

THE Dental Trader

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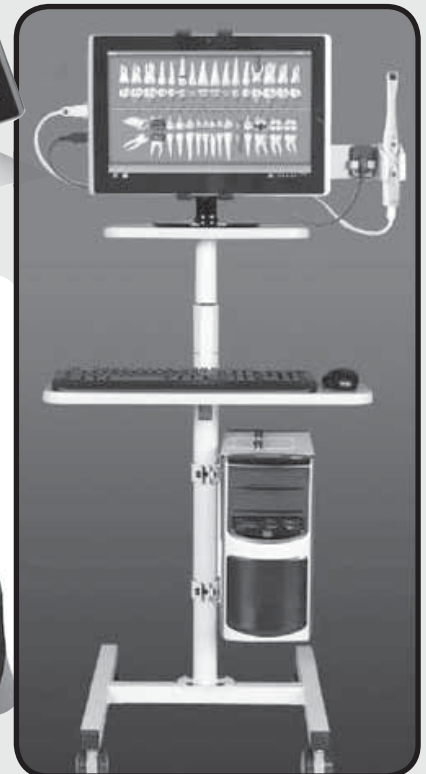
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WOOD AND DELGADO

January 27th, 2015Los Angeles Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Los Angeles, California

March 19th-21st, 2015Western Regional Dental Convention
"DENTAL PRACTICE OWNERSHIP:

FROM START TO FINISH"

"DEAL OF THE YEAR: \$6K OF ADVICE FOR
THE PRICE OF ADMISSION"**Patrick J. Wood & Jason P. Wood**

Scottsdale, Arizona

April 8th, 2015Bank of America
"DISCUSSION ON THE FUTURE OF PRACTICE
TRANSITIONS"**Jason P. Wood**

Columbus, Ohio

April 30th-May 2ndCalifornia Dental Association – South
Anaheim, CaliforniaJuly 2nd, 2015University of Southern California-Ostrow
School of Dentistry
"ASSOCIATESHIPS AND CORPORATE DENTISTRY"**Patrick J. Wood**Los Angeles, California
USC CampusJuly 10th, 2015Santa Barbara-Ventura County Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Oxnard, California

July 26th, 2015Punjabi Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Montebello, California

Looking forward to another year of helping and protecting the dental community

A LOOK BACK AT OUR 2015 EVENTS

August 20th-22nd, 2015California Dental Association – North
"NEW ECONOMICS OF DENTISTRY"**Jason P. Wood**

San Francisco, California

October 2nd, 2015Santa Barbara-Ventura County Dental Society
"CALIFORNIA DENTAL PRACTICE ACT"**Jason P. Wood**

Thousand Oaks, California

October 8th, 2015Fresno Madera Dental Foundation
"STUDY GROUP" – "RISK MANAGEMENT AND
AVOIDING MALPRACTICE CLAIMS"**Patrick J. Wood & Jason P. Wood**

Fresno, California

November 5th-10th, 2015American Dental Association
Washington DCNovember 11th-14th, 2015

Practice Valuation Study Group

Patrick J. Wood & Jason P. Wood

Nashville, Tennessee

November 12th, 2015University of Denver Dental School
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."**Jason P. Wood**

Denver, Colorado

December 6th, 2015MediDent College Seminars
"WHAT THEY DIDN'T TEACH YOU IN DENTAL
SCHOOL: THE GOOD, THE BAD & THE UGLY"**Patrick J. Wood**

Anaheim, California

**Book a Transition Course
and we will provide a 2 hour
California Dental Practice Act
course for your society FREE!**

October 9th, 2015Fresno-Madera Dental Foundation
"HOW TO GROW, MANAGE, & SELL YOUR
DENTAL PRACTICE"
"ASSOCIATESHIPS, PARTNERSHIPS,
ACQUISITIONS, OH MY..."**Jason P. Wood**

Fresno, California

October 30th, 2015Annual Dental Transition Seminar
"PASSPORT TO YOUR DENTAL TRANSITION
DESTINATION"**Patrick J. Wood**

Irvine, California



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For Sale SOREDEX Digora Optime Dental X-Ray Machine. 760-434-5066 San Diego.

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Happy New Year!



