With 550 patients seen in the last year and 850 in the last two, this practice offers a solid patient base. Doctor is ready to retire and looking to find his patients a great new dental home. #CA3749-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3749/>

**NORTH COUNTY SAN DIEGO -** FFS, holistic, dental office in N. County San Diego. CBCT, Cerec, lasers, microscope, and much more. \$2.2 million in collections in 2022 and exceptional cash flow. Located in a free-standing building right off the freeway. The selling doctor is willing to work back, ensuring a smooth transition for the new owner. #CA3489-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3489/>

**SAN DIEGO - NEW LISTING -** Successful 4 Op Perio. Collected \$1.3 million in 2022 and is on track for the same in 2023. 29 years Goodwill, 1,350 sq. ft. with ocean views in 2 Ops and the Doctor's private office. Advanced technology like CEREC PrimeScan, LANAP Laser, CBCT and more! 24 new patients monthly, with a mix of 79% FFS, 15% PPO and 7% HMO. #3737-Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3737/>



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### **RANCHO BERNARDO - NEW LISTING**

- Established GP practice for sale. 2022 collections were \$531,000. The practice is well-equipped with brand new technology, four (4) operatories, 27 years goodwill, 20 new patients monthly, and is 50% Cash, 50% PPO. It also has a holistic focus and refers out most specialty cases. #3721 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/ca3721/>

### **OUTSIDE OF CALIFORNIA**

**HONOLULU** - Thriving fee-for-service GP office in Honolulu's growing Ala Moana Corridor. 1,250 sq ft, 3 operatories. 39 years goodwill, 2022 collections of \$836k, YTD \$630k. Selling Doctor can stay. Modern tech, on-site parking. Don't miss out! #HI3680 - Christy Conway - 619-889-6492 <https://dentalpracticetransitions.henryschein.com/listing/hi3680/>

**CENTRALLY LOCATED PUGET SOUND, WA** - 26 years Goodwill, 2,257 sq. ft., 4 Ops (with the potential to add 3 more), modern technology, including Eaglesoft, digital x-ray access in each operatory and an intra-oral camera. Over the last 6 months the practice has seen 1,923 patients, with an average of 8 patients per day seen by the hygienist. 2022 GR \$1.2M. #WA3511 - Jessica Burbon - 503-332-6462

**CENTRAL OREGON COAST - NEW LISTING** - Amazing GP practice working 2.5 days a week! 38 years Goodwill with a stable economic base. Located in a beautiful standalone building, 2,800 sq. ft., 4 Ops, excellent street frontage and free parking. Dentrix PMS, 11 workstations and is in the process of being paperless. Features ADEC chairs, Dexis IO, Cerec, Digital X-ray and Nitrous. Refers out Ortho and difficult PEDO, PERIO and ENDO. 2022 GR \$578,817 on 133 days of dentistry. #OR3739 - Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/OR3739/>

**GREATER SEATTLE** - Beautiful Prosthodontic Practice in the Greater Seattle area. Features 3 Ops, iCAT flex, Nobel, Nitrous. Large in-house lab w/ tech. \$1.8M collections on 3.5 days a week. #WA3625 - Jessica Burbon - 503-332-6462 <http://dentalpracticetransitions.henryschein.com/listing/WA3625/>

**EUGENE, OR** - 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/>

**FEDERAL WAY** - Turnkey, meticulously maintained, great location! 5 Ops, Itero, Gendex Pano, IO camera. Hygiene 35% of revenue on 9 days. Doctor 4 days a week. 2022 Collections \$1.25M. #WA3484 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3484/>

**OLYMPIA, WA** - GP Practice in great location with easy freeway access. 2,900 sq. ft., 5 Ops, with 1 plumbed, large lab, remodeled waiting area and restroom. 2022 GR \$630k on 2 doctor days a week. #WA3438 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3438/>

**PUGET SOUND, WA** - Beautiful Centrally located Puget Sound "lifestyle practice", features over 40 years of goodwill in the same location. Practice is growing with approx. 25 new patients per month. 4 Ops + 1, Curve software, private office, welcoming reception. 2021 GR \$1.09M. #WA3191 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3191/>

**SPOKANE, WA** - 3,100 sf, 5 Ops, 2 doctors, 3 days a week. 448 new patients in 2022. 54% OH and strong cashflow. #WA3510 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3510/>

**TRI-CITIES - NEW LISTING** - Nestled in the heart of Tri-Cities, WA. True Bread & Butter GP with 37 years of Goodwill. 6 ops, Dentrix, Dexis, 4500sf. SPACIOUS and PRISTINE. Collected \$538k in 2022. #WA3724 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3724/>

**WESTSIDE PORTLAND - NEW LISTING** - High-end Ortho and specialty practice with 12 Chairs, paperless, Pano, 3D printer, ADEC chairs, spacious practice with free parking and potential to expand. 2022 collections: \$1,110,695- excellent cash flow. Turnkey!! #OR3757 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/or3757/>

**WHITE SALMON, WA** - Location nestled in the highly desirable Columbia Gorge which is the outdoors enthusiast's dream! 3 Ops, Dentrix, open 3 days a week. Building for sale-stand-alone building, high viz, free parking. #WA3360 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3360/>

