

THE Dental Trader

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KERN COUNTY

BAKERSFIELD #27 – PRACTICE & BLDG. FOR SALE. (4) op comput. G.P. & duplex bldg. On a main thoroughfare w excell. exposure/visibility/signage & parking. (30+) years of Goodwill. Pt. base is Cash/Ins/PPO & Denti-Cal. 2018 Gross Collect of \$510K+ on a (3) day wk. (45) new pts/mos. Eqt'd w digital x-rays & pano. Paperless office, electronic billing, & Dentrrix s/w. Bldg is 4,388 sq ft. There is an existing tenant in one unit. The dental office in the other. Seller relocating, but will assist w transition. **Back on the Market.**

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. 2018 Gross Collect. \$602K+. On track to do the same in 2019. Refers out Ortho, Diff O.S., Diff Endo & Implant Placement. Seller does no advertising. Low Overhead, High Net. Seller retiring. **NEW**

SO. EAST KERN COUNTY - (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. Annual Gross Collect \$600K+ on a (4) day wk. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

LOS ANGELES COUNTY

ANTELOPE VALLEY #5 - (3) op comput. G.P. in a two story prof bldg with easy fwy access. (30+) years of Goodwill. Ave. Annual Gross Collect \$550K. (4½) days/wk of hygiene. Cash/Ins/PPO. Brand New Digital X-Ray System with (2) Suni sensors. Seller refers out all Endo, Ortho, Perio, Diff O.S. & Implant Place. & does no advertising. Primed for Growth. Seller retiring.

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.

EAST SAN FERNANDO VALLEY ORTHO/PEDO - Located in a free stand. duplex bldg. on a main thoroughfare. Excellent exposure & visibility. (60) yrs of Goodwill. Cash/Ins/PPO pt. base. No Denti-Cal, no HMO's, no nights, & no weekends. (3) chair open bay, (1) op quiet room & (1) x-ray room. Pano eqt'd. Annual Gross Collect. \$479K+ on a (4) day wk. Annual Net of \$154K+. Averaging (5) Ortho new starts/mos. Seller does no advertising other than website. Growth potential. Seller is retiring, but is willing to transition. **REDUCED**

ENCINO #8 – (4) op comput. G.P. in a high end prof. bldg. on a major thoroughfare. Computer Age s/w, digital x-rays, electric hand pieces, & approx. (10) yr old eqt. (3) yr Ave Gross Collect \$500K on a (4) day wk. Fee for Service Only! No HMO, No Denti-Cal, No Nights & No Wkends. (50)+ years of Goodwill. Seller retiring, but is willing to help Transition.

ENCINO #9 - (8) op comput G.P. w (7) ops eqt'd. In a prof. bldg. on a main thoroughfare w easy fwy access. Cash/Ins/PPO/HMO pts. Cap Ck approx. \$6K/mos. Dentrrix s/w, Digital X-rays & CT Scan, & Central Nitrous. 2018 Gross Collections (\$1.1M+). (49) Years of Goodwill. Practice offers one day/mos. of Endo, & two days/mos. of Perio. Owner DDS cutting back, but will assist with transition.

GLENDALE/EAGLE ROCK AREA - (5) op G.P./ (4) ops eqt'd. Located in a small, one story prof. bldg. on a main thoroughfare w excell. exposure, visibility, signage & parking. Gross Collect ~ \$500K/yr. on a (4) day wk. Cash/Ins/PPO pt. base w No HMO & No Denti-Cal. (6-8) new patients/mos. Seller refers out Implant Place., & all O.S., Endo, Perio Surgery, Ortho & Pedo. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **REDUCED**

HOLLYWOOD – ABSENTEE OWNER PRACTICE FOR SALE - (5) op comput. G.P. on a main thoroughfare, on the 2nd floor of a strip center, w excellent exposure & signage. Cash/Ins/PPO/HMO/Denti-Cal pts. Cap Ck. approx. \$6K/mos. Digital X-rays & Pano. 2018 Gross Collect (\$900K+). Projecting (\$1M+) in 2019. Practice offers one day each/mos of Endo, Perio, Ortho & O.S., & has a full time G.P. Associate. A true gem of an absentee owner practice. **PENDING**

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- Pre-Sale Planning

SANTA CLARITA - (4) op Comput. G.P. in a strip ctr. w exposure/visibility & signage on a main thoroughfare. High end buildout, w (4) ops of newer eqt Ins/ Cash/PPO pts. No Denti-Cal, No HMOs, No Nights and No weekends. Eaglesoft s/w, digital x-rays & digital panorex. Annual Gross Collect. \$1.4M+. On pace to do \$1.6M+ in 2019. Refers out diff Endo, diff Pedo, & Perio Surgery. Does no advertising other than flyers. Selling due to health. Will help with transition. **NEW**

SUNLAND – (3) op comput. G.P. located in a free stand bldg. On a major thoroughfare w excellent exposure, visibility & pole signage. Cash/Ins/PPO/ HMO/Denti-Cal pts. Seller working p.t. Annual Gross approx. \$200K. Great starter or Satellite. Seller retiring. **PENDING**

ORANGE COUNTY

FOUNTAIN VALLEY - (4) op comput G.P./ (3) eqt'd. (43) years of Goodwill. Cash/Ins/PPO. (7-9) new pts/mos. Digital X-Rays. 2018 Gross Collect. ~ \$414K on a (4) day wk. Low Overhead/High Net. Seller retiring. **NEW**

LA HABRA - (6) op comput. G.P. (2) ops set up for surgery. Heavy emphasis on Implants & Crown/Bridge. Located on a main thoroughfare, w excell. exposure/visibility/signage. Cash/Ins/PPO pts. (20-30) new pts/mos. Annual Gross Collect ~ \$1M on (4) days/wk & (9) mos/yr. Seller retiring but will assist w the transition. There is a Possible Partial Seller Carry Back & Seller is willing to work back. **NEW**

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

SAN BERNARDINO - (5) op computerized G.P. (3) ops eqt'd, 4th partially eqt'd and 5th used for x-rays. First floor of a Prof. Bldg. 2018 Gross Collect. \$400K+ on a (4) day wk. (14-16) new pts/mos. Cash/Ins/PPO/HMO/Denti-Cal. Approx. \$3.5K/mos. in Cap. Low rent. Seller refers out diff. O.S., & Endo. Digital & Easy Dental. Seller has no website & does no advertising. Excellent growth opportunity. Practice will skyrocket w more hours, a website, some advertising & keeping the specialty work in house. Seller is retiring, but will assist w the transition. **REDUCED.**

SAN DIEGO COUNTY

SABRE SPRINGS/POWAY - Beautifully appointed (3) op comput. G.P. in a strip ctr. w exposure. (2) Ops eqt'd/3rd plumbed. Digital & paperless. 2016 Gross Collect. \$232K p.t. w no advert. Referring all specialty work. (15) new pts/mos. Cash/Ins/PPO/HMO. Centrally located. Doctor retiring. **SOLD**

SAN LUIS OBISPO COUNTY

CENTRAL CA COAST – High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2017 Collections of approx. \$1.6M. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. **SOLD**

VENTURA COUNTY

CAMARILLO – (4) op comput G.P./ (3) ops eqt'd. Located in a Prof. Bldg. Cash/ Ins/PPO. No HMO & No Denti-Cal. No Nights & No Weekends. (34+) years of Goodwill. Annual Gross Collections ~ \$350K+ on (3-4) days/week. Digital X-Rays. Reasonable Lease. Seller retiring but will assist with the transition. **NEW**

SIMI VALLEY - (4) op G.P. w newer Adtec eqt, server, computers, compressor, hand pieces, etc. In a prof. bldg. on a main thoroughfare. Lots of free parking. 2018 Gross Collect. \$590K+ on a (10) mos yr due to seller's (2) mos. medical absence. 2019 ytd Gross Collect. \$378K thru May 30. Projects to \$850K+ @ yr end. Digital x-rays w (2) sensors. 16 years of Good Will. Selling due to health, and to be closer to family. Seller will assist with an orderly transition. **REDUCED**

VENTURA - (6) op comput. G.P. with Pano, Ceph, Laser & softdent s/w. Cash/PPO/HMO pts. Mos. Cap ck. approx. \$4.5K. 2018 Gross Collect. \$534K p.t. Does no adv. Refers most specialty work. Growth potential.

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DENTAL EZ chairs for sale Great condition. Asking \$800/ea ddsshopper@cox.net

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6 Dental ASSIS. WANTED, San Benito Health Foundation CA Bilingual Spanish. email ekercado@sanbenitohealth.org 8318018922

Ortho Chairs For Sale. 4 SDS Biscayne 1750s. Like new condition royal blue. All 4 for \$6999. S.D. docfrerichs@yahoo.com

Looking for a gently used Epic Laser manufactured by biolase....Ca 805-545-9400/email coastperiodontics@sbcglobal.net

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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Gross ~\$692K

- Mix GP & Endodontic Practice.
- Mostly Cash/PPO. Some Cap.
- 3 Ops + 1 Plumbed, ~1,000 sf
- Office faces main street

Beverly Hills - Just Renovated

- Good Location. 3 Eq. Ops.
- **Gross ~\$473K** on 2-3 days/wk
- BH Triangle. Facing main street

Bellflower - New Listing!

- Equipment & Leasehold
- Corner Lot in Shopping Plaza
- ~1,600 sq.ft., 4 equipped Ops.
- Reasonable Rent

Covina - Starter Practice

- Front St. Location. Low overhead
- 4 Ep.Ops. + 3 plumbed.
- Mostly PPO, some Denticol

Glendale - Gross ~\$484K.

- Seller Retiring. GP with Ortho.
- Mostly Cash/PPO. 4 Ops
- Commercial area
- Motivated Seller!

Hawthorne Gardens

- Shopping Ct. Reasonable Rent.
- 10 years of goodwill.
- 4 Eq. Ops + 1 add'l plumbed

Lakewood - Gross ~\$425K.

- Main intersection/Shopping Pl.
- 5 equipped op. + 1 plumbed
- ~60% Denticol & 40% PPO/Cash

Lawndale - Equip. & Leasehold

- 5 Belmont Chairs, ~2,240 sqft
- Strip Mall, facing Main St.

Long Beach - Shopping Center

- Affordable Rent! Seller Retire
- Most Denti-Cal, some CASH
- Currently opens 3.5 days/wk

Los Angeles -

Starter Practice & Real Estate

- Freestanding Bldg at intersection
- ~ 1,245 sq.ft. + 3 Eq. Ops.
- Collects ~\$185K on 2 days/wk
- Mostly PPO/Cash

Los Angeles - Gross ~\$375K

- Opens 4days/wk. No Weekend
- Mostly Cash, PPO & Denti-Cal.
- ~1,400 sq.ft. 3 Eq. Ops.

Pasadena - New Listing!

- Front Street Location!
- Affordable Rent. 3 Eq. Ops.
- ~ \$160K on 3-4 half days/wk
- Mostly Cash/PPO & Denti-Cal.

South Gate - New Listing!

- Great Location - Shopping Plz.
- Starter Practice w/Potential
- ~1,200 Sq.ft., 4 Equipped Ops.

Dental Practice for Sale Orange County, California

Anaheim-Equipment & Leasehold

- Shopping Plaza facing Main St.
- 4 Eq. Ops., ~1,200 sq.ft.

