

THE Dental Trader

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No. Calif. Edition

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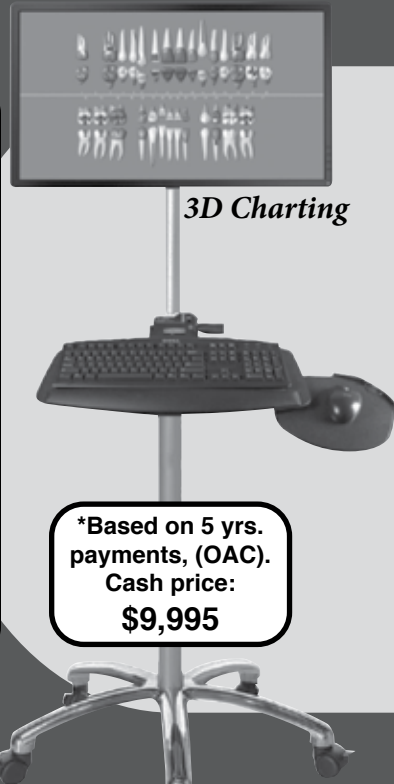
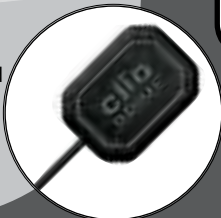
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HOLLISTER: Practice collected over \$1.5M in 2022! ~1,800 sf w/5 Ops. \$850K (DN-1523) WPS/800-641-4179

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

ICat CT scan, 3 Pelton crane dental chairs, 5 progency X-ray unit, autoclave for sale 310 857 8496

Danserou Complete dental Unit & Chair ! Good condition. 1800 or best offer! Call 619-213-3431 for details!

VALLEJO, CA - Excellent Opportunity in this 4 OP GP practice. Rev \$840k www.ddsmatch.com 855-546-0044

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Buying a Practice? Unlimited advice for \$4.5k-\$6k. Visit www.providerlegal.com.

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3M Stainless Steel Crowns Primary/Perm/Bicuspid Contact me for sizes and prices. 213-949-6151.

2 dental chairs, great condition, \$3000. Pickup only at Land Park, Sacramento. Call 510-673-7186

Dental Assistant Immediate part-time position available good pay experience helpful call (408)842-5000 for interview

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. drmikhail56@gmail.com

Schreinemakers Original Metal trays. Complete Sets. Max.#41 to #49 & Man. #51 to #61 Calvin.Fritzsche@Gmail.com

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

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

Sacramento 3 Summit Dental SDS1700 chairs with Forest Dental delivery systems - \$500 for all 3. Text (916) 949-6441

Antioch with REAL ESTATE - Practice \$400,000 Real Estate \$700,000. General Dental office, Orthodontist for sale. Dr. Rishi Salwan (888)8022340 DRE#02085289

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Paul Maimone Broker/Owner
CA Broker #01172430

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, Dentrux 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 Pedito. 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. **[PENDING]**

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, & Dentrux 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, Pedito, 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]**

D&M SERVICES

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

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/Pedito 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, Pedito, 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 Dentical. 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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Attention Doctors! Unlicensed dental assistants must complete DBC approved 8 hour hands-on course in infection control, a DBC approved 2 hour course in (CaDPA) and the completion of a CPR course approved by the ARC or the AHA. This is a legislative mandate by the Dental Board to avoid fines. Contact Ms Grant (888)988-2364, MsGrant@ADMInstitute.com

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FOR SALE: Van Nuys Real Estate \$1,790,000 - Newly remodeled high-end space, 1,400 SF, 4-ops, private parking. info@integritypracticesales.com (855) 337-4337

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

Retiring dentist sells new Planmeca CBCT PROMAX 3D (11X8 CM) Best Offer Sacramento 818-929-4366 DrRobertLund@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.

Used Dental Equipment for Sale 3 Belmont Acutrac chairs, 2 Vacuum pumps, 1 Compressor \$6k total Serious only 9099106431

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

Microscopes Global G3 surgical microscopes Two wall mounted. Retired Endodontist \$3500 each TEXT 951 318 6525 e mail rlo92373@aol.com

Dental Equipment: CBCT, D X-ray, 3ops, easy Dental, etc. \$80k, in Arcadia, ample pkg, 1000+sq. Low rent. INT text 310-806-2857 Lily

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

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).