**WILLAMETTE VALLEY - NEW LISTING** - Willamette Valley true bread and butter GP practice. 5 ops, new ADEC equipment (3-5 years), 4 days a week, 5 days of hygiene. Average of 19 new patients a month. Refers out all endo, ortho, pedo, and OS. Poised for growth! 2022 collections \$845,924. #WA3664 - Jessica Burbon - 503-332-6462 <https://dentalpracticetransitions.henryschein.com/listing/wa3664/>

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#### **Dr. Ben Sapir**

Southern CA  
Lic. #02126473  
(310) 596-0961  
13 years in business



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<b>APR. 28<sup>TH</sup></b>	IMPLANT DENTISTRY-4 UNITS (LIVE INTERACTIVE WEBINAR)
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<b>OCT. 20<sup>TH</sup></b>	CALIFORNIA LAW, INFECTION CONTROL RISK MGMT- 7 UNITS (LIVE INTERACTIVE WEBINAR)
<b>NOV. 17<sup>TH</sup></b>	MINIMAL INVASIVE DENTISTRY- 7 UNITS ( IN PERSON SOUTHERN CALIFORNIA)
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**SALINAS GP FOR SALE** - 4 Ops, 39+ Yrs. Goodwill, Advanced Technology, Digital, 1,446 Sq. Ft. GR \$618K. HSDPT- Gina Miller 707-391-7048 - #CA3543 <https://dentalpracticetransitions.henryschein.com/listing/ca3543/>

**FOR SALE Santa Cruz** General Practice \$745,000: Impressive, top-tier office, nitrous, 5-ops, CEREC, producing \$1.3M, collecting 99%! [info@integritypracticesales.com](mailto:info@integritypracticesales.com) (855) 337-4337

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**Retiring Seller,** Dental practice for sale in La Quinta, CA 92253. 6 eq. op., 1 not eq. [laquintadentalpractice@gmail.com](mailto:laquintadentalpractice@gmail.com)

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**\$275K – Real Estate Available**

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**BN-1485 SAN LEANDRO:** Busy professional corridor w/ close proximity to public transportation. ~1,100 sf w/3 Ops. **\$595K**

**BN-1515 Concord:** Desirable mixed residential/commercial neighborhood. ~850 sf w/3 Ops **\$150K**

**BN-1534 Concord** Equipped with state-of-the-art technology! ~1700sf w/4 Ops **\$435K - Real Estate Available**

**CC-1389 SANTA ROSA:** Premier Cosmetic & Restorative Practice. Fully-remodeled, modern, free-standing building. ~1,800 sf w/5 Ops. **\$660K**

**CC-1509 SANTA ROSA:** Remarkable practice w/ stellar reputation. ~900 sf w/2 Ops. **\$245K**

**CC-1290 SANTA ROSA:** This family-oriented practice serves all family ages! ~1,200 sf w/4 Ops. **Reduced \$399K**

**CG-1521 SONOMA:** Fee-for-Service, Out-of-Network practice w/ state-of-art equipment. ~2,000 sf w/4 Ops. **\$388K**

**CG-1546 Vallejo:** Why Pay rent when you can own your own space? ~2,035 sf **\$695K**

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

**CN-1417 MILL VALLEY:** Opportunity like this rarely comes along! Mill Valley is a thriving artistic community. ~1,000 sf w/4 Ops. **\$295K**

**CN-1477 SANTA ROSA:** Practice & Real Estate in pristine building. ~1,000 sf w/3 Ops. **Reduced \$245K – Real Estate Available**

**DC-1409 DUBLIN Facility:** Well-maintained retail shopping center. ~1,662sf w/5 Ops **\$250K**

**DC-1449 SANTA CRUZ:** Retail Center Location at one of city's busiest intersections. ~1,700 sf w/4 Ops + 1 add'l **\$265K**

## BAY AREA CONTINUED

**DG-1141 SAN JOSE:** Practice on track to collect nearly \$2M in 2023! ~1,450 sf w/5 Ops. **Reduced Price \$845K**

**DG-1488 FREMONT:** Enviaible street-signage & excellent visibility. ~1,600 sf w/3 Ops. **\$115k**

**DN-1243 SAN JOSE:** Reduced Price – Located in popular Retail Shopping Center! ~2,204 sf w/4 Ops + 2 add'l. **Reduced \$895K**

**DN-1243 SAN JOSE:** Reduced Price – Located in popular Retail Shopping Center! ~2,204 sf w/4 Ops + 2 add'l. **Reduced \$895K**

**DN-1506 SUNNYVALE:** Practice is on track to collect over \$8M in 2023! ~6,000sf w/22 Ops. **\$6M**

**DN-1523 HOLLISTER:** Practice collected over \$1.5M in 2022! ~1,800 sf w/5 Ops. **\$850K**

**DG-1526 San Jose:** Conveniently located in a popular Retail Center at busy intersection. ~1,259 sf w/4 Ops **\$425K**

**DN-1527 Santa Clara:** Fully digital office sets the bar for all dentists to aspire to! ~1,600 sf w/3 Ops. **\$395K**

## NORTHERN CALIFORNIA

**EG-1420 SACRAMENTO:** Located on one of the busiest intersections in the Midtown Corridor. ~2,500 sf w/ 5 ops. **\$400k**