Cypress - Equipment & Leasehold

- Commercial plaza. ~1,900 sqft
- 6 Eq. Ops + 2 add'l plumbed.

Garden Grove - Busy Street!

- Street Front Location! ~1,700 sf
- 3 Eq. Ops + 3 Add'l Plumbed

Laguna Hills - Shopping Center!

- Starter Office on busy street.
- 4 Equipped Ops, ~1,500 sq.ft.

Laguna Hills - Large Shopping Ctr

- **Projecting ~\$600K for 2019**
- PPO/CASH (High profit margin)
- Implants & Full mouth reconstruction

Santa Ana - Gross ~\$700K

- PPO/FFS & Cash Only. 7 Eq. Ops
- Large Shopping Plaza, ~2,000 sf

Santa Ana - New Listing!

- Shopping Plaza, Little Saigon
- Collects ~\$192K on 4 days/wk

Orange County - New Listing!

- Surrounding Areas: N. Anaheim Hills, Yorba Linda, Brea
- Collects ~\$1.1 M. Insurance/FFS
- General, Cosmetics, Implants
- Stable Pt. base. Shopping Plaza

Dental Practice for Sale Riverside County, CA

La Quinta - Gross ~\$1.5 Million

- Retired Doctor
- ~60% Insurance & 40% FFS
- Beautiful & High Tech Office

Palm Springs -

Practice & Real Estate

- **Gross ~\$1.1M.** ~2,500 sq.ft.
- GP & Implant Placement
- 5 Eq. Ops. + 1 add'l plumbed
- Freestanding Bldg w/parking

Dental Practice for Sale San Bernardino County, CA

Rancho Cucamonga -

- Endo practice. PPO/HMO Practice
- Gross ~\$300K. Shopping Ct.

Victorville -

Starter Practice & Real Estate

- Single Story Bldg w/Parking Lot
- 7 rooms, ~ 2,117 sq.ft.
- Bldg. visible off freeway I - 15

Dental Practice for Sale San Diego County, CA

Chula Vista -Gross ~\$555K

- Good Location. ~1,600 sf.
- Mostly Cash/PPO, 4 Ops.

Dental Practice for Sale Northern & Central CA

Berkeley - Asking \$150K

- Cash/PPO Only
- Starter Practice + Bonus Pts.
- 3 Eq. Ops. Commercial Area

Daly City -

- **Gross ~\$365K. PPO/CASH**
- Doctor retires. 25+ yrs goodwill
- Commercial Area.
- 1,200 sq.ft. 3 Eq. Ops.
- ~ 10-20 new pts/month

Fairfield - Seller Retiring

- Good visibility. Busy location.
- Gross ~\$205K. No marketing
- Opens 4 days/wk. No Weekend

Fremont - Gross ~\$660K

- ~ 95% PPO, 5% CASH
- Commercial Bldg.
- 15+ years of goodwill
- 5 Eq. Ops, ~ 1,625 sq.ft.
- Opens 4 days/wk
- Refers out complex procedures

San Jose - New Listing!

- **~\$300K Collections.**
- Shopping Plaza.
- Close to Great Mall in San Jose
- 3 Eq. Ops, ~ 1,200 sq.ft.

San Jose - Equip. & Leasehold

- East San Jose - Shopping Pl.
- 1,550 sq.ft., 3 eq.ops + 2 plumbed.
- 3D Cone Beam CT Included
- Remodeled ~ 5 years ago.

Dental Practice for Sale Ventura County, CA

Ventura - Busy Main Street!

- Shopping center. 5 Eq. Ops.
- GP & Ortho & Implant Office
- Cash/PPO Only

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- ❖ **Dublin** - Front Street Location
- ❖ **Pacifica** - Grosses ~ \$350K
- ❖ **Modesto** - Highly Visible Practice
- ❖ **Fullerton** - Starter Practice
- ❖ **El Monte** - \$300K Collections
- ❖ **Corona** - Starter Practice

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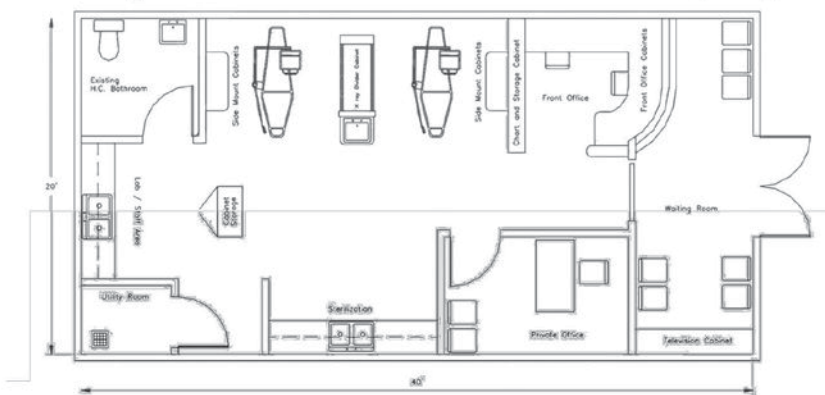
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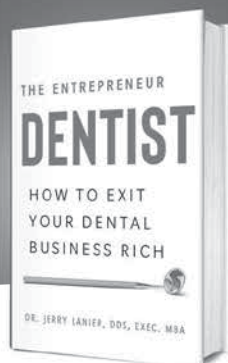
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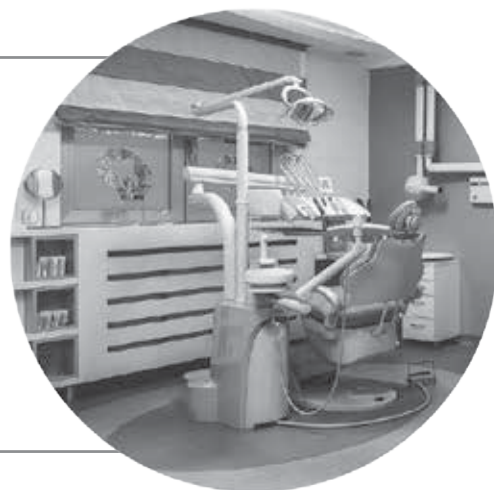
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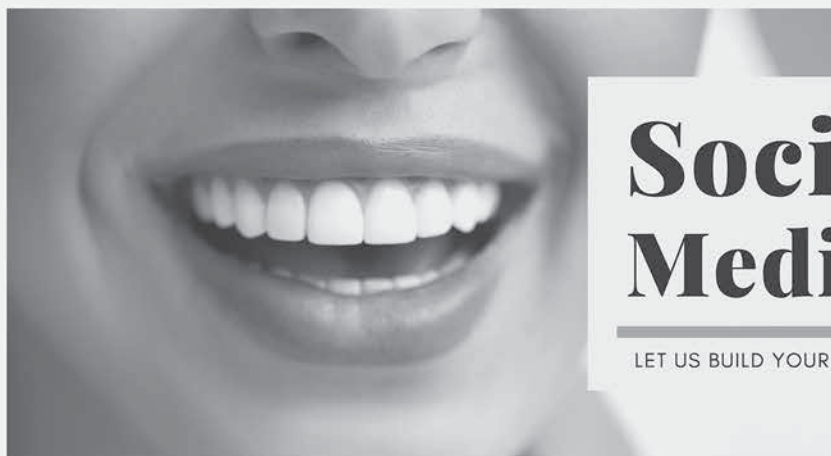
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CONTRA COSTA COUNTY - Successful 11+ year old Multi-Specialty Dental Practice is selling the Goodwill/Records for only the Pediatric and/or Orthodontic portion of the Practice. Ideally, the Buyer would purchase both sets of Goodwill/Records. Buyer must be located within 15 miles of the Practice Address such that the parents of the Pediatric and/or Orthodontic patients will be within driving range for other (non-Pediatric and/or Orthodontic) dental services available at the Selling Practice. Existing base of patients is accustomed to digital sensors, intra-oral camera usage, panoramic x-rays, pre-booked and regular hygiene appointments, on 3 days per week of office hours (Tuesday, Wednesday, and Thursdays), and with the acceptance of PPO (70% estimate), Cash (20% estimate), and HMO (10% estimate) insurance reimbursements and payment options. Asking Prices are below the recent professionally appraised prices. 2018 Gross Receipts were \$603K for PEDO and \$230K for ORTHO. #CA576- Jay Harter - 916-812-0500

CONTRA COSTA COUNTY/EAST BAY - ASKING PRICE LOWERED BY OVER \$30,000... High-end, boutique style, cosmetic, and hygiene-oriented family practice in an attractive and well-appointed office building. Located walking distance to a busy, downtown area near shops, parks and restaurants, this family-oriented community is slated for extensive growth over the next few years (reported plans for luxury condos, new single-family homes etc.). The 3 Ops interior space (with plumbing for a 4th Op) looks as-new and is of modern design and color scheme, quality fixtures, furniture, and new equipment all make for a stunning presentation. Over 41 years of Goodwill established, with a historically loyal PPO patient base (this Practice is not a Delta Premier provider) all managed on Dentrax PM Software. This is a great opportunity for a GP looking for a long career within a vibrant, growing community. 2018 Gross Receipts over \$1M on 34 average Dr. hours per week. #CA595- Jay Harter - 916-812-0500

FREMONT - The perfect practice for first time buyers or established owners looking to expand. Established over 30 years in this fast-growing center of the lower East Bay with access to major highways and bridges. 4 fully equipped treatment rooms in approx. 1,800 sq. ft. with Dentrax PMS, Digital X-Ray, Diode Laser and Intra-oral Camera. 2017 Gross Revenue of \$446K on a 3-day work week including 3 days of Hygiene. Seller will help with a smooth transition. Practices in this area go very quickly, so don't waste any time securing this great opportunity. #CA547- Jim Engel - 925-330-2207

FREMONT - NEW LISTING - Priced to sell, Doctor is retiring! Over 40 years of goodwill in an urban and growing area in Fremont, Ca. This spacious 2900 square foot, general dentistry practice has 9 operatories and plenty of parking in a stand-alone professional building with great visibility. 2018 Gross receipts: \$631,000. Dexis digital xray, Softdent practice management software and 1 brand new Cari Vu caries detection device. Currently over 1200 active patients averaging 30 new patients per month. 35% PPO and 40% HMO. Seller is willing to help with smooth transition. #CA607- Kim Ta - 408-687-5001

GREATER AUBURN/GRASS VALLEY AREA - General practice with 39% years of Goodwill, located in 1,330 SF office (2 story building) with 3 Ops and 4th plumbed hygiene/exam room. Rent is \$1,550/mo. Carestream software. 2018 GR of approx. \$474K on less than 3-day work week (about 120 days worked in 2018). Approximately 4 days hygiene per week. Seller refers out all endo, perio, ortho, and surgery. Seller (premier only provider) is retiring. #CA570- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - SELLING FOR LESS THAN 50% of 2017 COLLECTED REVENUE OF \$700K. 25 minutes from El Dorado Hills. Office is retiring, price reduced for quick sale. 1,500+ SF office with four Ops, Dentrax software, 2 Schick sensors, new server & CPUs. #CA407- Thomas Wagner - 916-812-3255