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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

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Robert provided excellent advice and professional service for me during the entire process including the period after all of the contracts were signed.

Robert was efficient, fair, and has an exceptional understanding of the specialized area of dental practice transitions."

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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

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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/>

STOCKTON: Located in a thriving commercial business district. ~1,471 sf w/ 4 Ops \$100K (IN-1522) WPS/800-641-4179

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Endodontics practice in Palo Alto - \$780,000. 4ops 2022 Gross \$1.1M+ Net of \$573k+. ADEC chairs, CareStream. Dr. Rishi Salwan (888)8022340 DRE#02085289

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Lake Forest, CA*

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Los Angeles County

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: Price Reduction!

- Asking (~~\$380K~~) \$345K!
- 2023 Productions ~ \$520K
- 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

San Bernardino County

Upland - New Listing!

- Starter Practice with Bonus of Patients
- Excellent Location: Large shopping plaza off Highway-66 with anchor grocery stores, restaurants and etc
- 3 operatories. Fair Rent.
- Asking \$120K!

Ventura County

Port Hueneme - New Listing!

- Collections ~ \$550K
- Strip mall located at an intersection.
- 3 operatories. Low rent.
- Ideal for an owner run practice.
- ~ 60 % FFS/PPO and ~ 40% DentiCal

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.

Upcoming Practices:

Anaheim: Starter Practice & Real Estate

Riverside: High Production Practice
Practice in Sonoma County

Orange County

Garden Grove: Price Reduction!

- Asking \$340K w/CT Scan (from ~~\$380K~~)
- Collections ~ \$380K/annually.
- Large shopping plaza. 3 operatories
- Mixed insurances: PPO/Cash/HMO/DentiCal

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

- 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: Grosses ~ \$170 - 180K/year.

- Within walking distance from South Coast Plaza and other large shopping centers.
- Seller Retires. Part time practice.
- 3 eq.ops. + 1 plumbed. 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 - Price Reduction!

- Asking (~~\$170K~~) \$140K!
- Collections ~ \$300 - 350K/year
- ~ 70% HMO, ~30% FFS/Cash
- Capitation check pays rent.
- Just renovated. New Equipment.
- 3 eq. ops. ~ 1,150 sq.ft.

Northern California

Daly City - Collections ~ \$300K

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

Fremont - Reduced Pricing!

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

Milpitas - Collects ~ \$550 - 600K.

- Office has 25+ yrs of goodwill.
- Mostly PPO/Cash. No Denti-Cal.
- Strip mall: 3 eq. ops + 1 plumbed.
- Multi-specialty practice.

Northern California

Multi-Practice Opportunity with Real Estates In Northern California:

- Opportunity to buy high production and multi-specialty practices.
- Mixed insurances.
- Many years of goodwill
- Please call for more details...

Sacramento - Reduced Pricing!

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

San Jose - Price Reduction!

- Asking (~~\$185K~~) \$150K
- Grosses ~ \$310K. 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 Rafael - Grossed ~ \$600K

- Mostly PPO/FFS. Opens 4 days/wk
- Good hygiene/ recall program.
- Fair Rent. 3 eq. ops.
- General family practice
- 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.
- 4 eq. ops. ~1,200 sq.ft.

Dental Practice Wanted

Sellers - Call for a free consultation!

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Dental practice for sale in Fresno--dentist is retiring. 2 fully operational OPs and 1 op plumbed but not furnished. Price reduced to \$40,000.00.C&B, endo, Clearcorrect ortho, implants. (559)494-2049.

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Whittier. Price Reduction! Seller retires. 2023 Productions ~ \$520K. Mostly FFS/PPO. 3 eq.ops. Lots of outside referrals. Asking \$380K \$360K! Call Loc Pham, BRE#0187578. (714) 550-7494. https://LCFpracticesales.com

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

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FOR SALE Hayward GP: GR 605k+, 4-5 Ops/1,700 Sq. Ft, 24+ yrs goodwill, good anchor Chiludental@gmail.com (510)857-3840

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)

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 or 530-925-5900.

Heron IOS Dentistry Intraoral Scanner with Laptop. New Open box! It was used on 2 staff members. Two year warranty from your purchase date with free training for one year from 3Disc. Any Qs: 530-527-6777. Asking 15,499K OBO.