**EG-1430 CITRUS HEIGHTS:** Attractive Professional building in desirable established Retail corridor. ~1,304 sf w/4 Ops. **Reduced \$115K**

**EG-1442 FAIR OAKS:** Practice had best year in 2022 - Collected more than \$540k and cash-flowed more than \$240k. ~1,264 w/4 Ops. **Price is a Steal at \$225K**

**EG-1480 ELK GROVE:** Enviaible visibility and easy accessibility – well traveled, 4-way intersection. ~1,959 sf w/3 Ops + 3 add'l. **\$285K**

**EG-1504 CITRUS HEIGHTS:** Excellent visibility w/ high-traffic flow in desirable corridor. ~1,800 sf w/ 3 Ops. **\$725K – Real Estate Available**

**EG-1508 SACRAMENTO:** Desirable neighborhood surrounded by new growth & development. ~1,625 sf w/5 Ops. **Reduced Price\$495K**

**EG-1518 SACRAMENTO:** Outstanding out-of-network practice – fully digital office. ~2,734 sf w/5 Ops. **\$625K**

**EN-1471 ELK GROVE:** High Tech, State of the Art Elk Grove Practice Just Listed. ~2,500 sf w/6 Ops. **\$650K**

**EN-1472 ELK GROVE:** One-of-a-kind opportunity in heart of Elk Grove. ~1,500 sf w/4 Ops. **\$250K**

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### NORTHERN CALIFORNIA CONTINUED

**EN-1496 PLACERVILLE:** Highly-desirable neighborhood w/ proximity to Retail & Restaurants ~950 sf w/4 Ops. **\$395K – Real Estate Available**

**FG-1490 EUREKA:** Fee-for-Service, out-of-network – located on busy intersection. ~1,100sf w/4 Ops **\$295K**

**GN-1240 REDDING:** Practice collected >\$770k on a 3-day workweek in 2021! ~1,800sf w/5 Ops + 1 add'l. **\$295K - Real Estate Available**

**GN-1457 GLENN CO.:** 35 yrs of goodwill. 2022 collections >\$800k. ~2,200 sf w/5 Ops + 1 add'l. **Reduced \$249K – Real Estate Available**

**GN-1524 CHICO:** A quality practice with a stellar reputation! ~1,750 sf w/5 Ops **\$595k – Real Estate Available**

**GN-1537 CHICO:** Established practice with 40+ yrs of goodwill! ~2,640 sf w/5 Ops **\$495K – Real Estate Available**

**HG-1146 TRUCKEE:** All Reasonable Offers Will be Considered! ~1,700 sf w/4 Ops. **Seller Motivated \$270K**

**HN-1465 GRASS VALLEY:** PERFECT MERGER OPPORTUNITY! ~1,245 sf w/ 2 Ops + 1 add'l. **Seller Retiring! \$165K**

**HN-1498 SONORA:** On busy thoroughfare in desirable mixed residential/commercial neighborhood. ~2,202 sf w/4 Ops. **\$425K – Real Estate Available**

### CENTRAL VALLEY & SOUTHERN CALIFORNIA

**IG-1531 TRACY:** Located in a busy, popular commercial Retail Shopping Center! ~1,300 sf w/4 Ops **\$175K**

**IN-1349 LODI:** Well-established, practice in highly desirable professional corridor. ~1,500 sf w/3 Ops + 1 add'l. **\$335K – Real Estate Available**

**IN-1396 STOCKTON:** Established 50 years. Located in Medical-Dental Professional Building. ~1,200 sf w/ 3 Ops + 1 add'l. **\$225K**

**IN-1429 STOCKTON:** Huge potential for growth by increasing the current 2-day work-week. ~3,000 sf w/6 Ops + 2 add'l. **Priced at only \$100K – Real Estate Available**

### CENTRAL VALLEY & SOUTHERN CALIFORNIA CONTINUED

**IN-1482 STOCKTON:** Practice collected over \$1.54M in 2022 – in close proximity to UOP. ~1,850 sf w/5 Op + 2 add'l. **\$950K**

**IN-1522 STOCKTON:** Located in a thriving commercial business district. ~58 yrs. ~1,471 sf w/4 Ops. **\$100K**

**JN-1301 LINDSAY AREA:** Quality practice has been established for ~60+ yrs. ~1,700 sf w/3 Ops. **Reduced \$90K**

**JN-1375 FRESNO:** Reduced Price – Located on desirable professional corridor. ~1,200 sf w/5 Ops. **Reduced \$135K**

**JN-1520 FRESNO:** A quality practice with a stellar reputation! ~48+ yrs. ~1,400 sf w/4 Ops. **\$650K**

**JN-1528 FRESNO:** Family-oriented practice with a loyal patient base ~39+ yrs. ~1,190 sf w/4 Ops. **\$225K**

### SPECIALTY PRACTICES

**BG-1361 EAST BAY Ortho:** Ortho practice collected more than \$660k in 2022! ~890 sf w/3 Chairs. **Reduced \$375K**

**CC-1330 VACAVILLE Endo:** Seller retiring after 25 years! Stellar Reputation. ~2,565 sf w/5 Ops + 1 add'l. **\$350K – Real Estate Available**