GREATER EL DORADO HILLS - Multi-doctor practice in Greater El Dorado Hills. Approx. 3,000 SF office, possible 8 ops, 7 equipped, Intra-Oral camera, Digital x-rays, and Digital Pan. Sellers will consider working back part-time. #CA578- Thomas Wagner - 916-812-3255

GREATER RENO/LAKE TAHOE AREA - Digital practice operating at same location for approximately 40 years (owned by the selling dentist for past approx. 20 years), with 1,600 SF design in a great Professional Office location. Approx. 54% of revenue is from Out of Pocket patients, with remaining from PPOs and Delta Premier. Practice has 4 Ops (with 2 additional plumbed and available to be equipped in contiguous space). 3 Dexis digital sensors, Patient Education Software, Instrumentarium digital pano x-ray, and well-maintained equipment. 56 average hours of Hygiene per week, with Hygiene patients booked out at 3, 4 and 6-month recare appointment intervals. 2017 Gross Receipts were \$994K on 32 average Dr. hours worked per week, even though staff is there 5 days per week. #CA552- Jay Harter - 916-812-0500

GREATER SACRAMENTO/ROCKLIN - Long established GP practice in beautiful, well designed office, with 6 fully equipped Ops., digital x-rays, pano, lasers, and Dentrax software. 2018 GR \$1.3M+ with 7-8 days hygiene/wk. Great team, great location. Dental suite is being sold with practice. Owner is retiring. #CA584- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO - ASKING PRICE REDUCED by \$60K and well below appraised price! Greater Sacramento North Area; Modern and digital PPO Practice at same location for approximately 10 years, with an impressive 1,664 SF design, hardwood floors throughout, separate children's reception area...all in a growing Suburban part of town Office & Retail location. 4 operatories (with a 5th available to be equipped), Higher-End T.I.'s, Intra-Oral Camera, Gendex Digital Sensor, Nomad x-ray, Imaging System, Patient Education Software, Pano x-ray, Fiber Optics, and Laser (average equipment age 5 years). 4 days/week of Hygiene, Hygiene schedule booked out 4 weeks in advance. 2017 Gross Receipts were \$755K on 33 average office hours per week, and Gross Receipts from 2018 P&L is \$786K. #CA550- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Established practice in well-designed 1,846 SF dental office condo with 5 Ops. Dentrax G5.2 PM software, separate lab, separate patient consult room, Global microscope, air unit, computers in all ops, and an intra-oral camera. Practice and office condo located in a quality dental building with plenty of windows, and good traffic-count location. 2017 GR of \$1M+ on 4-day week. Office condo must be purchased with practice - no exceptions. #CA545- Jay Harter - 916-812-0500 or Tom Wagner - 916-812-3255

GREATER SACRAMENTO - El Dorado Hills/Folsom Area: Beautiful and established practice with high-end tenant improvements and neighborhood. 3 Op. PPO practice with a 4th to be built out, in approx. 1,399 sq. ft. office located in a busy retail/mixed-use commercial building on high-traffic count in a great El Dorado Hills/Folsom area neighborhood. SoftDent software, Carestream digital sensors, and intra-oral camera. 2017 GR of \$506K on a 4.25-day week. #CA543- Jay Harter - 916-812-0500

GREATER SACRAMENTO - Well-designed 4 op practice in approx. 1,500 sq. ft. office located in a professional building on a major thoroughfare includes digital x-rays, digital Pan/3D/CBCT, Intra-Oral camera, Lasers, CAD-CAM and monument signage. Seller relocating. #CA516- Thomas Wagner - 916-812-3255

GREATER STOCKTON - Specialty practice GP Limited to Pediatric Dentistry operating at same location for approximately 17 years. Approximate 1,169 SF design in a great Professional Office Building and location in a great area of Stockton. Delta PPO, Delta Premier, and Cash Out of Pocket patient base. Practice has 3 Ops with 2 Gendex digital sensors, Patient Education Software, 3 Cavitron units, and 1 Nitrous Oxide unit with well-maintained equipment. 12 average hours of Hygiene per week, with Hygiene patients booked out 6 months in advance. 2017 Gross Receipts were \$273K on an average 3-day work week (24 hours worked per week). Nice All-Pedo practice with décor and layout designed to attract children and place them at ease for their dental experience. #CA555- Jay Harter - 916-812-0500

GREATER VACAVILLE - Dental Practice and Dental Building available for purchase...an established 40+ year GP PPO and Cash Dental Practice with a prime Downtown Professional Office Dental Building in a desirable high traffic count location. Approximate 700 SF design with appealing decor, 2 Operatories, **SOLD** digital sensor, and well-maintained equipment average age of 5 to 6 years old. 16 average hours of Hygiene per week, with Hygiene patients booked for 6 months. Steady growth reported for past 3 years with 2017 Gross Receipts at \$449K on 32 average Dr. hours (3 1/2 days) worked per week. Dental Building purchase required with the purchase of this Dental Practice. #CA556- Jay Harter - 916-812-0500

HAYWARD - This great neighborhood practice is located on one of the city's busiest thoroughfares. This 1,900 sq. ft. stand-alone office has housed a Dental Practice for over 30 years and very well established in the neighborhood. Four completely furnished treatment rooms, Digital Pan, Dexis Digital Sensor & Dentrax PMS with 9 workstations. 2017 Revenue of \$306K on 2-3 days of production. Owner is scaling back from multiple offices but will work with buyer for a smooth transition. #CA535- Jim Engel - 925-330-2207

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LAKE TAHOE AREA - ENDODONTIC- NEW LISTING - Endodontic Specialty Practice in Lake Tahoe Area: Endodontic specialty practice located in a hospital/medical area of Lake Tahoe in an attractive and professional-looking Tahoe-style office building among the pines. Over 28 years of Goodwill established, with 10 to 15 patient referrals per month from local GP Dentists. Approximately 1,100 SF design with 3 Operatories, 3 digital X-ray sensors, a CBCT Cone Beam unit, and recently re-upholstered dental chairs. Great opportunity for an Endodontist to have residency in either CA or Nevada... and grow an existing specialty practice in a beautiful and vacation-oriented area. 2017 Gross Receipts were \$523,000 on 3 to 3.5 days per week average for Dr. hours worked. 2018 and 2019 Gross Receipts projected at similar dollar range. Asking price is below the recent and professionally obtained valuation for this practice. #CA602- Jay Harter 916-812-0500

MILPITAS - Beautiful water features throughout this well-maintained professional building on the busiest thoroughfare linking Hwy 680 to 880 and beyond. 5 fully equipped treatment rooms in 1650 sq. ft. including Dentrax PMS, Dexis Digital X-Ray, Intraoral Camera and Laser. 2017 GR of \$786K with 4 days of Hygiene. Owner is downsizing from multiple offices but will help with a smooth transition. #CA549- Jim Engel - 925-330-2207

MONTEREY COUNTY - NEW LISTING - This Idyllic community on the Monterey Peninsula offers a slower pace of life and beautiful surroundings. Established over 70 years ago, 32 with present owner, this opportunity is very rare. Walk to the beach after a busy day working in a beautifully decorated 1,130 sq. ft. office with 3 fully equipped treatment rooms and equipment age 10 years or newer. Dentrax PMS, Dexis Digital X-Ray, IntraOral Camera and Diode Laser. 2018 revenue of \$528,000 on a 4 day work week with exceptional growth opportunity. Very modest lease rates caps a great opportunity for anyone wanting to live & work in the great community. #CA625- Jim Engel - 925-330-2207

NEVADA CITY/GRASS VALLEY AREA - NEW LISTING - 49 years of Goodwill established at this Practice in a mature community. Attractive office building and space with 3 operatories and a film-based Panoramic x-ray unit. This approximate 1,700 SF space includes existing build-out for a dental lab which could have a separate entrance. This is a nice opportunity to take over a long-standing patient base and set up new lease terms and potential tenant improvements with the landlord. Seller reports this is an approximate 55% cash pay and 45% indemnity insurance practice. HMO and PPO not accepted and there are only 4 Delta Premier patients. 2018 Gross Income was \$270K on only 3 days (24 hours) worked per week. #CA611- Jay Harter 916-812-0500

PALO ALTO - NEW LISTING - A rare opportunity in this affluent, mid-peninsula town. Great location in downtown area with very affordable lease. 3 fully equipped treatment rooms housed in a compact but efficient 700 square feet. Curve Hero PMS with 5 Computer workstations, Dexis Digital Sensor, Paperless charts and averaging 30 new patients per month. 2018 revenue of \$459K in only 4th year since startup. Family issues drive this opportunity, but seller will work with buyer for a smooth transition. Don't wait long, this will be gone quickly! #CA592- Jim Engel - 925-330-2207

REDDING AREA - ORAL SURGERY - Asking Price Reduced by over \$390,000 for Rapid Sale: The major Oral and Maxillofacial Surgery Specialty Practice in the area is now available as an excellent opportunity for an Oral Surgeon to move to the area or create a second office income location. Stunning building and location, newer equipment, and cone beam with a highly successful Practice history. Seller will work back for a period of time, to help introduce Buyer into the Practice and community. Seller would consider selling half ownership to another OS, or to a corporate dentistry organization. Established Practice for over 35 years, low overhead, average to higher than average fees, and a great staff. Approximately 85% patients referred, 15% from website, 50% of procedures are implants. Surrounding area has minimal number of competitive Oral Surgeons. 2018 Gross Receipts was \$2,311,000 on 3 days per week of Dr. production. High-end dental office building boasting a scenic river-view is also available for purchase. #CA579- Jay Harter 916-812-0500

SACRAMENTO - Downtown / Midtown Sacramento: High-traffic Sacramento location GP Practice at the cornerstone of a high-traffic Midtown intersection, in an attractive and professional-looking building. 4 fully-equipped Operatories in approximately 1,052 SF of office space including EagleSoft PM Software, Intra-Oral Camera, ScanX Photo Phosphorus Plates Digital X-Ray System, Patient Education Software, and Film-based Panoramic X-Ray. Average age of dental equipment is 10 years of age. Over 58 years of Goodwill established, with Seller reporting a historically loyal Indemnity Insurance Plan patient base, good hygiene recall patient base, and with only 5% of patients reported with Delta Premier. Good opportunity for a new GP to grow endo, implant, ortho, and soft tissue program and procedures. 2018 Gross Receipts \$607K on 30 Dr. hours worked per week. #CA590- Jay Harter 916-812-0500

SAN FRANCISCO - NEW LISTING - Great 41 years of history in San Francisco, 18 years in the present location at 450 Sutter Street. 2018 revenue of \$561,000 on a reduced schedule of 3½ days per week. Four (4) fully equipped treatment rooms housed in a very modern, upscale 1,130 square feet. Intra-oral camera and Diode Laser are newer than the average 18 year-old equipment which all remains in great condition. Owner is willing to work back 1-2 days a week if needed to insure a smooth transition before retiring. #CA618- Jim Engel - 925-330-2207

SANTA CRUZ COUNTY - NEW LISTING - Live and Play on California's most beautiful portion of the Central Coast. Awesome, well established practice for over 39 years in this growing, yet affordable community. Well-decorated, 1,410 sq. ft. with 4 fully equipped treatment rooms, Carestream PMS, Dexis Digital Sensors and 6 Computer Workstations. 6½ days of hygiene, 5-8 new patients per month and over 1,400 active patients. 2018 Revenue of \$1.1M+ on 3½ doctor days per week with nearly 50% net profit. Equipment age is 2-20 years with many newer items. Owner also owns the building and will offer great lease terms to the right buyer. Owner is retiring but will help buyer with a very smooth transition. #CA609- Jim Engel - 925-330-2207