Paul Maimone Broker/Owner
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KERN COUNTY

BAKERSFIELD #29 - PRICE REDUCTION! (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated.

BAKERSFIELD #31 - (4) op computerized G.P. & free standing Duplex Building for sale with excellent signage & visibility. (3) ops eqt'd (4th) plumbed. Cash/Ins/PPO pt base. No HMO & no Denti-Cal. (46) years of Goodwill. Annual Gross Collections approx \$350K. Office does no advertising. Refers out all Ortho, Perio Surgery, Implant Placement, complicated Endo, & complicated O.S. **See Inside Back Cover of this Issue for More Details!** **NEW**

So. KERN COUNTY - PRICE REDUCTION! (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Once did \$1M+ in collections full time! Can do again! Seller moving and motivated!

LOS ANGELES COUNTY

ARCADIA - (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.

MONTEBELLO - (4) op comput. G.P. (2) ops eqt'd. Located in a large busy shopping center w excell. exposure/visibility/signage & parking. Annual Gross Collect \$200K on a (2.5) day/wk p.t. schedule. Cash/Ins/PPO pt base w no HMO's or Denti-Cal. Office receives many walk-in patients. Very low overhead. Seller does no advertising. Seller is retiring but will assist w a Transition. **NEW**

MONTEREY PARK - PRICE REDUCTION! (6) op fully equipped computerized G.P. Located in a store front on a main thoroughfare with exposure, visibility & signage. Digital x-rays. Annual Gross Collections \$250K+ on a part time schedule. Cash/Ins/PPO pts. Seller is retiring but will assist with the transition.

SAN FERNANDO VALLEY - (8) Op fully equipped computerized G.P. with central nitrous. Located in a multi story high rise professional building on a main thoroughfare. Cash/Ins/PPO/HMO Patient Base with approx. \$7K/mos Cap Cks. Dentrax (G5), Digital X-Rays & CT Scan. 2014 Gross Collections of \$1.33M+. 2015 Projected Gross Collections of \$1.4M. Open (5) days/week with no nights & no weekends. Averaging 50+ new patients/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **NEW**

SHERMAN OAKS #4 - PRICE REDUCTION! (3) op comput G.P. located in a well known medical/professional building on a main thoroughfare. Cash & Ins only patient base. Annual Gross Collect of approx. \$160K on a (3) day week. Great starter, satellite or buy and combine.

ORANGE COUNTY

SANTA ANA - Absentee owned (6) op fully equipped G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO patient base with no HMO and no Denti-Cal. Computerized and Pano equipped. 2014 Gross Collections of \$549K+ on a (3 1/2) to (4) day Associate run week. **PRICE REDUCTION!**

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

TUSTIN - (4) op TURNKEY OFFICE with some included charts. (Charts included, but not guaranteed). (3) ops eqt'd/4th plumbed. Office located in a busy shopping center, on a main thoroughfare, with exposure/visibility/signage and ample free parking. Newer high end buildout with new tile flooring. Italian leather dental chairs, digital x-rays, networked, fully instrumented, etc. Computers and Dental s/w also included in the sale. **SOLD**

RIVERSIDE COUNTY

MURRIETA - (5) op comput. G.P. (4) ops eqt'd/(1) add. plumb. Located in a smaller prof. bldg. in a condo which is also available. Cash/Ins/PPO pts. No HMO & no Denti-Cal. 2015 Gross Collect. approx. \$400K. Seller is giving up private practice for a Govt. position. Motivated! **NEW**

SANTA BARBARA COUNTY

CENTRAL COAST/WINE COUNTRY - (3) op comput G.P. & 1,900 sq ft free standing bldg. for sale. Bldg. houses the dental office and a residential unit. Live in unit or rent it out! "Fee for Service" Practice. No HMO, PPO, or Denti-Cal. 2015 Projected Gross Collect \$280K part time. Growth potential. Seller refers all specialities and does little advertising. Seller retiring but will assist with Transition. **NEW**

SAN BERNARDINO COUNTY

RANCHO CUCAMONGA - (4) op comput. G.P. located in a large shopping ctr with excellent exposure/visibility/signage & ample free parking. Modern equipment and digital x-rays. Gross Collect \$586K in last (12) mos. Cash/Ins/PPO/Denti-Cal pts. Low overhead office. Excellent growth potential. Refers diff. Endo & most surgeries. **SOLD**

SAN DIEGO COUNTY

Room for Your San Diego County Practice Listing.