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

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/>

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SANTA ROSA: This family-oriented practice serves all family ages! ~1,200 sf w/4 Ops. Reduced \$399K (CC-1290) WPS/800-641-4179

Santa Rosa General Dental practice with a long history of good will. Amazing longstanding Team. Computerized. Paperless. Digital. Eaglesoft software. 6 functional Ops. Approx 1,789 sq ft. 100% FFS, Collections \$1.2M. Bldg For Sale. Sonoma County is known for its moderate climate, wineries, scenic roads, biking, hiking, redwoods, restaurants, entertainment, air port and beach sunsets. Send CV to: SantaRosaGPDDS@gmail.com

Tax Tip - Sellers: Can your C corporation avoid double taxation of your goodwill allocation? Attorney Robert W. Olson, Jr., 888.963.1120, www.trans.dental.

L.A.-KERN COUNTY LINE – PRACT. & BLDG. (6) op G.P. & Free Stand. Bldg. Collect mid \$500K/yr. Cash/PPO. Very limited competition. D&M (818) 591.1401

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SONOMA COUNTY GP FOR SALE - 6 Ops, 17+ Yrs. Goodwill, Dream Location, Digital, Eaglesoft PMS. GR \$1.2M HSDPT- Gina Miller 707-391-7048 - #CA3783 <https://dentalpracticetransitions.henryschein.com/listing/ca3783/>

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SAN LUIS OBISPO VACANT DENTAL OFFICE | 11 ops | #10136 Comprised of 2 suites, this space can be leased or purchased and can be done as a combo, or the suites can be separated. Fully remodeled and very well-located. This is a dentists DREAM! Please call the agent for more details! Darren (805) 878-0633

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Los Angeles | \$385,000 | 15 ops (4 plumbed) | #10127 Very scalable and rapidly growing start-up. Ken (805) 338-5850

Ladera Ranch | \$325,000 | 7 ops | #10131 Elegant upgrades in bustling commercial area. Tim (714) 272-8404

Chula Vista | \$835,000 | 5+ ops | #10118 Lucrative, 25-year established, primarily Denti-Cal. Tim (714) 272-8404

San Diego Ortho | \$255,000 | 4+ops | #10125 TOP RATED boutique in affluent neighborhood. Tim (714) 272-8404

Glendora | \$125,000 | 4 ops | #10154 Boutique office strategically loc. in busy shopping plaza. Ken (805) 338-5850

Anaheim Fast-Start | \$195,000 +\$495,000 RE | 6 ops | #10092 Hundreds of patients! Tim (714) 272-8404

SOLD LOS ANGELES | \$379,000 BY KEN SKEATE

SOLD LA JOLLA | \$649,000 BY TIM MILLER

IN ESCROW! Covina | \$863,700 | 3 ops | #10144 FFS Boutique Perio Practice. \$1.2M in annual revenue. Al (818) 298-9770

SOLD! LANCASTER | \$380,000 | BY AL GALVIS

IN ESCROW! Rancho Cucamonga Pediatric | \$1,085,000 | 9 ops | #10113 Scalable & state-of-the-art. Ken (805) 338-5850

Fallbrook Leasehold | \$60,000 | 4 ops | #10134 Designed by Jim Pride, DDS, great location! Eddie (310) 595-0203

Los Angeles Turnkey | \$69,000 | 3 ops | # Boutique dental office across from Cedar Sinai! Eddie (310) 595-0203

Encino | \$0 to take over lease! | 6 ops | #10080 Located on Balboa Blvd with an assignable lease! Ken (805) 338-5850

IN ESCROW! Upland | \$275,000 | ops | #10158 FAST-START built new in 2016, busy shopping center! Ken (805) 338-5850

NEW! Van Nuys Vacant Office | \$1,790,000 | 4 ops/offices | #10160 Newly remodeled w/ parking. Eddie (310) 595-0203

NEW! San Diego | \$385,000 | ops | #10161 1,600 SF, hi-end built-out, retail location off I-15, hi-vis! Tim (714) 272-8404



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SOLD SIMI VALLEY | \$399,000 BY KEN SKEATE

IN ESCROW! Chino Hills | \$125,000 | 3+ ops | #10066 FAST-START/MERGER in newly built-out space! Ken (805) 338-5850

SOLD WEST HOLLYWOOD | \$800,000 BY KEN SKEATE

Beverly Hills | \$549,000 | 4 ops | #10100 PREMIER building. Patients happily travel hours to visit! Eddie (310) 595-0203