SONOMA COUNTY - Large General Family Practice serving the community with over 31 years of Goodwill. Solo dentist owner with In-house specialists. 2018 Gross Receipts above \$2.8M. Free-standing building 3,000 Sq. Ft. Prime Real Estate, highly visible location off a major freeway and intersection, corner lot located 1 hour North of San Francisco. Averages 72 New patients per month and 10 days of Hygiene per week. 6 Fully equipped treatment rooms. Modern and High Tech with every amenity: Panoramic X-ray, Dexis Sensors, Intra-Oral cameras, Laser and Fully Paperless utilizing Dentrax. Expansive 20 room building, updated design and built by owner dentist. Both Business and Real Estate are for Sale or Lease option. Doctor ready to retire and work back for smooth transition. #CA544- Gina Miller - 707-391-7048

SONOMA COUNTY - General Dental practice located in beautiful Sonoma Wine Country. Attractive, 1890 sq. ft. stand-alone building 4 fully equipped treatment rooms with room to expand. 39 years of Goodwill caring for families and adults. 2017 Gross Receipts \$529K on 3-day work week with 3½ days of Hygiene. Computerized throughout, Dexis Digital x-ray, Dentrax PMS, intra-oral camera and laser. Has great visibility and easy access on scenic highway with proximity to large active retirement community and adjacent to village shopping plaza. Opportunity to own Prime commercial real estate, 14,400 sq. ft. parcel with picturesque vineyard and mountain views. Real Estate to be sold with practice or option to lease. Doctor is looking forward to retirement. #CA563- Gina Miller - 707-391-7048

SONOMA COUNTY - Stunning, Modern General Practice offering a broad range of service. All 6 treatment rooms have serene window view in spacious 2,200 sq. ft. Seller-owned facility. 2018 Gross Receipts of \$802K with 4 days of Hygiene. Dexis Digital X-ray, Dentrax PM, Intra-oral Camera, Laser. Exquisite, MOVE-IN READY, will not last in a fast-growing demographic area. The owner is downsizing from multiple offices but will help with a smooth transition. #CA564- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - General Practice located in Sonoma County, desirable dental community. Has 31 years of Goodwill seeing three generations of patients. Strong 5 Days Hygiene program, 3½ Doctor Days. High profits, low expense ratio. 2018 Gross Receipts \$906K. Approx. 1,000 sq. ft., 3 fully equipped, modern rooms, scenic garden views, with the opportunity to expand. Expansive light and bright shared spaces adding additional square footage and benefits. Paperless, Dentrax Practice Management, XDR digital x-ray sensors, and Intra-oral camera. Selling both practice and portion of dental building ownership. The doctor is retiring and will work back for a smooth transition. #CA594- Gina Miller - 707-391-7048

SONOMA COUNTY - NEW LISTING - This General Family practice is in the most desirable area in Sonoma County. 42 Years of Goodwill in the community. The practice is located on the main road and has great visibility. 2018 Gross Receipts above \$2M. Spacious 4,600 Sq. Ft., with eight (8) fully-equipped Operatories. 13 days of Hygiene on 4.5 Day work week. Expansive space includes business office, consultation room, and large meeting conference room. High-tech, modern equipment throughout the facility: Including Cerec, Digital Sensors, Intra-Oral cameras, Laser, Patient Education, and EagleSoft PM Software. A paperless office w/ 21 computer workstations. The doctor is retiring and will work back for a smooth transition. #CA601- Gina Miller - 707-391-7048

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VALLEJO - Great history for this Practice and Real Estate in this waterfront community. Easy commuting distance to San Francisco, East Bay and Marin communities. Real Estate includes 1,250 sq. ft. office plus a basement and two rental units of 750 sq. ft. each. 2017 Revenues of \$736K on 3½ day work week. 3 totally equipped treatment rooms with excellent condition equipment, Eaglesoft PMS with 6 workstations, Digital X-Ray and CAD/CAM. Real Estate has been meticulously cared for and newly painted. Owner will help with Real Estate financing and retiring after 45 years in the town he grew up in. Don't miss out on owning your own office and avoid increasing rents over the next 30 years. #CA521- Jim Engel - 925-330-2207

VISALIA - *NEW LISTING* - Nice GP office with 5 ops, seller also owns the building which is for sale (make offer), digital, 2,000 sq. ft. Office has great visibility, main street frontage with sign and easy, free parking. Crown and bridge and cosmetic, no Ortho, some basic Endo, Perio, Oral and no implants, Collections of \$334K for 2018. #CA628- Steve Caudill - 951-314-5542

WESTERN CONTRA COSTA CO. - Beautiful, professionally designed office sits in the heart of a high-end Retail Center with Home Depot, Big Lots and many other retail, service businesses and restaurants. Fully digital, Paperless Charts, Digital Pan and Digital X-Ray. Eaglesoft PMS with 9 workstations and 3 Schick Sensors. 2018 Collections of \$764K with 5 days of Hygiene and averaging 65 new patients per month. Housed in 1,625 sq. ft. with 4 fully equipped treatment rooms and 1 plumbed but not equipped. Average age of the equipment is 7-9 years and truly beautiful inside. Seller is relocating out of the area but will help with a smooth transition. #CA569- Jim Engel - 925-330-2207

YUBA CITY AREA - 46 years of Goodwill established at this GP Practice in a well-established community and in an area of dental and medical offices. Attractive Office Building in approximate 1,400 SF Space, with 3 Operatories equipped and a 4th plumbed. This Dentrix Practice could be a nice opportunity to take over a long-standing patient base, and the Landlord is willing to set up new lease terms. This is a 50% Delta Premier practice. Practice is priced below recent professionally-completed appraised Valuation. 2018 Gross Receipts \$271K (per CPA's 2018 P&L Statement). #CA580- Jay Harter - 916-812-0500

CENTRAL CALIFORNIA

CENTRAL COAST - *ENDODONTIC PRACTICE* - 3 Operatories equipped with Zeiss microscopes, Digital x-rays, Paperless, Cone Beam CT, and PBS Endo Software. 2018 Gross Receipts of \$1.1M+ with \$633K Adjusted Net Income. Hurry, this opportunity to live and practice in the beautiful Central Coast will not last. #CA489- Kerri McCullough - 949-300-0312

FRESNO - *PERIO/IMPLANT*: 6 Ops fully furnished, digital X-Ray, large office with conference room for teaching and study groups, works only 2 days a week, 20 years good will, cash only no insurance plans. Great location and ready to move into and work. Perfect part time office or expand to full time. Collections increasing each year with 2017 at \$650K, seller retiring from private practice. #CA518- Steve Caudill - 951-314-5542

FRESNO AREA - *ASKING PRICE REDUCED BY \$50,000*: GP and Prosthodontic Practice in an attractive and professional-looking office building, approximately 1,500 SF, 40 years of Goodwill established. This could be a nice opportunity for a GP that does a lot of Restorative Dentistry to take over and complete procedures that aren't currently being addressed at the Practice. Seller will remain on part-time to collaborate with a GP Buyer for this Practice. 4 Operator Practice with DentalMate PM Software, Intra-Oral Camera, 2 "XDR" Digital X-Ray Sensors, Patient Education Software, and a Panoramic (Film-Based) X-Ray... Average age of (mostly Adec) dental equipment is 7 years of age. 2017 Gross Receipts \$417,000 and 2018 GR \$386,000. #CA588- Jay Harter - 916-812-0500

GREATER MODESTO - Nicely designed, updated, and established practice in the same location for nearly 55 years. 4 Op. practice in approx. 1,400 Sq Ft office in a historically stable community with a well-insured patient base. DentPro PM software, 4 intra-oral cameras with some back-up equipment included. 2017 GR of \$366K on a 3-day Dr. work week; 2018 GR \$408K. Seller reports that practice is located in one of the highest income per capita communities in the general area. Dental Practice owner/user office building must be purchased with this Practice. #CA546- Jay Harter - 916-812-0500

MADERA - *PRICE JUST REDUCED \$100,000!* North Fresno / Madera area: PPO Practice situated in a beautiful, approximately 1,800 SF modern office with newer equipment, easy access and great visibility. The practice is doing minimal marketing and has exhibited steady growth by word of mouth and referrals. Practice is family-oriented serving diverse ethnicities and mix of socio-economic income. Is situated in a professional medical area, includes its own parking lot, and consists of 4 operatories with room for a 5th (not currently plumbed). Practice layout has a spacious reception area, lab, sterilization, staff lounge, ample storage, doctor private office, and business consult office with 2 restrooms. Includes Eaglesoft PM software, Dexis digital sensor, intra-oral camera, Rotary Endo system, and Patient Education software. 2017 Gross Receipts approximately \$233K on 2 Dr. production days per week. Building facility also available for purchase with the Practice. #CA542- Jay Harter - 916-812-0500

MADERA - General Dentistry Practice and Building. Centrally located, high visibility. 3,141 sq. ft. with 7 Operatories, Dexis Digital x-rays, Invisalign, Delta PPO. \$968K Gross Receipts with low overhead. #CA566- Jay Harter - 916-812-0500

SOUTHERN CALIFORNIA

APPLE VALLEY - General Dentistry practice with 3 Ops has 50 years of Goodwill. Practice utilizes Eaglesoft, digital x-rays, intra-oral cameras, laser, and a Digital Pan/Ceph. Doctor and Hygienist both work 3 days/wk. 2017 GR of \$381K with \$113K Adj. Net. #CA557- Kerri McCullough - 949-300-0312

BAKERSFIELD GENERAL DENTISTRY PRACTICE - *NEW LISTING* - Established General Dentistry Practice available in the Bakersfield area. 5 Ops, Easy Dental, 4 doctor days and 4 hygiene days per week. Room to grow the practice as most specialty procedures are referred to local specialists. Real estate also available to purchase. 2018 GR of \$375K. #CA623- Thinh Tran - 949-533-8308

BAKERSFIELD GENERAL DENTISTRY PRACTICE - *NEW LISTING* - General Dentistry practice with 6 Ops and 39 years of goodwill in the community. Practice features Dentrix, Intra-Oral Camera, and Denar Pantograph. 2018 GR of \$475K with \$165K Net with room to grow as most specialty procedures are referred out. #CA622- Thinh Tran - 949-533-8308

BAKERSFIELD PEDIATRIC PARTNERSHIP - *NEW LISTING* - Rare and unbelievable partnership opportunity at a successful 30+ year old Bakersfield pediatric practice with orthodontic and oral surgery services. Practice is owned by two partners and the junior partner has decided to leave to be closer to family. Great opportunity for someone to inherit a thriving well-run practice with 30+ years of goodwill and to work with an experienced partner planning to retire very soon. 40 new patients a month. Averaged \$2.5M+ GR the last 3 years. #CA599- Thinh Tran - 949-533-8308

BAKERSFIELD - General Dentistry with 8 Ops, 5 equipped is located in a duplex building with great signage in front. 2018 GR \$578K with room to grow as most specialty work is referred out. This is a PPO/Denti-Cal practice, small amount of HMO. #CA459- Kerri McCullough - 949-300-0312