SAN LUIS OBISPO COUNTY

GROVER BEACH - TURNKEY OFFICE. (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrax s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. Will go quickly. **NEW**

VENTURA COUNTY

CAMARILLO - (3) op comput. G.P. (2) ops eqt'd/(3rd) plumb. Located in a large strip ctr. with signage & ample free parking. Older eqt. 2015 Gross Collect projected @ \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring. **NEW**

OXNARD - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrax s/w & digital x-rays. 2014 Gross Collect \$264K+ on a (3) day week. Cash/Ins/PPO/HMO/Denti-Cal pts. Seller refers diff. Endo & O.S., all Perio & Ortho. and does no advertising. Seller taking non profit position. **NEW**

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt. Midmark cabinets, Dentrax s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **NEW**

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"Thank you for a fantastic job you did in helping me handle my practice transition, especially on such short notice. You were very professional, extremely timely and helped me achieve ownership of an incredible practice. I would highly recommend you to any dentist who needs legal counsel as someone who helps get the job done in a seamless manner. Although we did not even meet face to face, it was a pleasure to work with you."

David Buchan, DDS, San Clemente, CA

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Wanted: Dr. looking to rent space to see patients/build a practice. GP office in Hayward available immediately. Contact heritagedentalx2@gmail.com.

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SAN FRANCISCO BAY AREA PERIO PRACTICE Phenomenal "business model". 2015 trending \$1.3 Million on part-time schedule by choice. Profits shall top \$700,000. This is a "once-in-a-career" opportunity. For further information, contact Ray Irving at 415-899-8580, Ray@PPSsellsDDS.com or www.PPSsellsDDS.com.

PRACTICE FOR SALE NEW!! GP in VISTA along VERY busy street. 4 Ops (3 equipped) in 1400 sq.ft. DIGITAL & PAPERLESS. Panorex. Insurance and Cash. SDPS: 760-599-7828.

SAN FERNANDO VALLEY (8) Op fully eqt'd comput G.P. w central nitrous for sale. Located in a multi story high rise prof. bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pt base with approx. \$7K+/mos Cap Ck. Dentrax, Digital X-Rays, & Digital CT Scan. 2015 Gross Collect approx. \$1.4M. Open (5) days/week w no nights & no weekends. Averaging 50+ new pts/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo and some Perio surgery. D&M Practice Sales 818.591.1401.

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LA MESA – JUST LISTED!! GENERAL Practice and BUILDING located on Busy thoroughfare. 5 equipped Ops (plus 1 plumbed) in approx. 2700 sq. ft. Digital X-Rays and 1 year old Digital Pan.

NATIONAL CITY – JUST LISTED!! GENERAL Practice with 3 Ops with 4 year old equipment. Approx 1163 sq. ft. Situated along busy street in business/residential area.

RANCHO MIRAGE – Doctor retiring from estab. GENERAL Practice situated in Busy, Upscale retail center. 4 Ops in 1500 sq. ft. Pan-Ceph. Owner refers out LOTS of dental care!

OCEANSIDE – Equipment and Leasehold Improvements. 3 ADEC Ops (1 more plumbed) in 1375 sq. ft. Introral Cameras, Panoramic, Digital X-Ray, Rotary Endo, and more. Owner leaving country. VERY low price for quick sale!!

MIRA MESA – 20+ year GENERAL Practice has 4 Ops in approx. 1300 sq. ft. Situated on corner of busy intersection. Primarily PPO.

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PRACTICE FOR SALE RANCHO MIRAGE. Estab GP in Busy, Upscale retail center. 4 Ops in 1500 sq.ft. LOTS referred Out!! SDPS: 769-599-7828.

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CENTRAL COAST/WINE COUNTRY (3) op comput G.P. & 1,900 sq ft free stand. bldg. for sale. Be your own Landlord! Bldg. houses dental office & a residential unit. Live in unit or rent it out! Fee for Service pts. 2015 Gross Collect approx. \$280K p.t. Growth potential. Seller refers all specialties & does little advertising. Seller retiring but will assist with Transition. D&M Practice Sales 818.591.1401.