SOLD ENCINO | \$349,000 BY EDDIE DELSHAD DDS

Santa Monica Fast-Start | \$500,000 | 5 ops | #10101 100% FFS high-end office on Santa Monica Blvd. Eddie (310) 595-020

SOLD CULVER CITY | \$126,000 BY EDDIE DELSHAD DDS

SOLD SANTA MONICA | \$702,000 BY AL GALVIS

La Quinta Fast-Start | \$140,000 | 4 ops | #10093 Phenomenal location, and great jump start opp! Tim (714) 272-8404

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NEW! Oxnard Turnkey | \$149,950 | ops | #10152 Move-in ready, hi-end \$400K buildout, lots of natural light! Ken (805) 338-5850

SOLD OXNARD | \$395,000 BY KEN SKEATE

Mar Vista Live/Work | \$295,000 | 4 ops | #10114 Paperless GP in great location with private parking. Ken (805) 338-5850.

SOLD WEST HOLLYWOOD | \$335,000 BY EDDIE DELSHAD DDS

SOLD THOUSAND OAKS | \$459,000 BY KEN SKEATE

Palm Springs | \$240,000 | 4+ ops | #09904 Set up for all phases of dentistry w/room to grow. Tim (714) 272-8404

Larchmont Fast-Start | \$185,000 | 4+ ops | #10102 Beautiful office with prestigious address! Eddie (310) 595-0203

Anaheim Hills Fast-Start | \$650,000 | 9 ops | #10147 Multi-specialty, luxe, 3,798sf, GROWTH OPPTY! Ken (805) 338-5850

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SOLD by Darren Hulstine: Santa Maria Ortho | \$470,000

IN ESCROW! Santa Maria | \$647,000 | 4 ops | #10124 Boutique with relaxed schedule! Darren (805) 878-0633

SOLD SANTA MARIA | \$765,000 BY DARREN HULSTINE

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SOLD SANTA MARIA | \$1,135,000 BY DARREN HULSTINE

Santa Barbara County | \$439,000 | 3 ops | #10004 Medical building off 101, 1/2 mile from beach. Darren (805) 878-0633

SOLD SANTA BARBARA | \$3,555,000 BY DARREN HULSTINE

IN ESCROW! Santa Barbara | \$1,256,000 | 5 ops | #10148 Strong office with 60 years goodwill! Darren (805) 878-0633

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NEW! Santa Maria | \$225,000 | 3 ops | #10164 Profitable GP located on a major shopping corridor. Darren (805) 878-0633
Santa Maria | \$180,000 | 3 ops | #09938 Stay and practice here, or merge with your local office. Darren (805) 878-0633
IN ESCROW! Oxnard | \$195,000 + \$950,000 RE | 5 ops | #10139 High foot traffic, state-of-the-art. Ken (805) 338-5850

CENTRAL VALLEY, SACRAMENTO, & NORTHERN CALIFORNIA

NEW! Fresno Endo | \$300,000 | 4 ops | #10162 State-of-the-art office w/ tons of space and potential! José (925) 382-9525
Dinuba + RE | \$450,000 + \$420,000 | 5 ops | #10120 Profitable GP w/ sig. growth potential! José (925) 382-9525
IN ESCROW! Fresno + RE | \$325,000 + \$265,000 | 4 ops | #10121 Well-est. GP in near hwy's. José (925) 382-9525
Sanger +RE | \$320,000 + \$150,000 | 3 ops | #10122 Modest GP, charming setting, \$500K+ in rev. José (925) 382-9525
Ukiah | \$360,000 | 4 ops | #10135 Paperless, Panorex, X-rays, modern buildout. José (925) 382-9525
Hanford | \$290,000 + \$410,000 RE | 4 ops | #10145 40+ yrs goodwill, impeccable building! José (925) 382-9525
IN ESCROW! Tracy | \$1,495,000 | 10 ops | #10149 Successful, modern, high-tech, collects \$2M annually. Nelson (510) 501-1959
Fresno + Real Estate | \$280,000 + \$849,000 | 5 ops | #10017 Pristine office located off Highway 41. José (925) 382-9525
IN ESCROW! Tulare County Fast-Start + RE | \$300,000 + \$566,000 | 3 ops | #09916 Near City Hall. José (925) 382-9525
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SOLD VISALIA | \$1,050,000 BY JOSÉ VIRRUETA
Bakersfield Prosthodontic | \$320,000 | 4+ ops | #10107 Thriving FFS Practice w/ unique enormous potential! José (925) 382-9525
NEW! Daly City | \$300,000 | 6 ops | #10163 Thriving cutting-edge GP off major HWY poised for success! Nelson (510) 501-1959
IN ESCROW! Bakersfield + RE | \$650,000 + \$800,000 | 6 ops | #10119 Established GP near downtown! José (925) 382-9525
Salinas | \$300,000 | 5 ops | #10150 Fully fee-for-service in busy shopping center and 25 yrs. goodwill. Scott (650) 374-9383