**CG-1444 WINE COUNTRY Endo:** On track to collect almost \$900k in 2022! ~1,537 sf w/3 Ops + 2 add'l. **Reduced \$395K - Real Estate Available**

**DG-1502 MOUNTAIN VIEW Ortho:** Ortho practice w/ stellar reputation – streamlined for efficiency. ~1,597 sf w/ 5 Ops. **\$510K**

**HG-1484 SIERRA FOOTHILLS Ortho:** Ortho practice collected more than \$1.19M in 2022. ~2,500 sf w/4 Ops. **\$975K – Real Estate Available**

**IG-1489 STOCKTON Perio:** Long-established, beloved Perio practice located off busy, main thoroughfare. ~2,250 sf w/6 Ops. **\$395K**

**JG-1443 San Luis Obispo:** Next level of technology, including but not limited to laser periodontics. ~1,550 sf w/4 Ops. **\$495K**



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**RANCHO CORDOVA** - 6 op GP family practice (4 equipped - and 2 plumbed and ready) well located with easy access for patients. Rev \$750K

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

**ROSEVILLE** - 6 op GP in great location. Practice is 95% fee for service. Rev \$1.5M.

**SAN FRANCISCO NORTH BAY** - Oral Surgery Practice - Nicely designed. Two locations with 20 miles of each other. Rev \$1.2M

**SAN FRANCISCO EAST BAY** - Periodontics Practice - two locations with lots of room for growth. Rev \$1.2M

**ALAMEDA** - 4 op GP practice well located in the growing East Bay city of Alameda. Rev. \$1.1M

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

**SACRAMENTO** - Nice 4 op general practice. Excellent staff, well kept, Space for sale with practice. Rev \$540K.

**SACRAMENTO** - 3 Op (w 4th op for emergencies), located on Scripps Dr. Rev. \$800K.

**WEST CONTRA COSTA COUNTY** - Historic area. Wonderful office, beautiful interior in a great area, close to water and views. Rev. \$1.3M

**SANTA ROSA** - MOTIVATED SELLER WILLING TO NEGOTIATE. Beautiful 5 op practice. Gorgeous views from every room. Wonderfully styled, great equipment. Rev \$1M.

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

**STOCKTON AREA** - Beautiful office and a tremendous opportunity. Long-established, growing 6 op office. you will be impressed. Rev. \$1.5M

**VALLEJO** - Nice 4 Op family GP practice, looking for the next owner to carry on the excellent care. Rev \$840K

**GRASS VALLEY** - MOTIVATED SELLER. Practice & Real Estate for sale. Nice 3 Op practice. Great opportunity to run a small practice and own the building. Rev. \$300K

**PETALUMA** - Stunning 5 Op practice (4 equipped and 1 plumbed & ready). Located in an attractive growing community. More than 25 years of restorative and cosmetic experience. Rev. \$1.1M

**WATSONVILLE** - Beautiful 6 Op GP practice well located in retail center with all the technology you desire. Rev. \$780k

**BRENTWOOD** - Well located 4 OP GP practice (3 outfitted & 1 ready for equipment) with tons of walk by traffic. Great opportunity for growth. REV 510K

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- How much is my practice worth?
- Should I sell now or wait another 2-3 years?
- How do I find the right buyers?
- Should I consider selling to a DSO?

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**Rialto:** NEW NEW NEW Elegant digital small practice in shopping center in growing area. Great rent and lovely staff.

**Valencia:** Larger turnkey office fully equipped. Everything but patients.

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

**Costa Mesa:** 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.

**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.

**Marina Del Rey:** Newish 5 treatment rooms in upscale office with large private office in great building and great location. Eaglesoft software and great views In ESCROW.

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

**West Hollywood:** 4 treatment rooms, fully digital Dentrix, Dexis, digital scanner al in popular strip mall.

**Anaheim:** With Real Estate - 4 Ops beautiful building all new equipment on corner lot., With growing practice.

**San Gabriel:** San Gabriel 3 op General Dental office with lots of tradition and room for growth. Low overhead and great rent. You need to see this opportunity.

**Valencia:** Well established Pediatric practice, well known in the community, refers out all 18 year olds. Fully digital with great reputation. Once a month anesthesiologist.

### CENTRAL VALLEY

**FRESNO:** Centrally located Fresno dental office. Five (5) ops. Name brand equipment and technology. Includes real estate. Dentrix office.

**CLOVIS:** Centrally located Clovis Office near a major shopping center. Sale includes real estate. Building is approximately 4500 sq ft. Building includes a dental facility and two rented professional spaces. Fit and finish is fantastic. Name brand equipment.

**HANFORD:** Centrally located iconic dental office. Sale includes real estate. Dental practice includes five (5) luxurious high tech operatories and more. Includes two residential apartments that generate \$2,400.00+ per month in passive income.