TURLOCK Practice in the heart of the Central Valley! 2,000 sf w/ 5ops + 1 add'l. \$425k (IN-506) WPS/800-641-4179.

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NORTH OF SACRAMENTO General Practice & condo. 2500 sq. ft., 5 Ops, Dexis Digital X-ray, Pano, Laser, Dentrrix. 2014 GR \$673K. HSPPT-Thomas Wagner 916-812-3255-#CA305.



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Dental Practice for Sale Los Angeles County, CA

Gardena - Busy Intersections

- Strip mall nearby anchor stores.
- High Traffic. Great Visibility.
- 4 Operatories, ~2,100 sq.ft.

Hawthorne - New Listing!

- GP located on Shopping Plaza on major intersection.
- 2 Eq. Ops + 4 plumbed, ~1,800 sf

Long Beach - Busy retail center

- Perfect location for a Starter Practice. Major anchored stores.
- Affordable Rent. ~1,000 sq.ft.
- 3 Eq. Ops + 1 add't plumbed

Long Beach - 20 Yrs of Goodwill

- 5 Operatories, ~1,300 sq.ft.
- Mixed Income & Stable Pt Base

Los Angeles - Gross ~\$400K

- Highly Visible from busy streets.
- Affordable Rent! Cash/PPO
- 3 Eq. Ops plus 2 add't chairs.

Los Angeles - Gross ~\$356K

- Well Known Medical Building Close to Retail/Shopping Center
- 4 Operatories, ~ 1,397 sq.ft.

Santa Monica - Gross ~\$300K

- Seller Retiring. Highly Visible
- 4 Equipped Ops, ~ 1,397 sq.ft.

South Gate - Gross ~\$150K

- Seller Retiring. Shopping Ctr.
- Major anchored stores.
- 4 Equipped Ops, ~1,200 sq.ft.

Torrance - Gross ~\$330K

- Digital Office located in Shopping Plaza on Main Street.
- Close to Palos Verdes border.
- PPO/FFS. No HMO. No Dential
- 2 Eq. Ops + 1 plumbed, ~1,100 sf

Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- Projected Gross 2015 ~\$870K
- State of the Art Practice
- Increasing Revenue, Cash/PPO
- 6 Operatories, ~2,200 sq.ft.

Dental Practice for Sale San Diego County, CA

La Jolla - Gross ~\$350K

- Retail Center, digital office.
- Mostly PPO, 2 Equipped Ops.

Dental Practice for Sale Orange County, California

Laguna Hills - Beautiful Office

- Projected Gross 2015 ~\$400K.
- Increasing Revenue. Cash/PPO.
- Busy Retail Shopping Center.
- 4 Eq. Ops, Approx. 1,750 sq.ft.

Mission Viejo -Gross ~\$1.2 Mil

- Large Shopping Center
- Mostly PPO/Stable Pt Base
- 7 Operatories, ~2,700 sq.ft.

San Juan Capistrano- Modern!

- Prime Location! Shopping Ctr.
- Beautiful, Starter Office.
- 3 Equipped Ops, ~1,100 sq.ft.

Santa Ana - LOW RENT!

- Highly Visible Corner Office.
- Busy Street. 3 Ops, 1,100 sq.ft.

Santa Ana - Gross ~\$345K

- Main Street, Downtown
- Mostly Dential, ~2,392 sq.ft.
- 5 Eq Ops + 2 Add't Plumbed

Dental Practice for Sale Riverside County, CA

Moreno Valley - Gross ~\$235K

- Stand Alone Building & Dental Practice for Sale
- High Visibility on Busy Street
- 4 Eq. Ops + 5 Add't Plumbed
- 2,500 sq.ft., 9-10 Parking Space

Dental Practice for Sale San Bernardino County, CA

Ontario - Seller Retiring!

- Starter Practice on busy main street. Good visibility. Low Rent!
- 3 Equipped Ops, ~1,100 sq. ft.

San Bernardino - Starter Practice

- Asking \$25K or Best Offer!
- 1063 North D Street San Bernardino, CA 92410
- Private parking in the back.
- 2-3 Equipped Ops / 4 Plumbed
- Low Rent! Approx. 1,163 sq.ft.
- No Patient Base.