IN ESCROW! Fresno | \$325,000 | 5+ops | #10110 2,000+ patients, near FWY w/ Room to expand. José (925) 382-9525
Madera | \$453,000 + \$625,000 RE | 5 ops | #10151 Great loc. w/ tons of untapped potential! José (925) 382-9525
Bakersfield | \$1,100,000 + \$925,000 RE | 6 ops | #10153 José (925) 382-9525

BAY AREA, SAN LUIS OBISPO & MONTEREY COUNTY

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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
SOLD SAN JOSE | \$1,700,000 BY SCOTT TAYLOR
NEW! San Jose | \$259,000 | 6 ops | #10155 Heart of SJ! Pelton & Crane, CBCT, N2O, stunning facility! Nelson (510) 501-1959
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SOLD NEWARK | \$395,000 BY NELSON REYNOLDS
Carmel | \$790,000 | 6 ops | #10140 40+ years goodwill & over \$1M in collections annually. Scott (650) 374-9383
SOLD ANTIOCH | \$550,000 BY SCOTT TAYLOR
Santa Cruz | \$499,000 | 4 ops | #10065 Built to impress! 5-star reviews & steps from bay. Call 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
Santa Cruz | \$745,000 | 5 ops | #10142 FFS, Cutting-edge tech, steady stream of new patients. Scott (650) 374-9383
San Francisco | \$419,000 | 3+ ops | #10143 Lucrative GP on track to far exceed 2022, Call Nelson (510) 501-1959



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Nelson Reynolds
DRE# 02124985
(510) 501-1959



**BAY AREA
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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/>

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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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CA FOOTHILLS & GREATER SONORA AREA

- \$2M+ 2022 Production GP Practice and High-End Real Estate Opportunity in desirable CA Foothills community, 9 Ops, Dentrix, 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, Dentrix, 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 <https://dentalpracticetransitions.henryschein.com/listing/CA1715/>

GREATER LAKE TAHOE AREA - Great Price for 6 Op beautiful Tahoe practice at \$984K Production in 2022. #CA3594- Jay Harter 916-812-0500

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

GREATER SACRAMENTO METRO AREA - \$1.35M+ 2022 Production Prosthodontic Specialty Practice in highly desirable Sacramento Metro community, 4 Ops, Dentrix, 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, Dentrix, 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/>

MARIN COUNTY - 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 Dentrix 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 a desirable Montclair! This modern office has all the latest and cutting-edge technology! #CA3606- 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, Dentrix 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/>

ROCKLIN / ROSEVILLE / AUBURN AREA - NEW LISTING

- Amazing Opportunity to Acquire a \$1M+ GP Practice in One of the Most Desirable Areas of Sacramento Metropolitan... Rarely Available - Low Price! #CA3765- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3765/>

SACRAMENTO METRO/CARMICHAEL/FAIR OAKS AREA

- Great GP Practice and Real Estate Opportunity in desirable community, 5 Ops, Dentrix, Digital Pano & X-Ray, \$1.187M 2022 Collections. #CA3555- Jay Harter 916-812-0500 <https://dentalpracticetransitions.henryschein.com/listing/ca3555/>

SACRAMENTO HIGHWAY 50 CORRIDOR RANCHO CORDOVA/FOLSOM/RESCUE AREA

- \$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, Dentrix, 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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SAN FRANCISCO - 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, Dentrux 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 - 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 PMS and Dexis 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 - 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 - 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, Dentrux, 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/>