**MERCED:** Perfectly located turn key dental office. 1800 square feet. Four (4) equipped operatories. Name brand equipment in near perfect condition.

**LEMOORE:** Fantastic five (5) operatorial dental facility located in downtown LEMOORE. Tons of parking. Perfect for all types of dentistry offerings. Ready to go.

**REEDLEY:** Long standing well respected highly profitable four (4) operatorial practice. Includes real estate. Attractive. Name brand equipment. Planmeca CBCT. Doctor would consider working back. If you are not familiar with Reedley, you should become familiar. Great place to live. Great place to do business. Easy commute from Fresno, Clovis, Visalia, and/or Hanford.

**OAKHURST:** Beautiful Mountain Community four (4) operatorial dental practice. Sale includes real estate. Name brand equipment. Centrally located with high visibility.

**Fresno:** Ortho - Retiring Orthodontist in Fresno with great reputation. Approx 120 cases in process. Respected by local patients and referral sources. Will stay on to transition if necessary. First class office and building with 6 stations and 2 consult rooms. DEXTA equipment. Sirona Pan Ceph. Includes REAL ESTATE.

**Kerman:** Four operatories. Open for 20 years. Multi specialty. Dentrix office fully digital in great location.

**Kerman:** Dental Office in prime location in Kerman, California. Kerman is a growing bedroom community 20 miles west of Fresno, California. This practice offers four nicely equipped operatories. Practice has been active in the community for over 20 years. Offers many services to the community. Great office for first time purchasers or established dentists wanting to add a profitable additional location.

**Turlock:** Real Estate available for purchase. High production office located in downtown Turlock. Eight (10) operatories. Real estate may be available to purchase

**Visalia:** Historic dental office located in downtown Visalia. Corner lot. 10 parking spaces with additional street parking. Ideal for all types of dentistry. This is real estate only, equipment and build-out sale. Well manicured property.

**Lemoore:** Vacant 2700 sq ft dental office, located in downtown. Room for expansion. Great to own your own real estate.

**Lemoore:** Well maintained 1600 square foot modern dental practice located in historic downtown Lemoore. Located minutes from Hwy 198 and Hwy 41. Thoroughly updated throughout. Occupied by a busy long time long term dental tenant.

**Visalia:** Very nice, highly productive and profitable 9 op practice located just off highway 198 in Visalia, California. Digital. Seller willing to work back.

**Fresno Adjacent:** Pediatric Dental Practice with Surgical facility. Four (4) op pedo practice with two (2) surgical ops. Very busy. Highly profitable. Well respected. Sale includes real estate. Doctor willing to work back. Perfectly located to service Visalia, Porterville, Hanford, and etc.

**North Fresno:** Fantastic practice located in North Fresno. Three (3) ops. Can be expanded to four (4) ops. Located in a great part of town. Profitable.

**Tulare:** Very Profitable. Nine (9) ops. Eight (8) equipped. New Adec equipment. Cerec, iTero, and Schick. Includes real estate. Beautiful building in the best part of town.

**Tulare:** Fantastic 4 op office located in Tulare, CA. Includes real estate. Practice is very well run and profitable. Real estate is best in class. Long term committed staff. Well respected owner. Dentist is willing to work back.

**Fresno:** 3 ops room for more in NE Fresno room for expansion.

**Visalia:** Profitable four (4) op practice located just off Mooney Avenue. Includes 4000 sq ft building with long term tenant occupying 1800 sq ft. Generates \$30,000.00 in passive income annually. High traffic area.

**Madera:** Well established general dentistry practice. Located on Ave. 12 near Hwy 41. Updated. Five (5) operatories. Profitable.

**Fresno:** Very nice three (3) operatorial dental facility located in Fresno on Palm Ave. Near Bullard High School. Thoroughly updated. Minutes from Fig Garden area.

**Fresno:** Thoroughly modern eight (8) operatorial dental practice located on Blackstone Ave. in Fresno, California. Office was constructed less than five (5) years ago. Located in well travelled retail center. Practice is over the patient. Fully digital.

**Tulare:** Six (6) operatorial dental practice located just off the Hwy 99 and Prosperity exit. Well established. Easily add 1 more. High production office. Fully digital. Money maker. Fantastic staff ready to begin working for you.

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**ROSEVILLE, CA** – 100% Fee for Service ...6 OP GP office in excellent location. Roseville is in high demand. Rev \$1.5 M [www.ddsmatch.com](http://www.ddsmatch.com) 855-546-0044

**3Adec Chairs/delivery** unit&light for sale in Bakersfield. Planmeca Promax digital PANO 2004 Email nb1dentist@gmail.com

**i-CAT FLX V17 for Sale!** Price 70K, contact Cecelia @ (650)250-6874 or email cecelia@i-smiledental.com if interested!

**Legal Tip - Buyers:** Have you conducted a UCC search on the Seller? Attorney Robert W. Olson, Jr., 888.963.1120, [www.trans.dental](http://www.trans.dental).