Buy Two Practices Together Dental Practices for Sale in Rialto & Rancho Cucamonga

- Practices Gross ~\$906K
- Both Dental Practices are in Large Retail Centers.
- Rialto: ~3,500 sq.ft. 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops.
- Don't Miss This Opportunity!

Dental Practice for Sale Northern California

Concord - Gross ~\$125K Practice & Real Estate Available

- Freestanding building
- Mostly Cash/PPO. Good visibility.
- 2 Ops + 2 Plumbed, 1,500 sf

Dublin - Gross ~\$785K

- Prime location. Shopping Center
- Mostly PPO/Cash Patients
- 5 Operatories, ~1,800 sq.ft.

Fremont - Gross ~\$485K

- Busy main streets, ~2,000 sf.
- 4 Eq. Ops + 3 add't plumbed.

Gilroy - Gross ~\$243K

- Large shopping center.
- 3 Eq. Ops + 2 add't plumbed.

Hayward - Gross ~\$438K

- Located in shopping center.
- Mostly Cash/PPO, ~1,800 sf
- 4 Eq Ops + 1 Add't Plumbed

King City - Gross ~\$650K.

- Large retail shopping center.
- Over 10 Years of Goodwill
- 5 Eq Ops, ~ 1,375 sq.ft.

Modesto - Gross ~\$830K

- GP located in strip mall.
- Cash/PPO, ~ 3,200 sq. ft.
- 7 Eq Ops + 1 Add'l plumbed

Salinas - Gross ~\$270K

- Shopping center. Cash/PPO.
- 3 Eq. Ops + 2 add't plumbed.
- Very little competition around.

San Jose - Great Location

- Strip Mall. Busy Street.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

Dental Practice for Sale Fresno County, California

- Coalinga - Freestanding Building
- Gross ~\$589K on 3-4 days/wk.
- Located on busy main street
- Excellent Visibility. Paperless.
- 3 Equipped Ops, ~1,200 sq.ft.

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Legal Tip: Sellers Does your non-competition agreement waive bond for injunctive relief? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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PRACTICE FOR SALE MIRA MESA. 20+ yr GP, 4 Ops. in 1300 sq.ft. PPO: SDPS: 760-599-7828.

MURRIETA (5) op comput. G.P. for sale. (4) ops eqt'd/(1) additional plumbed. Located in a smaller prof. bldg. in a condo which is also available. Cash/Ins/PPO pts. No HMO & no Denti-Cal. (14+) years of Goodwill. 2015 Gross Collections approx. \$400K. Seller is giving up private practice for a Govt. position. Motivated! D&M Practice Sales 818.591.1401.

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MONTEBELLO (4) op comput. G.P. for sale. (2) ops eqt'd. Located in a large busy shop. ctr with excellent exposure/visibility & parking. Annual Gross Collections \$200K on a (2.5) day/wk p.t. schedule. Cash/Ins/PPO pt base with no HMO's & no Denti-Cal. Office receives many walk-in. Very low overhead. Seller does no advertising. Seller retiring. D&M Practice Sales 818.591.1401.

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Dr. P Tran, Burbank, Ca

Dr. Chester Jeng represented me in my last two dental office purchases. Very professional and helpful. He is my go to lawyer for my legal needs.