SONOMA COUNTY - NEW LISTING - Established GP, 1.2 million GR, 5 days' hygiene, 4-day work week. A buyer's dream marketing location, a modern stand-alone building is off a major interstate highway and one of the busiest intersections in Sonoma County! A rare opportunity to purchase and own both the Practice and Real Estate. Roomy approx. 2,500 sq. ft. 360 panoramic window views, 6 Ops, 6 plumbed, 4 equipped in use. Fully digital 3D scanner and Panoramic Digital x-rays, using Eaglesoft practice management software, serving an estimated 2000 patients. The seller is retiring and offering a smooth transition. #CA3783 - Gina Miller - 707-391-7048 <https://dentalpracticetransitions.henryschein.com/listing/ca3783/>

SOLANO COUNTY AREA - 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 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 - 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 - 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. Established loyal patient base, cash flow 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 - 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 - 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, Dr. willing to work back up to 3 days/week and 2021 Gross Receipts \$1.64M. #CA3405- Jay Harter 916-812-0500

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/>

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 Dentrux 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/>


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BAKERSFIELD - Well-established GP practice, 19 years, Medical Office Building on Ming Avenue. 4 Ops, large consult room, digital, new Kavo 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/>

COSTA MESA - South Coast Plaza Dental Office for sale! 8 Ops, Dentrux, Planmeca Pano, Biolase laser, digital x-ray. 2500 sq feet. 2 docs share space. Combined 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, Dentrux, Planmeca Pano, Biolase laser, digital x-ray. 2500 sq feet. 2 docs share space. Combined 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 2,176 sq. ft. with 5 Ops, Digital x-ray, Digital Pano. Office is open 4 days a week, FFS practice (no Dental-Cal or HMO). 2021 average GR \$500K, Seller prefers to sell building and practice together. #CA1500 - Steve Caudill - 951-314-5542

HUNTINGTON BEACH - 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/ORANGE COUNTY - Irvine practice with over \$1 million dollars in collections for sale! 5 Ops, Dentrux, Dexis, Planmeca Pano, lab, employee lounge, private office. 8 days of hygiene. All specialty referred out. 50% FFS and 50% PPO. #CA3464 -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 - Beautifully decorated perio practice for sale in Manhattan Beach! 3 ops, 1,142 sq feet. Paperless office, Dentrux, 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 - 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 Dentrux, 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, Dentrux, 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 <https://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/>

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: Dentrux, 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 - 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 operator, and a full range of camera. Over the last 18 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 - 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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18 Years in business



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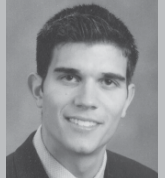
Gina Miller

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(707) 391-7048
31 years in business



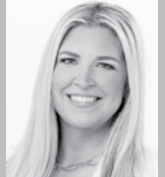
Dr. Ben Sapir

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



Kaira Stewart

Southern CA
Lic. #01398798
(949) 220-6216
15 Years in business



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MAY 19TH	ENDODONTICS MADE EASY- 4 UNITS (LIVE INTERACTIVE WEBINAR)
JUN. 2ND	LASERS IN DENTISTRY-4 UNITS (LIVE INTERACTIVE WEBINAR)
JUN. 23RD	COSMETIC DENTISTRY-7 UNITS (IN-PERSON SOUTHERN CALIFORNIA)
JUL. 21ST	CALIFORNIA LAW, INFECTION CONTROL RISK MGMT- 7 UNITS (IN PERSON SOUTHERN CALIFORNIA)
AUG. 4TH	OPIOID DRUGS. MANDATORY COURSE FOR DENTISTS - 2 UNITS (LIVE INTERACTIVE WEBINAR)
AUG. 25TH	INTRODUCTION TO ALIGNERS -4 UNITS (LIVE INTERACTIVE WEBINAR)
SEPT. 22ND	ENDODONTICS MADE EASY-7 UNITS (IN-PERSON SOUTHERN CALIFORNIA)
OCT. 20TH	CALIFORNIA LAW, INFECTION CONTROL RISK MGMT- 7 UNITS (LIVE INTERACTIVE WEBINAR)
NOV. 17TH	MINIMAL INVASIVE DENTISTRY- 7 UNITS (IN PERSON SOUTHERN CALIFORNIA)
DEC. 8TH	COSMETIC DENTISTRY-4 UNITS (LIVE INTERACTIVE WEBINAR)

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Eugene/Springfield, Oregon Practice and Building for Sale. Price reduced \$110,000. Great building and practice available in Eugene/Springfield. Collecting over \$900,000. 5 ops and room for more and/or rent out upstairs space. Contact Megan@omni-pg.com, 503-830-5765. (ORD157)