**CHICO:** A quality practice with a stellar reputation! ~1,750 sf w/5 Ops \$595k – Real Estate Available (GN-1524) WPS/800-641-4179

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**SOLANO COUNTY AREA GP FOR SALE** - 8 Ops, 45 + Yrs. Goodwill, Beautiful Location, Paperless, 3,800 Sq. Ft., Digital. GR \$1.5M. HSDPT- Jay Harter 916-812-0500 - #CA3586 <https://dentalpracticetransitions.henryschein.com/listing/ca3586/>

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**Luis Kong, DDS (San Francisco, CA)**- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536



**Sublease SJ-** Would like to sublease few days/Mo SJ/Milpitas area. Please call Dr. Parr 949)415-6321 / ParrDDS@gmail.com

**Tracy, CA** - Used Center Island Dental Cabinet w/xRay pass through, sink, soap dispenser, chute, glove holder and solid countertop for \$1000 OBO per unit. 4 available. Buyer responsible for removing and transportation. Call 510-449-5720.

**SACRAMENTO:** Located on one of the busiest intersections in the Midtown Corridor! ~2,500 sf w/5 Ops \$400K (EG-1420) WPS/800-641-4179

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**SAN JOSE: For lease-Upscale dental** office in home on Bascom Ave next to SCVMC ~1300sf/4ops smvalente@mindspring.com

**General Practice** with a long history of goodwill in Union City, CA. Approx 1200 sq feet with 4 ops and a plumbed consult room. The practice collected approx \$870K. Send CV: unioncitydmd@gmail.com

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**SOUTH SAN FRANCISCO GP FOR SALE** - 4 Ops, 40 Yrs. Goodwill, Great Location, Open Floorplan! GR \$678K. HSDPT - Nicole Lena 925-989-8118 - #CA3576 <http://dentalpracticetransitions.henryschein.com/listing/CA3576/>

**ORTHODONTIST travel** to your office provide staff and materials Offer reasonable agreement with the office/orthoteaminoffice@gmail.com

**Redwood City Dental Leases** 3 units. 1700/1100/1300Sqft. Each 5ops. 1unit perfect for pedo/ortho. Plumbed and move in ready. Near Atherton, Menlo Park, Palo alto, San Carlos. Private Parking. 415-722-3447

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**GENERAL DENTIST** wanted Daly City CA. 3-5 years exp., 1-2 days/week, Medi-cal patients (diag., fillings, simple X, anterior endo, perio). Biligual preferred. Send CV to wngongdds@gmail.com

**Fremont,168 Supermarket WarmSprings.** Must See Great location opportunity for Chinese speaking dentist wants to start a new practice 1557sq feet. 1) sublease, 2) buy the facility, or 3) becoming partner. 650-743-8613, Dr. Lin

**UPCOMING CONTINUING EDUCATION LIVE WEBINAR:** ORALSURGERY MADE EASY FOR GENERAL DENTIST - 4 UNITS (LIVE INTERACTIVE WEBINAR) on DEC 10TH, 2023 call or text 909-933-9076

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### Northern California Listings:

**Dublin** - FFS office Grossing over \$2.8 MILLION! 5 ops, 1,750 square feet. Shopping center location. Eagle soft OS, Forrest & Dansereau chairs and units, Cerec prime scan, Itero 5 D, CBCT & Ceph and so much more new equipment! Near a mall, Best Buy, and a movie theater. Great location with plenty of free parking! **For Sale - \$2,000,000**

**Antioch dental office with REAL ESTATE** - 6 ops, 1,498 sq. Water plus NNN which is \$500, is Located in a general office building near 7-Eleven, Walmart and other known businesses. General Dental office and Orthodontist for sale/two offices for one! **Practice asking \$400,000. Real Estate asking \$700,000**

**Milpitas Dental Office with REAL ESTATE** - 4 ops. 1,792 sq. ft. 3,500 active patients. Grossing at \$965k in 2022! Cash & PPO. Nearby businesses include Target, Walgreens, Burger King, Taco Bell & Starbucks. **Practice asking \$750,000. Real Estate asking \$1,300,000**

**Endodontics practice in San Carlos** - Established endodontics practice searching for an endodontist. 4 ops, 1,226 sq ft. Cash & PPO only. Periodontist works as an associate in the office. 2022 Gross Collection of \$1.14 mil+, 2022 endo only collections \$658k+, 2022 Net Income of \$452k+. Seller willing to stay on post sale to help with transition. Seller is a diplomate of the American Board of Endodontists. **For Sale - \$850,000**

**Endodontics practice in Palo Alto** - Cash & PPO only. 4 ops, 1,396 square feet. 2022 Grossing over \$1.1M+, Net of \$573k+. TDO OS, ADEC chairs, CareStream CBCT, SonEndo Gentle Wave System and more! Over 2,000 patients in the last 18 months. **For Sale - \$780,000**

**San Jose** - 5 ops, 2,200 square feet. 2,461 active patients. Seller only works 2 days a week. 2022 Gross Collection of \$904k+, Net Income of \$557k+. **For Sale - \$720,000**

**San Rafael** - 3 ops + 2 unfurnished ops. 2,150 sq. ft. Cash & PPO only! 2022 Gross Sale of \$601k+. Seller only working 24 hours a week. **For sale - \$250,000 Or Best Offer, Seller highly motivated!!!**