BURBANK - *NEW LISTING* - Established in 1976, this restorative/cosmetic practice is the only dental office in an attractive, modern medical building. With a three-year-old, completely new build-out, the facility features 4 Adec Ops. PracticeWorks, Dexis, and a 3 day work week for doctor, and four days (some double) of hygiene. Busy practice with consistent NP inflow and dedicated staff. PPO, indemnity ins. and cash only with an excellent lease. 2018 GR of \$751K with \$202K Adj. Net. #CA587- Thinh Tran - 949-533-8308

CENTRAL ORANGE COUNTY - General Dentistry Practice with 3 Ops, Paperless and located in a retail center on corner of a busy intersection. 2017 Gross Receipts of 415K with 148K Adj. Net Income. #CA554- Thinh Tran - 949-533-8308

GLENDALE - General Dentistry Practice with 4 Ops, 3 Equipped features EagleSoft, Digital X-rays, Intra-oral camera, and newer equipment. Convenient prof. building location. 2018 GR \$508K with \$249K Adj. Net. #CA575- Thinh Tran - 949-533-8308

GLENDALE - Well-established, restorative-driven 4 Op General practice in a professional building. Retiring seller with 14 years of Goodwill. A-dec equipment, CEREC, and Dexis Digital X-rays. Strong hygiene program with 35+ hours of hyg./week. 2018 GR \$544K. #CA573- Thinh Tran - 949-533-8308

GREATER LOS ANGELES AREA - PERIODONTAL - 5 Ops, Dentrix, Digital X-ray, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2018 GR of \$724K. #CA173- Kerri McCullough - 949-300-0312

HUNTINGTON BEACH - *NEW LISTING* - General Dentistry practice with 4 Ops has been open in HB for 50+ years. Eaglesoft, 2 days of hyg./wk. Huge upside potential as most specialty services are referred out. 2018 GR of \$356K, with \$141K Adj. Net. #CA613- Kerri McCullough - 949-300-0312

IRVINE - 6 Ops, 5 Equipped, Digital X-rays, Digital Pano, Laser, and PracticeWorks in an amazing location. All FFS with 45 years of goodwill and most specialty procedures referred. Strong Hyg. program and long-term staff. 2018 GR of \$702K. #CA582- Kerri McCullough - 949-300-0312

LAGUNA BEACH - General Dentistry practice with 4 Ops, 3 Equipped is now available in beautiful Laguna Beach. Practice features Dentrix G4, Dexis Digital X-rays, and is paperless. 2017 GR of \$442K with \$205K Adj. Net Income. #CA443- Thinh Tran - 949-533-8308

LAKE ARROWHEAD/SAN BERNARDINO MTS. - Price Reduced! Long-established PPO/FFS practice with 6 Ops is computerized with SoftDent, Dexis digital x-rays, intra-oral camera, Pano, and laser. Strong Hygiene/soft tissue management program in place with 7 days/ of Hyg./wk. 2017 GR of \$1.14M with \$368K Adj. Net. Real estate is also for sale. #CA517- Steve Caudill - 951-314-5542

LOS ANGELES - *NEW LISTING* - General Dentistry practice located in the one of the most desired areas of Los Angeles. There are 5 Ops and a 3 chair ortho bay in a 3,000 sq. ft. suite with free parking. Visiting Periodontist 2 days per month and 2 Hyg days/wk. E-Z Dental, Digital x-rays, 3D CBCT, Digital Ceph, and an intra-oral camera. Practice accepts most PPO plans, no HMO. #CA619- Kerri McCullough - 949-300-0312

LOS ANGELES - *NEW LISTING* - General Dentistry Practice with 7 Operatories is located in a professional building in a great location of LA. Practice has a strong hygiene program in place with 5+ days of hygiene per week and 37 years of goodwill. Gross Receipts over \$900K. #CA606- Thinh Tran - 949-533-8308

LOS ANGELES - *HANCOCK PARK* - General Dentistry practice with 4 Operatories, street frontage and signage with parking in the rear. This has been a Dental practice since 1928. Doctor retiring due to illness. 2017 Gross Receipts of \$365K, older office equipment in a great location. #CA565- Steve Caudill - 951-314-5542

LOS ANGELES - *WEST SIDE* - General Dentistry practice with 4 Ops is now available on the Westside LA Area. This practice's location is convenient to all of the Westside and features SoftDent, Intra-Oral Camera, and Laser. Our retiring doctor has a strong hygiene program and refers out most specialty work. 2017 GR \$600K with \$171K Adj. Net. Room to grow! #CA531- Kerri McCullough - 949-300-0312

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LOS ANGELES - WEST LA/BRENTWOOD PROSTHODONTIC - Attractive practice with 6 Ops is now available in a great West LA/Brentwood professional building. EagleSoft, CEREC, and an on-site lab with experienced lab techs and Pano. Priced aggressively for a quick sale. 2018 GR of \$575K. #CA539- Kerri McCullough - 949-300-0312

N. ORANGE COUNTY - General Dentistry practice with 5 Ops, open since 1965! Dextrix and digital Pano. Our retiring seller will assist with a smooth transition. Great single-story professional building location near residential, schools, and businesses. 2017 GR of \$249K with room to grow as most specialty procedures are referred out. #CA558- Dr. Rishi Salwan - 909-239-2800

ORANGE COUNTY ENDOODONTIC - NEW LISTING - Beautiful, professionally designed suite. Newly built out in 2018, the practice features 6 Ops, 5 Equipped, with 3 Scopes, Cone Beam CT, fully digitized and paperless. Consistent collections for past 3 yrs. at \$1.3M+ with very low overhead. Seller retiring. #CA593- Kerri McCullough - 949-300-0312

ORANGE COUNTY PERIODONTAL - Long-established Perio practice located in Orange County is now available. The practice operates 4 days per week and has 9+ days of Hygiene per week. The retiring seller has approximately 18 NP/month with a strong referral base of local dentists. Long history of collecting over \$1M per year with last year's Adj. Net of \$498K. Great opportunity! #CA520- Kerri McCullough - 949-300-0312

ORANGE COUNTY ENDOODONTIC - This 5 Op, 3 equipped, practice utilizes 2 microscopes, digital x-rays, intra-oral camera. The office is in a professional building with 42 years of goodwill with our retiring seller and previous owner. 2017 GR of \$670K with very low overhead. #CA532- Kerri McCullough - 949-300-0312

PALM SPRINGS AREA - NEW LISTING - General Dentistry practice with 6 Ops, 5 equipped, MacPractice, Digital, and Microscope. 6 days of hygiene, most specialty work referred out, big upside potential. No PPO or HMO. 2018 GR \$705K with \$210K Adj. Net. #CA612- Kerri McCullough - 949-300-0312

PALM SPRINGS AREA MULTI-SPECIALTY - NEW LISTING - 5 equipped Ops and 1 plumbed, not equipped in a 2,500 sq. ft. suite. 27 years of goodwill. The well-trained staff caters to a high-end patient base. Rent is only 3,600/month! Dextrix Software, Digital X-ray, Intra Oral Camera, CT Scan and Gemini Dual Wave Laser. History of collecting over \$1.2 Million a year. 97% Cash, 3% Ins. #CA604- Kerri McCullough - 949-300-0312

POMONA - NEW LISTING - General Dentistry Practice with Great potential! Low Rent- beautiful 4 Op practice. Dentist open only 2 days per week and retiring. 2018 Gross Receipts \$279K. Priced to sell. #CA610- Dr. Rishi Salwan - 909-239-2800

RANCHO CUCAMONGA - General Dentistry practice with 7 Ops is now available in Rancho Cucamonga. This practice is located in a free-standing building on a very busy corner and features Dextrix software and Dexis Digital X-rays, an Intra-oral camera, Digital Pano, and is partially paperless. The practice also has an Ortho bay with its own waiting area. Great opportunity! 2017 GR of \$839K with \$158K Adj. Net. #CA514- Thanh Tran - 949-533-8308

RIVERSIDE COUNTY - This General Dentistry Practice with 4 Ops is turn-key with a beautiful design. In a single-story professional building, the practice and one other suite with signage. Practice utilizes Dextrix, Digital X-rays, and is paperless. 2017 GR of \$816K with \$330K Adj. Net. #CA471- Kerri McCullough - 949-300-0312

SAN FERNANDO VALLEY - General Dentistry Practice with 5 Ops is now available in a San Fernando Valley professional building. EagleSoft, Digital X-rays, Laser. 4 days of Hyg./week, a part-time GP Associate as well as Endo and Perio Specialists 2 days per month. 2018 GR of \$961K with \$443K Adj. Net. #CA591- Kerri McCullough - 949-300-0312

SAN GABRIEL VALLEY - NEW LISTING - General Dentistry practice with 4 Ops and digital x-rays. Practice has been in the area for 65 years. Most specialty work is referred out, and most PPO plans are accepted. Located on a main road and has great visibility. Seller sees patients 4 days per week. Nicely appointed and excellent opportunity for a growing area in Southern CA. #CA596- Kerri McCullough - 949-300-0312

SANTA ANA/TUSTIN BORDER - 4 Ops, Digital X-rays and Open Dental software in a great location. 50+ years of goodwill and most specialty procedures are referred out. 2018 GR of \$291K. #CA583- Thanh Tran - 949-533-8308

SIMI VALLEY - NEW LISTING - General Dentistry practice with 3 Ops and over 30 years of Goodwill. Older office with 1,100 square feet, located in a strip mall shopping center close to a residential area. A majority of the specialty procedures are referred out to specialists. 2018 GR of \$263K. #CA626- Steve Caudill - 951-314-5542

SIMI VALLEY - NEW LISTING - General Dentistry practice with 6 Ops is now available in Simi Valley. Practice has 39 years of Goodwill and loyal, dedicated staff. Strong hygiene program in place. The professional building is in a great location. Practice utilizes EagleSoft, Digital x-rays, intra-oral cameras, and Pano. 2018 GR of \$740K. #CA617- Kerri McCullough - 949-300-0312

SOUTH BAY/TORRANCE AREA - NEW LISTING - General Dentistry practice with a 44-year history in the South Bay is now available! 6 Ops in a professional building location that is beautifully decorated. Practice utilizes SoftDent, Digital x-rays, Intra-oral camera, and Laser. Visiting Endodontist and Periodontist keeps some specialty procedures in-house. Strong hygiene program in place and long-term, loyal staff to ensure a smooth transition. 2018 GR of \$1M+. #CA624- Thanh Tran - 949-533-8308

SOUTH BAY, LOS ANGELES AREA - Beautiful South Bay practice in a high-income area. 5 Ops in a professional building within walking distance to a high-end shopping center. Practice utilizes EagleSoft software, with Digital x-rays, intra-oral camera, and Laser. Loyal staff, and currently open 3 full days and 1-2 Fridays and one Saturday per month. Most specialty work is referred out. 2018 GR \$741K with \$307K Adj. Net. #CA589- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - This 6 Op General Dentistry practice utilizes Dextrix, Digital x-rays, Laser. 6 days of Hyg./wk. and 40+ years of goodwill in a very desired area of the South Bay. 4 1/2 day work week. 2018 GR \$734K with \$226K Adj. Net. #CA562- Kerri McCullough - 949-300-0312