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FOR SALE: Pleasanton General Practice \$345,000 - Two beautiful non-adjacent offices - boutique and turnkey! info@integritypracticesales.com (855) 337-4337



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BAY AREA

AG-1135 SAN FRANCISCO: Practice collected over \$655k in 2022! ~972 sf w/3 Ops + 1 add'l. **Reduced \$338k - Real Estate Available**

-AG-1419 SAN FRANCISCO: Easy accessibility, free parking & low rent in SF Outer Sunset District! ~736 sf w/2 Ops + 1 add'l. **\$198K**

AN-1513 SO. SAN FRANCISCO: Highly esteemed practice with strong practice and career growth potential! ~2,250 sf w/4 Ops **\$185K**

BC-1487 ANTIOCH Facility: Well-equipped Facility adjacent to major Food Market. ~1,300 sf w/4 Ops **\$75K**

BG-1343 CONCORD: Free-standing, landscaped building – located on busy commercial zoned street. ~1,118 sf w/3 Ops. **\$275K – Real Estate Available**

BG-1530 RICHMOND: Established streamlined practice for its diverse patient base awaits your talent and skills. ~1,400 sf w/4 Ops. **\$200K**

BN-1473 SAN RAMON Real Estate: Well-maintained, free-standing Medical/Dental Professional Building. ~3,403 sf w/8 Ops. **\$2.4M**

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

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-1536 FAIRFIELD: Long- established practice with loyal, stable patient base! ~2,000 sf w/5 Ops. **\$395k**

CN-1535 VALLEJO: Live, work and play in this prime "Spirit of the Bay" city. ~1,300 sf w/4 Ops. **\$250k – Real Estate Available**

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**

BAY AREA CONTINUED

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

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: Enviably 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-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**

DG-1539 Dublin: Remarkable opportunity to live in the community known as the crossroads of the Bay Area! ~2,184 sf w/3 Ops. **\$428K**

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

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NORTHERN CALIFORNIA CONTINUED

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

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-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**

CENTRAL VALLEY & SOUTHERN CALIFORNIA CONTINUED

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.

AUBURN - Excellent Opportunity in a large, well located (15) room GP office in free standing building. Office provides excellent care with all the equip. / technology you would need. Rev. 2.9M

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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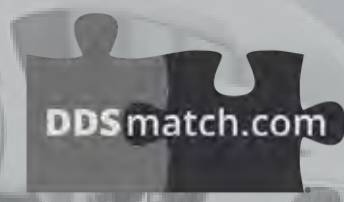
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S. SACRAMENTO - Full or part time Oral Surgeon associate position. Modern practice with the latest technology and strong referral base. Experience preferred, excellent compensation.

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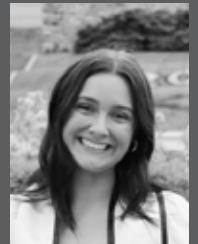


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Great San Fernando Valley office, tons of space 7 ops, room for
more. Lots of parking, referring out alot that can be retained in
this wonderful office ready for the right Buyer, Call for more info.

Canoga Park: NEW NEW NEW Includes REAL ESTATE on large lot on busy street,
just remodeled with new ADEC chairs and ADU. This will go quick.

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

Santa Clarita: 6 Ops 2 days of hygiene office fully equipped. Call for info

Calabasas: 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.

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.

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.

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) operator 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) operator 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) operator 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) operator dental facility located in Fresno on Palm Ave. Near
Bullard High School. Thoroughly updated. Minutes from Fig Garden area.

Fresno: Thoroughly modern eight (8) operator 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) operator dental practice located just off the Hwy 99 and Prosperity exit.
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San Diego area: Huge opportunity awaits this San Diego area practice with 40+ yrs of
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La Mesa: Reputable Prosthodontic (Denture & Implant) practice in the heart of
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El Centro: Well established office with REAL ESTATE. Call for more info.

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Dental practice for sale in Fresno--dentist is retiring. 2 fully operational OPs and 1 op plumbed but not furnished. Price reduced to \$40,000.00.C&B, endo, Clearcorrect ortho, implants. (559)494-2049.