**Mountain View** - Associate run! Seller only works twice a month! 5 ops total. 5 plumbed, 4 equipped, 1,600 square feet. 1,332 active patients. 2022 Gross Collection of \$475k+. **For Sale - \$380,000.**

**Lockeford** - Equipment & facility sale. 4 ops, shopping center location. Base rent is only \$1,400/month. Fully digital. Kodak X Ray. **For Sale - \$150,000**

**Quincy** - 4 ops, 1,400 square feet. Base rent is only \$1,425/month. 1,200 active patients. 2022 Gross Income of \$336k+. Belmont chairs, GX-Pan Panoramic unit. Seller retiring with 25 years of goodwill. **For Sale - \$125,000**

**Elk Grove** - 5 ops, 1,500 sq ft. 5,000 active patients. Strip mall location. \$14,000 monthly CAP check! 2021 Gross Sale of \$665k+. **For Sale - \$600,000**

**Elk Grove** - 4 Fully equipped OPS, Room for Expansion. 2100 Sq Ft. \$7700 Rent including CAM / Not including utilities. Located in a Major Shopping Center. **For Sale - 170,000**

**San Francisco** - Equipment and Leasehold Sale. 3 ops. 1,500 sq ft. Monthly rent is \$2,480 including power and water. Located in a professional building in the Mission District. **For Sale - \$50,000 only!**

**Fremont** - 4 ops, 3 plumbed & equipped. 1,325 square feet. Equipment & Leasehold sale. Base rent \$3,454/month + CAM \$1,312/month. Strip mall location near McDonalds & Walgreens. **For Sale - \$75,000 IN ESCROW**

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**FAIR OAKS:** Practice had best year in 2022 – Seller Negotiable! ~1,264 sf w/4 Ops. \$225K (EG-1442) WPS/800-641-4179

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**SAN JOSE, cheap practice sale,** \$80K. 4 op rooms, 3 chairs hook-up only, new paint and flooring. Dan (408) 391-3947

**Orange Equipment and Leasehold.** New Listing! Single standing building facing main street, close by large retail centers. Recently built. 3 eq.ops. + 2 plumbed ops. ~ 2,500 sq.ft. Call Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

**Retiring Seller,** Dental practice for sale in La Quinta, CA 92253. 6 eq. op., 1 not eq. [laquintadentalpractice@gmail.com](mailto:laquintadentalpractice@gmail.com)

**VACAVILLE:** Highly-visible, busy intersection in popular downtown corridor. ~2,300 sf w/5 Ops. Reduced Price \$30K (CG-1451) WPS/800-641-4179

**SONOMA COUNTY GP FOR SALE** - 4 Ops, 37 Yrs. Goodwill, 5-day Hygiene, Digital, Dentrux PMS, 1,350 Sq. Ft. GR \$721K. HSDPT- Gina Miller 707-391-7048 - #CA3726 <https://dentalpracticetransitions.henryschein.com/listing/ca3726/>

**SANTA ROSA, CA**— 100% FFS office, excellent layout, 4 rooms, easily expand to 8+ rooms, fantastic office Rev \$1.3 M [www.ddsmatch.com](http://www.ddsmatch.com) 855-546-0044

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**2024 New Years Resolution #9**...sell stuff I don't use with a free ad in The Dental Trader. Stop storing it-turn it into cash. Used handpieces, a car, exercise equipt...anything. Just go to <https://www.thedentaltrader.com/place-a-reader-ad/> and write a free ad.

# FREE ANNUAL CALENDAR DISCONTINUED

The Dental Trader will no longer be providing free calendars to all California dentists. Huge increases in printing and postage rates have made it too costly (more than double what it was four years ago) to continue mailing this longtime favorite. We're sad about it too.



**TRACY:** Located in a busy, popular commercial Retail Shopping Center! ~1,300 sf w/4 Ops \$175K (IG-1531) WPS/800-641-4179

**Tax Tip:** Does your attorney review the proposed tax allocation for the sale? Attorney Robert W. Olson, Jr., 888.963.1120, [www.trans.dental](http://www.trans.dental).

"My advertisement generated three responses on the first day it was posted on the Dental Trader website. With the immediate success, I discontinued my ad before it appeared in the printed edition." Dr. White. Roughly 30% of the dental equipment for sale ads submitted at <https://www.thedentaltrader.com/place-a-reader-ad/> sell quickly to those searching our Ad Board and most are removed by the doctor before we can publish them. Our website is quite active. In Dec '23 the Dental Shopper published 83 reader ads (a few dozen from dentists & staff) mailed to an unknown number of people because their circulation is not shown on their website. In the same month The Dental Trader published 673 reader ads in editions mailed to 40,000+ Calif. licensed dentists. 429 of those ads were submitted by doctors & staff online. We publish our postage receipts monthly. Nothing says readership like participation from readers.