SOUTH BAY, LOS ANGELES AREA - General Dentistry practice with 7 Ops is now available in a great sought-after South Bay neighborhood. Practice utilizes Dextrix and Dexis, Laser, has 6 days of hygiene. Practice is located in a professional building. This is a fantastic opportunity to own a thriving practice in the South Bay. 2017 GR \$769K with \$266K Adj. Net. #CA560- Kerri McCullough - 949-300-0312

SOUTH ORANGE COUNTY - Beautiful General Dentistry practice with 4 Ops, 3 Equipped, and Dextrix software is now available in sought-after South Orange County. 3 1/2 days per week with a PT Hygienist. 50 years of goodwill in this location, 29 with our seller. 2018 GR of \$395K. #CA553- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY - NEW LISTING - General Dentistry Practice with 5 Ops, 4 Equipped, in an upscale area. EagleSoft, Intra-oral camera, Schick Digital x-rays, and laser. 12+ years of goodwill at this professional building location, which is near a hospital. Accepts PPO and 3 HMO plans. 2018 GR of \$484K with \$218K Adj. Net Income. #CA614- Kerri McCullough - 949-300-0312

WESTERN SAN FERNANDO VALLEY PEDO - VERY MOTIVATED SELLER! Great opportunity to purchase a Pedo practice in the western San Fernando Valley. In an upscale location, this 4 Op practice utilizes EagleSoft and an Intra-oral camera. 10+ years of goodwill at this professional building location, which is near a hospital. 30 new patients per month. 2018 GR \$317K on a short three-day work week. #CA399- Kerri McCullough - 949-300-0312

SAN DIEGO

ENCINITAS - General Dentistry Practice with 6 Ops is located in a busy retail center. Practice was remodeled 5 years ago with new equipment and utilizes Dextrix, Digital x-rays, Pano, and Laser. 4 days of Hyg./wk. 2018 GR \$813K. #CA574- Russell Okihara - 619-694-7077

NORTH COUNTY PERIODONTAL - NEW LISTING - Beautiful Periodontal Practice in North County San Diego. 4 Operatives, 3 Equipped. Newer equipment including a CT Scanner and Digital X-Rays and Dextrix. Excellent location in a well-maintained complex. Priced to sell quickly. 2018 GR \$269K. #CA605- Russell Okihara - 619-694-7077

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SAN DIEGO COUNTY ORTHODONTIC - NEW LISTING - Excellent and rare orthodontic opportunity in the San Diego area. Seller works out of 2 sites over a 4-day work week providing an excellent opportunity for further growth in each location. The seller has been in operation for over 26 years with a stellar reputation. This is a paperless practice utilizing Ortho II software and an Itero Element II. The practice is well-maintained and includes recent upgrades to the computer hardware system. This listing will go quickly. #CA615- Russell Okihara - 619-694-7077.

SAN DIEGO PERIODONTAL - Periodontal practice with 5 total Ops, 4 equipped is now available. Excellent, bright, and airy location, with digital x-rays and Dextrix. Seller is retiring. 2017 GR of \$379K with room to grow! #CA559- Russell Okihara - 619-694-7077

SAN DIEGO - Family-oriented general practice in a busy shopping area with great visibility. 3 Ops, EZ 2000 Software, Digital X-rays, Intra-oral camera, PPO/FFS, Small amount of MediCal, Seller is Retiring. Excellent Opportunity for a new doctor or a 2nd office location. GR of \$253K with \$129K Adj. Net. #CA523- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

BEAVERTON, OREGON - Smaller practice with a consistent and stable patient base. Low overhead, positive cash flow, offered at an aggressive price. Equipped with Dextrix, digital x-rays and a panoramic x-ray. Practice is located in a desirable area in Beaverton off a major thoroughfare. The practice has 3 ops, with 2 more plumbed and ready. There is potential for growth, doctor retiring. #OR109- Jessica Burbon - 503-332-6462

CENTRAL OAHU, HAWAII ORAL SURGERY - NEW LISTING - Longstanding OMFS practice for sale. 2 locations sold as one practice. 4 Ops in one and 3 Ops in the other location. Consistent production/collections over the past 3 years. Convenient locations with ample free parking. Strictly PPO and no hospital affiliations. Dextrix, Digital Pano. Seller retiring. Excellent Opportunity. #HI113- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - NEW LISTING - Family oriented GP practice located in a convenient and busy shopping area. Newly refurbished, 3 Ops with new equipment, Digital X-Rays, Upgradeable 2D Panorex, Dextrix, seller does both bread and butter procedures as well as implant placement and restorations. Excellent opportunity in a highly desired location. Seller is relocating. #HI112- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - GP, Convenient, Family-oriented practice in a busy shopping area with 3 ops, 2 Equipped. PPO, FFS practice. Seller retiring. Office utilizes Innova and Dexis digital sensors. Computerized in each op, most specialty procedures referred out. Excellent Opportunity. #HI110- Russell Okihara - 619-694-7077

CENTRAL OAHU, HAWAII - Family-oriented rural General Dentistry Practice with 3 Ops, Digitized X-Rays, Pano, and Innova. Seller is retiring. PPO and Medicaid and will be retiring. 2016 GR of \$923K with \$322K Adj. Net. #HI109- Russell Okihara - 619-694-7077

HONOLULU, HAWAII - GP, Excellent location in a professional building, Well-designed floorplan with 3 Ops, Office utilizes Innova and Intra-oral Camera. All specialty procedures sent out, PPO/FFS, Seller retiring and is motivated to sell, Excellent Opportunity to relocate your practice. #HI111- Russell Okihara - 619-694-7077

NORTH COAST, OREGON - NEW LISTING - Beautiful North Coast practice nestled on a lake inlet minutes to the ocean. Dr. works 3 days per week, 2 days of hygiene. 2018 GR \$366K, practice positioned for growth, Dr. is retiring. #OR112- Jessica Burbon - 503-332-6462

SOUTHWEST PORTLAND, OREGON - NEW LISTING - This established general dentistry/private practice is located in a SW Portland mixed business complex off a main thoroughfare. 2,634 square foot leased building is well maintained with 6 ops, 1 more plumbed/ready. Dextrix PMS, Dexis Digital X-Ray, Intra-Oral, Pano. 2018 Gross Receipts \$510K. #OR115- Jessica Burbon - 503-332-6462

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- USC Undergrad - 1983
- USC Dental School - 1987
- USC Endodontic - 1989
- Hired Associate - 1992
- Sold 1/2 of Practice - 1992
- Opened Second Office - 1993
- Built-Out New Office - 1996
- Work for Dental Manufacturer - 1996-1997
 - Law School - 1997-2000
- Transactional Attorney 2001 to Present
- Maddox Practice Group (MPG) Brokerage - 2010
 - Sold MPG to Henry Schein - 2013
 - Managed HS brokerage business from 2013 through 2018 in 7 states

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Hendrick Gonzalez, DDS - 9/25/18

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

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General practice dental office for sale with 39+ years of goodwill in the San Fernando Valley, CA. Approx. 1,700 square foot office with 5 plumbed operatories, reception area, private bathroom, sterilization area and a private office. The practice operates Dentrix as their practice management software. The seller could stay on to help with transition if the buyer so desires. The practice in 2018 collected approx. \$970K. Send CV to: sanfernandovalleydds@gmail.com

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ENCINO #9 - (8) op G.P./ (7) eqt'd. Cash/Ins/PPO/HMO. Mos Cap Ck ~ \$6K. 2018 Collect \$1.1M+. Digital X-Rays & CT Scan. Central Nitrous. Seller cutting back. D&M Practice Sales 818.591.1401

Santa Barbara Dental Practice for Sale: dr. retiring after 35 years in same location. \$650K/yr Free standing building. 3 Op. Dentrix, XDR, new compressor & vacuum. Very busy location, Cash & PPO with no HMO. Great Staff. Call Cecilia 805-689-7697 cordosmiles@gmail.com.

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BAY AREA

AC-886 SAN FRANCISCO (Facility): Unsurpassed visibility & location! Potential here is limitless! 850 sf w/ 3 ops **\$85k**

AC-989 SAN FRANCISCO (Facility): Busy Retail Shopping Plaza w/ major anchor tenants! 3 ops **Price Reduced \$125k**

AC-1029 BURLINGAME: Perfect "Starter" practice to add some Dr days to your work week. 1000 sf w/ 2 ops. Plumbed for 1 add'l **\$70k**

AG-871 SAN FRANCISCO: Seller Motivated! ~600 sf w/ 2 ops **Price Reduced \$65k**

AG-944 SAN FRANCISCO: An opportunity like this does not come along very often! ~980 sf w/ 3 ops **\$595k**

AG-945 SOUTH SAN FRANCISCO: Be a part of this vibrant, diverse population. ~1800 sf w/ 4 ops **\$495k**

AG-990 SAN FRANCISCO: Build the practice of your dreams! ~850 sf w/ 3 ops **\$228k**

AG-993 WEST PORTAL AREA: Desirable area w/ easy commute to downtown San Francisco. ~1000sf w/ 3 ops Reduced Price: **\$410k**

AG-994 SAN FRANCISCO: Highly profitable with net profit over \$400k! ~850 sf w/ 3 Ops **\$825K**

BC-741 DANVILLE (FACILITY): Move in Ready! ~ 1600 sf w/ 3 ops. **PRICED TO SELL! \$10k**

BC-926 ANTIOCH: Long established, well respected office. 1866 sf w/ 5 ops **\$495k**

BC-949 ALBANY: Desirable commercial/residential area. Medical Prof Bldg w/ good frontage. 3200sf w/ 4 ops **\$695k** Real Estate: **\$1.8**

BC-1010 ANTIOCH: Amazing Opportunity in Health Prof. Complex 2118 sf w/ 2 equipped ops + 3 add'l **\$250k**

BC-1015 SAN RAMON Facility: Fantastic location, beautiful build-outs and well equipped, move in ready office! **\$200k**

BC-1022 OAKLAND: "Pill Hill" Area adjacent to hospital! 1064 sf & 2 ops. Plumbed for 1 add'l **\$150k**

BG-981 BERKELEY: Long established, family-oriented practice. ~1100 sf w/ 3 Ops **\$345k/ Real Estate Available \$499k**

BG-1025 WALNUT CREEK: You won't find a more outstanding opportunity than this extraordinary practice! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

BN-952 BERKELEY: Step into this quality practice and you'll know you belong here! ~835 sf w/ 3 Ops. **Reduced Price \$375k**

BN-1023 RICHMOND: This is a rich opportunity for the astute dentist! 1450sf w/2 ops + 2 add'l. **\$50k/ Real Estate \$750k**

BN-1028 CONCORD: This Practice grossed more than \$1.15 Million in 2018! 2000sf w/ 7 ops. **\$795k**

BN-1038 BERKELEY: A perfect opportunity to own a practice in one the Bay Area's most popular cities! 1000sf w/ 3ops. **\$385k**

BN-1045 CONCORD: Imagine owning a highly successful, family-oriented practice! 1150sf w/ 3 ops. **\$165k**

CC-846 SAN RAFAEL: Prof/Retail Building Complex. 3 ops 640 sf Collections \$433k in 2017 **\$275k**

CC-927 SAN RAFAEL: Build the practice of your dreams by increasing this 2-day work week! 800 sf w/ 3 ops **\$175k**