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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

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/>

Equipment Sale - Newer office. Dr retired/ needs quickly sold. 3 ops Digital sensor, xray, Autoclave etc. countyorang9@gmail.com

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Dublin - \$2,000,000 Grossing over \$2.8 MILLION! with 1,750 square feet. Dr. Rishi Salwan (888)8022340 DRE#02085289

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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**

Campbell - 3 ops total. 3 plumbed, 3 equipped. 965 square feet. Eaglesoft OS. Dentists conduct hygiene 2 days a week. Gross Collection of \$221,000 in 2022! **For Sale - \$140,000**

CENTRAL CALIFORNIA

Fresno - 4 OPS. 1,823 square feet. Located in a Shopping Plaza. Accepting Cash, PPO and Dental. \$623,646 Gross Sale in 2022. **For Sale - \$786,500 WITH REAL ESTATE**

Selma - 4 ops, 1,800 square feet. Seller retiring with 20+ years of goodwill. Fully digital office. Strip mall location. 2022 Gross of \$433k+, Net of \$158k+. **For Sale - \$150,000**

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Calabasas: Now With REAL ESTATE 6 Exam rooms with ortho bay close to woodland hills (DRE01993607) (818)522-9123

FOR SALE: Scan X machine with pano \$3000. Plates size #1,2 included. Good condition. janatran1@yahoo.com

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/>

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Danville, CA-satellite dental office for sale in upscale Danville, 1/2 block off 680 near downtown; 3ops, IDEAL FOR ENDODONTISTS, office space & patient list can be sold separately jimkobayashi@att.net

IT'S A SELLER'S MARKET— There is no inventory! Call D&M Practice Sales (818) 591.1401 to get top dollar for your practice!

Apex Locator - ApexID by SybronEndo (Barely Used) \$250; Please contact 323-523-5883 for any questions/pictures!

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. Real Estate may be available to the right buyer. Please inquire - Loc Pham, BRE#0187578. (714) 550 -7494. <https://LCFpracticesales.com>

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

"Sean was extremely knowledgeable and helped us acquire the dental practice without any difficulties. He was very good at explaining every process in detail and was always quick to respond to all of our questions in a very timely manner. I would highly recommend him to anyone that is going through a dental practice acquisition as he really understands the specifics involved in every step." Sam Lee, D.D.S. – Irvine Law Offices of J. Sean Dumm, APC. Sean@jdsdloffice.com, (888) 212-DUMM (3866).

FOR SALE: Anaheim Fast-Start & RE \$195,000 + \$495,000 - Hundreds of active patients - EXCELLENT satellite location! info@integritypracticesales.com (855) 337-4337

CONCORD: Equipped with state-of-the-art technology! ~1700sf w/4 Ops \$435K - Real Estate Available (BN-1534) WPS/800-641-4179

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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

Elk Grove - 5 ops, 1,500 sq ft. 5,000 active patients. 2021 Gross Sale \$665k+. Dr. Rishi Salwan (888)8022340 DRE#02085289

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 Mid-Winter Convention & Expo February 8th & 9th PPS shall be discussing the Current Dental Landscape at Booth 307

6240 WEST SAN JOSE – “COMING UP” 2023 shall close the year with \$950,000 in Hygiene charges and \$1,400,000 in Doctor charges. Collections shall exceed \$2,150,000. Housed in a beautiful facility which can easily accommodate growth. Seller is able to work back to assist in transition.

6239 WEST CONTRA COSTA COUNTY'S SAN PABLO BAY Highly regarded. Anchored by 4.5-day Hygiene Schedule. 15-new patients per month. Well-attended by mid-career Owner and infused with vitality. Collected \$975,000 in 2023 with Available Profits exceeding \$375,000. Strong staff. Opportunity to acquire condo.

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 C&B 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 collected \$765,000 with Available Profits of \$325,000. 3-ops, 2-more available. Great signage for sidewalk practice. Condo optional purchase. Ideal for nearby dentist wishing to stop paying rent. Full Price \$250,000.

6226 MARIN COUNTY'S MILL VALLEY Best location draws patients from Belvedere and Tiburon. Collected \$459,000 in 2023 with \$190,000 in Available Profits. Office décor has all been upgraded. 3-ops. Full Price \$95,000.

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

6223 SAN FRANCISCO BAY AREA - 2023 REALIZED \$4+ MILLION IN EBITDA Owner seeks partner to form powerful strategic alliance. Has grown from 2019 revenues of \$11,500,000 to 2023 topping \$18 Million. Client seeks strategic partner to take practice to next level.

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 \$530,000. 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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TODAY'S MARKETPLACE

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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.