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## Sacramento District Dental Society's MidWinter Convention & Expo February 8th and 9th

**PPS shall be Discussing the Current Dental Landscape at Booth 307**

**6239 WEST CONTRA COSTA COUNTY'S SAN PABLO BAY** Highly regarded practice anchored by 4.5-day Hygiene Schedule. Averages 15-new patients per month. Vibrant practice is well-attended by mid-career Owner and infused with vitality. Practice shall top the \$1 Million bar in collections with Available Profits of \$370,000 for 2023. Strong staff. Full price \$560,000.

**6238 OUT-OF-NETWORK PRACTICE NORTH OF SANTA ROSA** Ideal practice model shall allow Successor to get out of busy urban environment. 2022 collected \$1.32 Million. 2023 is tracking \$1.425 Million. Phenomenal hygiene schedule sees 1,600 patients in a 6-month window. Owner able to work back if requested.

**6237 SACRAMENTO'S FAIR OAKS / CARMICHAEL AREA** Tremendous opportunity for package purchase which includes free-standing building. 2023 shall collect \$950,000. 4-days of Hygiene. New patients average 20+ per month. Seller's skill set includes placement of implants. Facility is impeccable. 5-ops, Cerec fabrication, 3-D CBCT. Focus here has been on efficiencies.

**6236 BERKELEY - "OUT-OF-NETWORK"** On schedule averaging 18.5 hours per week, 2023 is trending \$500,000 in collections and \$220,000 in Available Profits. Owner could work more, simply chooses not to. 700-active patients. 2-days of hygiene. 3-ops. Great location. Owner is available to work-back if requested to ease transition.

**6235 SANTA ROSA** Great lifestyle acquisition in North Bay. Located near Bennett Valley. Collections in 2022 totaled \$980,000 on 27-hour week. 3.5-days of Hygiene. 4-ops. 1,000+ active patients. Dedicated staff wishes to continue here. Building ownership is optional. Seller has made the decision to retire and as such has priced the practice to warrant serious consideration. Full Price \$185,000.

**6232 EAST BAY PEDIATRIC PRACTICE** Has been a \$3+ Million/year performer. Owner nets \$1.2+ Million on 3-day work week. Employs associates 3-days. Delta was dropped in January. Great upside as Ortho and Endo is referred. 4-chair Bay, 2-Ops with 2-chairs each and a separate 1-chair Op available for surgeries. Biggest asset is the staff. Free-standing building optional.

**6231 YOLO COUNTY'S DAVIS** \$1 Million year performer. 2022 logged \$345,000 in Hygiene and \$780,000 in Doctor production. Seller seeks Group Buyer with his working back focusing on high-end procedures. Facility designed to accommodate additional services. Perfect for full-service oral healthcare center.

**6230 SAN FRANCISCO'S RICHMOND DISTRICT** 2023 has practice tracking \$775,000. 3-ops, 2-more available. Great signage for sidewalk practice. Includes condo. Ideal for nearby dentist wishing to stop paying rent.

**6226 MARIN COUNTY'S MILL VALLEY** Best location draws patients from Belvedere and Tiburon. Collected \$500,000 in 2022 with \$215,000 in Available Profits. Office décor has all been upgraded. 3-ops. Full Price \$125,000.

**6225 PEDIATRIC PRACTICE - MORGAN HILL** Has been mid-\$500,000-year performer on 2 1-time schedule. Attractive office in great location. Excellent platform to infuse with new business plan and become dominant.

**6223 SAN FRANCISCO BAY AREA - 2022 REALIZED \$4+ MILLION IN EBITDA** Owner seeks partner to form powerful strategic alliance. Has grown from 2019 revenues of \$11,500,000 to 2023 tracking \$18.8 Million.

**6222 CONCORD** Perfect foundation to grow into busier practice. Long established. 2022 collected \$400,000. Paperless, digital Pano and 3-upgraded ops. Dedicated staff includes long-term Hygienist. Sale includes condo.

**6220 PLACER COUNTY** Relaxed country-setting for Delta PPO practice. 2022 collected \$1+ Million and realized \$422,000 in Available Profits. 7-days of Hygiene per week. Beautiful office. Paperless.

**6218 SACRAMENTO'S ROSEVILLE** Delta PPO. 2022 collected \$1.16 Million on 4-day week. Available Profits of \$340,000. 8.5-days of Hygiene. Beautiful facility. "Bread & Butter" practice. Successor should contract with specialists allowing additional income stream to pay for the practice.

**6215 SANTA ROSA ORAL SURGERY** 2022 collected \$1.2 Million. Available Profits \$58,000. Can do more with New Doc who wishes to be busier.

**6211 SACRAMENTO'S FAIR OAKS** Great location. Enjoys phenomenal visibility as thousands of passing cars see the practice signage every day stating, "Dewey Dental Family Dentistry" as they drive through the Dewey Drive / Madison Avenue intersection. Collections top \$500,000 each year on 29-hour work week. Simply maintenance and C&B. 5-ops in 1,700 sq.ft. building. Package sale includes building.



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*Happy New Year!*



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## **Professional Practice Sales Celebrates Fifty-Eight Years Selling California Dental Practices**

### **TODAY'S MARKETPLACE**

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

There are fewer Buyers in the Marketplace.

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

### **OBSERVATION**

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

### **SUMMARY**

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

### **THE PPS WAY**

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

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