BAY AREA CONTINUED

CC-960 SONOMA: Great location in one-of-a-kind setting! 950 sf w/ 3 ops. **\$385k/ Real Estate Available \$350k**

CC-979 NOVATO: Seller Retiring. 803 sf w/ 3 ops near downtown and Old Town Novato. **\$195K (Real Estate \$215k)**

CC-1017 VACAVILLE: Maximize your work days and watch your production increase! ~ 1500 sf w/ 4 ops **\$130k**

CC-1020 SANTA ROSA: Cash Flow of over \$270k. Unique FFS Practice. 1320 sf w/ 4 ops. **\$450k**

CC-1030 SANTA ROSA: Condo office in modern bldg w/ ample parking & adjoining Ortho practice! 1683 sf w 5 ops **\$325k**

CG-616 NAPA COUNTY: State-of-the-Art office! ~850 sf w/ 2 Ops. **Price Reduced – Seller Motivated \$250k**

CG-995 VALLEJO: Live, play and practice here where your lifestyle can't be beat! ~2035 sf w/ 7 ops **\$1.175M**

CG-1037 SONOMA COUNTY: Your lifestyle and practice will indeed be the envy of many dentists! ~1310 sf w/4 ops **\$395k**

CN-911 SANTA ROSA: "Quality Care & Patient well-being FIRST". 2250 sf w/4 ops + 1add'l. **\$545k**

DG-862 MID-PENINSULA: Rare gem with up to 7 operatories in the Bay Area! ~2274 sf w/ 6ops + 1 add'l. **\$475k**

DG-936 SUNNYVALE: Hesitate and you may lose out on this opportunity of a lifetime! ~1000 sf w/ 3 ops. **\$495k**

DG-986 CAMPBELL: The ideal opportunity to practice in this community! ~988 sf w/ 3 ops Seller Motivated **\$288k**

DG-1006 MONTEREY AREA: This practice is one which every dentist aspires to! ~3400 sf w/ 8 ops **\$1.395M**

DG-1009 MONTEREY BAY AREA: Amazing fee-for-service practice w/ no contracts! ~1150 sf w/ 4 ops **Price Reduced \$625K**

DG-1014 MONTEREY: Don't miss your opportunity to live and practice in beautiful Monterey! ~1125 sf w/ 4 Ops. **\$875k**

DG-1034 BELMONT: Med Prof Bldg on bustling commercial corridor. ~2000 sf w/ 5 ops **\$425k**

DG-1035 LOS GATOS: Over 40 years Goodwill in this charming community! ~1010 sf w/ 4 ops. **\$790k**

DG-1040 SUNNYVALE: Don't hesitate on this remarkable opportunity! ~3477 sf w/ 6 ops **\$1.085M Real Estate Available**

DN-1003 PLEASANTON Facility: This amazing turn-key facility is an excellent opportunity! 1,000 sf w/ 3ops. **Reduced: \$68k!**

DN-1031 CUPERTINO: This remarkable practice awaits only your talent and skill! 1500sf w 3 ops + 1 add'l. **Reduced \$1.1M**

DN-1032 PLEASANTON Facility: The perfect place to live, practice & raise a family! 1400sf w/4ops. **Includes CTScan! \$185k**

DN-1041 SAN JOSE: This stunning practice is an excellent opportunity for new grads! 1207sf w 2ops + 1 add'l. **\$195k**

NORTHERN CALIFORNIA

EC-1005 YOLO CO: Highly Successful w/ Great Reputation in the Community! 1239 sf w/ 3 fully equipped ops **\$720k**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

NORTHERN CALIFORNIA CONTINUED

EG-910 MIDTOWN SACRAMENTO: A thriving practice does not come along very often! ~1107 sf w/ 2 + 1 add'l. **Reduced \$210k**

EG-965 EL DORADO HILLS VICINITY: The ideal opportunity to practice in this community! ~1100 sf w/ 4 Ops. **\$350k**

EG-968 SACRAMENTO: Desirable, mid-town neighborhood, w/ ample parking in garage! ~1527 sf w/ 5 Ops. **\$550k**

EG-1012 EAST SACRAMENTO: A practice like this one does not come available very often! ~2900 sf w/ 8 ops. **\$2.5M**

EG-1016 LINCOLN: Look no further than this growing community to springboard into your success! ~1800 sf w/ 4 Ops **\$595k**

EN-976 SACRAMENTO: Philosophy to treat patients like family & listen to their needs. 1750sf w/5ops. **\$595k**

EN-985 ROSEVILLE: Practice offers a full spectrum of the highest quality of dental care! 3120sf w/ 6ops + 1 add'l. **\$895K**

EN-1051 SACRAMENTO: Location, Accessibility and Quality Relationships! 1,671sf w/ 5ops. **\$395k**

FC-650 FORT BRAGG: Family-oriented practice. 5 ops in 2000 sf \$350k for the Practice & **\$400k for the Real Estate**

FC-962 HEALDSBURG: Known as 1 of top 10 small cities in the US! Amazing practice w/ 1200 sf & 3 ops. Beautifully landscaped professional plaza **\$180k**

FG-841 ARCATA: Great demographics w/ very little competition! ~1114 sf w/3 ops **Reduced Price: \$200k/ Real Estate Available**

FN-961 EUREKA: Where the quality of life can't be beat! 1400sf w. 4 ops. \$395k/ **Real Estate Available \$395k!**

FN-855 NO. HUMBOLDT: Seller relocating! Long-established, 100% FFS practice! 1600 sf w/ 3ops + 1 add'l. \$190k/ **Real Estate Available**

GN-953 CHICO: Established for 55 years and the seller is passing their goodwill on to you! 1067sf w/ 3ops. **Now Only \$275k!**

GN-924 TEHAMA COUNTY: Don't miss this ideal opportunity! 3000 sf w/ 6 ops. **Practice \$495k / Real Estate \$455k**

GN-988 YUBA CITY: Excellent Merger Opportunity! Location and Lifestyle! 1,600 sf w/ 3 ops. **\$100k**

HG-815 TRUCKEE AREA: Busy, productive practice with 3 days of hygiene! ~1000 sf w/ 3 ops **\$165k/ Real Estate \$437k**

HG-851 SO LAKE TAHOE: Projected Revenue on track to do just under \$700k this year! ~2100 sf w/ 5 ops **\$425k**

HG-983 GRASS VALLEY: Newly remodeled office in highly desirable neighborhood! ~1250 sf w/ 3 ops. **Reduced Price \$195k/Real Estate Available**

HN-618 SIERRA FOOTHILLS: Seller Retiring! Huge opportunity for growth by increasing office hours! 750 sf w/ 2 ops **\$65k**

HN-879 SONORA: Great Cash-Flow for Only 3 Days a Week! 2950 sf w/ 3 ops **Reduced Price: \$265k**

HG-934 GRASS VALLEY: Just imagine living and practicing here! ~1200 sf w/ 3 Ops **\$225k/Real Estate \$190k**

HN-999 CALAVERAS Co. (Facility/Real Estate): 1,500 sf w/ 2 equipped Ops + 1 fully plumbed & 3 partially plumbed. **\$500k**

HN-991 PLACERVILLE: Quality, conservative and compassionate practice! Will consider work back. 1,654 + 473 sf w 5 ops. **\$675k**

CENTRAL VALLEY & SOUTHERN CALIFORNIA

IC-975 MODESTO: Established 33 years. 1,100 sf w/ 3 ops \$225k

IG-881 TURLOCK: Long established has unsurpassed quality care. ~3500 sf w/ 10 Ops (shared). **Reduced: \$295k**

IG-1007 GREATER MODESTO AREA: Combines a quality learning environment with relaxed rural living. ~3000sf w/ 6 ops. **\$645k**

IG-1009 TRACY: This opportunity is waiting for you to sink your roots down and invest your future here! ~1200sf w/ 4 ops. **\$745k**

IN-917 MERCED AREA: Well established practice with a stable, loyal patient base! 1300 sf w/ 3 Ops. **Reduced! \$295k**

JC-811 FRESNO COUNTY: Seller willing to consider Associateship for qualified DDS w. intention to Buy In! Considerable Goodwill in Community! 3,000 sf w/ 6 ops **\$350k**

JC-823 LOS BANOS: Heavy emphasis on hygiene. 1000 sf w/ 3 ops **\$80k**

KL-909 SAN DIEGO: Remarkable Opportunity. Long established in vibrant North Park. 2400 sf w/ 5 ops & 2 Pedo chairs **\$810k**

KG-921 SANTA MARIA: Live and practice in this desirable collegiate coastal community! ~930 sf w/ 3 ops **Seller Motivated \$285k**

SPECIALTY PRACTICES

BC-784 CENTRAL CONTRA COSTA CO Perio: Seasoned Staff. Office runs like well-oiled machine! 3 ops **\$295k**

BG-843 WALNUT CREEK Perio: Priced at 50% of collections! ~1085 sf w/ 4 ops **\$390k**

BG-1024 WALNUT CREEK Prosth: Stellar reputation for providing the highest level of treatment! ~2138 sf w/ 6 ops. **\$750k Real Estate: \$995k**

BN-998 WALNUT CREEK/SAN RAMON AREA Ortho: Looking for your dream Orthodontic practice! 1450 sf w/ 5 Open bays/ Chairs. **\$1.150M**

DC-835 TRI-VALLEY Perio: Collections over \$1.2M. 2,100 sf **\$800k**

GG-940 NORTH OF SACRAMENTO Pedo: Practice is on track to collect more than \$1,000,000 in revenues this year! ~4300 sf w/ 5 ops. **Reduced \$555k**

JG-757 VISALIA Perio: Incredible Giveaway at this price! Collections over \$800k! ~2000 sf w/ 5 ops **Steal at \$150k**



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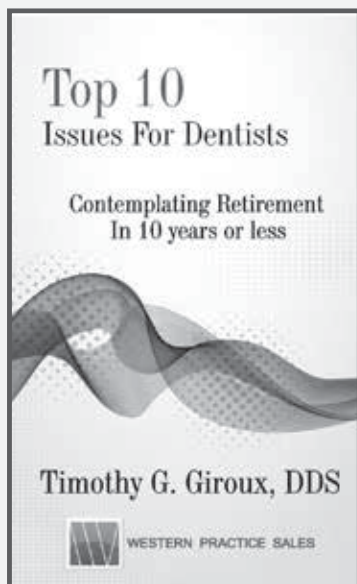
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How do you determine the listing price of my practice?

The single-most important factor in determining the practice sales price is the collection total of the previous calendar year. Lenders and Buyers like to see stability without large variances from year to year. It should be obvious that steady, slight increases in revenues are always better than even the slightest of decreases. Poor performance of one of three years should not affect pricing, unless it is the last calendar year that shows a significant drop. Therefore, try to maintain a stable practice, make sure you finish strong and make all your December deposits for that last year you will be filing!

Practices are priced based heavily on gross receipts. Let's work through some scenarios and options. If you plan to practice 2-3 more years, it is not worth investing extra money in the practice. In this case, I would just advise finishing strong, especially to reflect your last tax return which will be filed. If you plan to practice approximately 5 years, spending large amounts of money for new technology may not necessarily return the investment unless it helps to increase your production. However, this being said, purchasing new equipment may increase your enjoyment of practicing dentistry and therefore be a worthwhile investment.

With 8–10 years remaining to practice, modernizing the practice with the latest and greatest is generally a great idea. Leasehold improvements typically last 5-8 years, so making the investment at this time to spruce up the office will enhance the desirability of the sale. It may also give you greater satisfaction of working in a first-rate environment for the entire duration of the leasehold improvements. **Most importantly, since practice values are based on gross receipts, keep up the good work!**

With factors affecting the current practice market such as a large number of "Baby Boomers" choosing to retire coupled with a lower percentages of Millennials wanting to own dental practices, it is important to make decisions now that will help your practice stand out from the rest when you decide to sell! Call or email us today for a free copy of Dr Giroux's book ***"Top Ten Issues for Dentists Contemplating Retirement in Ten Years or Less"***.

Timothy Giroux, DDS is currently the Owner & Broker at Western Practice Sales and a member of the nationally recognized dental organization, ADS Transitions. You may contact Dr. Giroux at: wps@succeed.net or 800.641.4179

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Periklis Proussaefs DDS, MS is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has received formal training in all forms of sedation since 1997. He has been providing dental care under I.V. (moderate) or oral (minimal) sedation. His seminars focus on patient safety, airway management, monitoring, and handling emergencies. The course involves lecturing, hands-on training on a manikin, and real patient experience.

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Dear Keith,

I am looking at purchasing a commercial property with other dentists where we will each operate our practices. What should I be thinking about with a transaction like this? Dr. M.K.



We are seeing this more and more. Dentists forming almost a quasi-collective of professionals operating out of the same location and facilitating efficient referrals systems. While there are a lot of things to consider in such a transaction here are the most important: (1) how are you going to take title and operate the property – will it be through an LLC or partnership; (2) who is going to be the primary point of contact with professional service providers and more importantly your lender; (3) what kind of transfer restrictions, buy out terms or liquidation clauses will be incorporated; and (4) where are you going to acquire your property --- you know the 3 most important words in business – “location, location, location”. Item 3 is often overlooked but consistently a source of problems. What happens when one partner decides to retire or passes away. Who controls that share of the building? Will it be that dentist's heirs or

a new owner or do the original owners want a protected mechanism to acquire that interest? There is the adage that the only thing certain in life is taxes and death. Well there is third – the co-ownership will end – because death will occur. Make sure you seek competent legal counsel that can help you plan for that inevitability and properly structure your holding entity. Real estate ownership done right can be a significant asset for your retirement portfolio, done wrong it can be a downright disaster. Good luck on your potential purchase.

Keith Dunnagan is the managing shareholder of BPE Law Group, PC, a Sacramento area law firm providing comprehensive legal services statewide to the California dental and business community in the areas of employment, practice transition and planning, business and corporate formation, real estate, estate planning, and contract law. He is a recognized speaker and writer and has been included in the Northern California Superlawyer magazine's Rising Star list (2018) and Superlawyer list (2019) and included in the 2018 list of Top Lawyers of Sacramento. To ask questions you can write to Keith at kbdunnagan@bpelaw.com.



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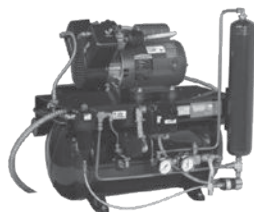
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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. –Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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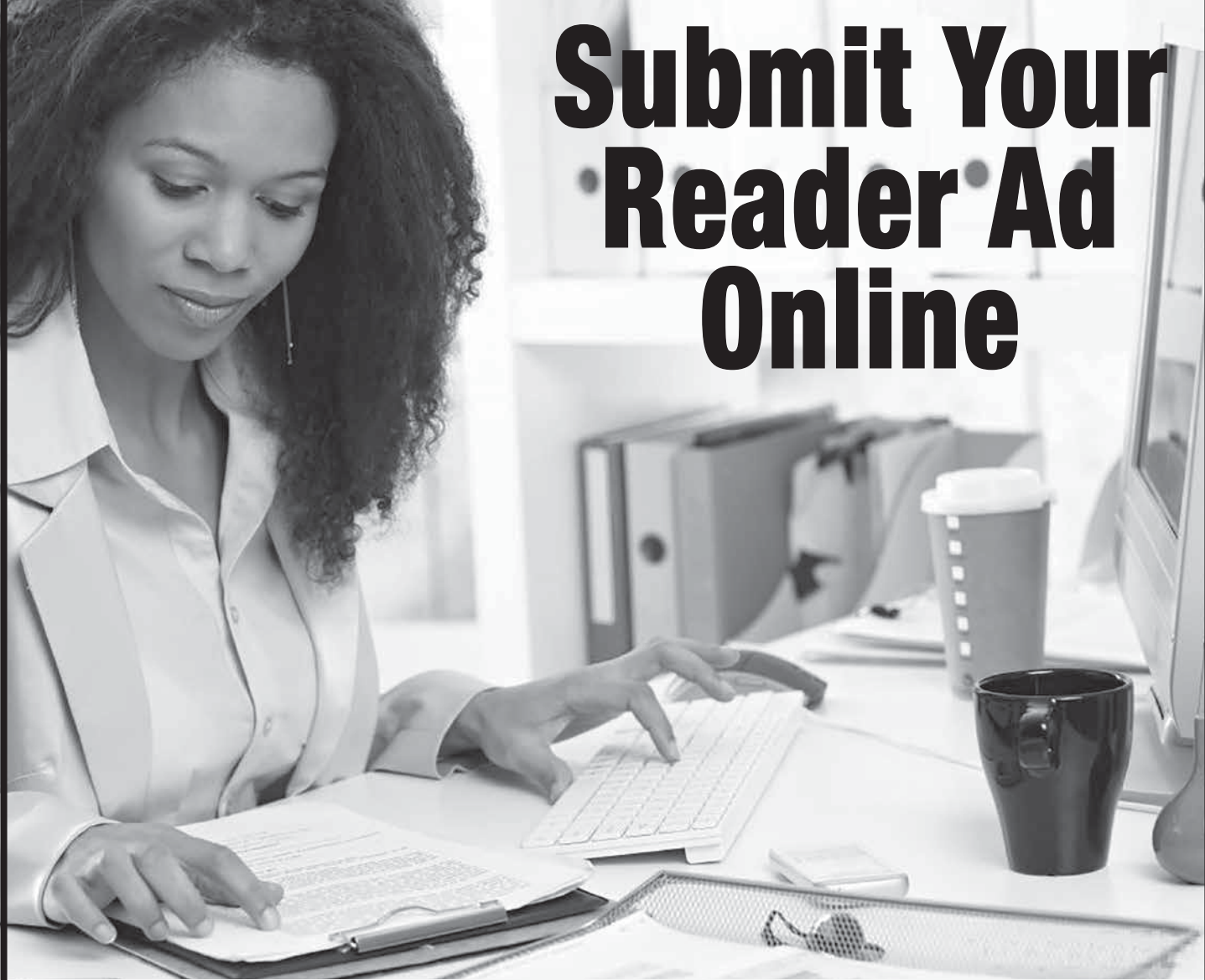
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- 6163 LAKEPORT** Great alternative to practicing in ultra-competitive settings and living in expensive housing markets. Appeal of practicing in Lakeport is ability to step back in time when life was less hectic. Decompress and have more time for yourself. Beautiful 6-op facility and completely networked. 2018 collected \$956,000 with Profits of \$360,000. 2019 trending \$1.1+ Million in collections. Building optional purchase. Full Price \$295,000.
- 6162 REDDING** Great alternative to practicing in uber-competitive and expensive housing markets. Strong foundation evidenced by 1,500+ patients, 8-day Hygiene Schedule. Charges in 2018 totaled \$709,800 - down from 2017 which realized \$779,000. Owner now chooses to work less and takes 9-weeks off. "Bread & butter" with all specialty work referred. Roll-up sleeves and do \$1+ Million if you wish. Seller previously owned a very busy Group Practice in Orange County beach community. Comparing both, he prefers his Redding practice. 2,000 sq.ft. suite leases for \$2,296/month and enjoys river views. Full Price \$175,000.
- 6159 WOODLAND** 3-day practice perfect for first practice, or acquisition by nearby DDS as can be relocated. Collections in 2018 totaled \$518,000. 3-days of Hygiene. 4-ops in well-designed office. Quality patients.
- 6158 FORTUNA** Relaxed lifestyle in Humboldt County's Banana Belt. Adjacent to Ferndale. Perfect for Dentist seeking small town living. 2018 Collected \$395,000 with \$156,000 in Profits. 6-weeks off. Lots of work referred. Full Price \$75,000.
- 6157 SACRAMENTO'S ELK GROVE AREA** 2018 collected \$909,000 on Owner's 3-day week. Succession plan increase to 4-days as practice is rich in patients. 25+ new patients per month. 5-ops, digital Pan, strong Recall, great staff.
- 6152 SAN RAFAEL** Across from Marin Academy. 2018 collected \$520,000. Stand-alone building optional purchase. Nearby DDS who desires their own building should voluntarily integrate their practice here and have instant \$1+ Million practice in superior location.
- 6150 HAYWARD** Strong Dental DNA. Well designed 5-op office. Digital radiography and computerized. 2019 trending \$850,000+. 5-days of hygiene. Seller available to provide long-term transition assistance.
- 6147 SAN FRANCISCO BAY AREA - "OUT-OF-NETWORK"** 2018 collected \$2.2 Million. Hygiene and collections \$1+ Million. \$700,000+ in profits. Seller available for long transition.



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Today's Changing Private Practice Marketplace

We are witnessing profound changes in our California dental marketplace. Where we are today is the result of trends occurring for quite some time. Today's marriages / partnerships consist of two wage earners. Delta is phasing out Premier providers. Dental Service Organizations are carving out a larger slice of the dental pie. There are more females entering the marketplace than there are males. Many of today's dentists do not feel the need or desire to go into private practice.

It is important to understand that your profession is unique from any other field of physical medicine as it is built upon long-lasting and trusting relationships. Patients' needs must be fulfilled. They need to feel connected with their dentist. They need to know their best interests are their dentist's main concern. They need to know they have their dentist's focused attention while in the chair. They need to feel relaxed and comfortable in their dental environment. They need to know their dentist is technically competent. They need to believe their dentist truly cares. They expect good customer service. And they want to feel connected to their dentist's practice. These patients travel considerable distances to see their dentist when they move away. This patient centric does not score well in DSO offices.

Dentists who have taken their practices out-of-network and witness some patients drift away, later witness many of these

patients asking to be re-admitted after discovering that "other" practice is not serving their needs.

California is full of discerning consumers who understand they are making long-term investments in their mouths and are willing to pay for quality and long-lasting procedures. But they demand the right patient centric!

Couple this with dentists who do want to own their practices as they have absolutely no interest in being someone's hired hands. Dentists who have no intention on being boxed into repetitive clinical roles. Dentists who do not want their clinical judgment and ethics compromised. And dentists who fiercely aspire to practice under their own terms.

The future of Private Practice in California is extremely exciting. Realizing that there shall be fewer private practices as we move forward, there are tremendous opportunities for our Next Generation of Private Practitioners. Those who choose private practice shall realize a far higher level of satisfaction as they shall be incentivized to expand their clinical skills. Compare this to dentists who choose a corporate setting. They are supervised and expected to continually perform the same repetitive procedures. Such dentists are a hired set of hands on an assembly line who can be easily replaced!

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