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Ms. Sandy Pardue



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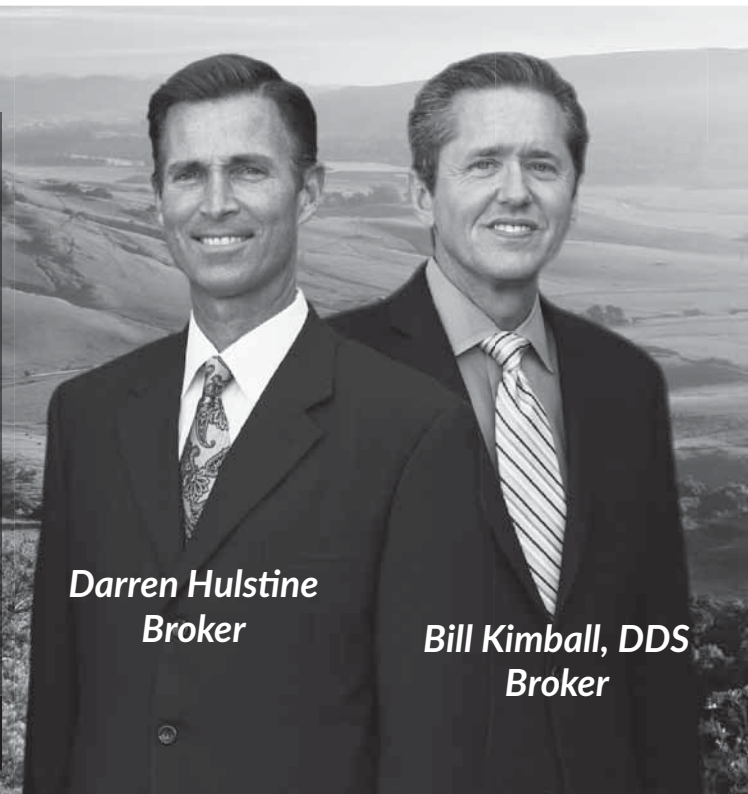
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PINOLE Endodontic Practice.- 4 Ops w/Digital X-ray, Microscopes, PBS Endo software. 2014 GR \$672K. HSPPT-Jim Engel 925-330-2207-#CA284.

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NORTHERN CALIFORNIA

BENICIA - General Dentistry - Practice and Building for sale of this well-established office in the beautiful waterside community of Benicia, our first State Capitol. 2014 GR of \$555,000 on 4 1/2 day week with 4 equipped treatment rooms in approx. 1545 sq. ft. Practice utilizes Open Dental software, Digital X-Ray, Digital Pan and Laser. Approx. 1300 active patients with 7-8 new patients per month. Owners are retiring from private practice and will help buyer with a smooth transition. #CA298 Jim Engel - 925-330-2207.

CALAVERAS COUNTY - General Dentistry - After 40 years practicing in this historic gold mining town and 26 years in its present location, the doctor is retiring. There are four operatories in 1,752 sq. ft. Practice features Dexis Digital X-Rays, Eaglesoft, Cerec unit and Pano. Average collections for the last 3 years has been \$450,000 / yr. #CA294-Dennis Hoover - 209-605-9039.

CASTRO VALLEY - General Dentistry - Practice & Building for sale. Approx. 1,800 sq. ft. with 3 fully equipped operatories, one additional plumbed but not equipped. 2014 **SOLD** Receipts of \$373,000 on four day work week, three days of Hygiene. Stand-alone building on major freeway exit near shopping, restaurants, and other businesses. Owner is retiring after 38 years of practicing in this great community. #CA251 Jim Engel - 925-330-2207.

FOLSOM - General Dentistry - Located in well-designed, 2,420 sq. ft. office with 5 Ops, Shick Digital X-rays, Pano (not digital), 8 days hygiene/wk, and Carestream/Softdent software. #CA235-Thomas Wagner - 916-812-3255.

FOLSOM - FACILITY ONLY - Start your own practice or satellite office! PRICE REDUCED to \$118,000!! Great opportunity to start a practice in a well-designed, modern, fully equipped, 1,200 sq. ft. dental office with 3 Ops, digital x-rays (one sensor), digital pan, computers & monitors in all ops, high & low speed handpieces, cavitrons, a Statim 5000, and all instruments needed for the practice of General Dentistry. Dansereau vacuum pump, and a 2.5 hp compressor (purchased in Feb of 2014). Owner is relocating to a nearby office and is combining practices. Please call for additional information including a complete equipment list. #CA209-Thomas Wagner - 916-812-3255.

GREATER PITTSBURG AREA - PRICE REDUCED by \$122,000 - General Dentistry. Est. for over 35 years, owner retiring. 7 Ops in 2,324 sq. ft. with Dental **SOLD** software, Intra-Oral camera, Pano, and Digital X-rays. 2014 Gross Receipts of \$848K with overhead under 70%. Building to be sold with Practice. #CA108 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/LOOMIS - General Dentistry- Beautiful, vaulted ceiling 1,500 sq. ft. facility with 5 Ops (4 equipped). Fully digital, Dentrix G5, radiography with Dexis sensors and Optime plates systems. Well-equipped and highly-maintained office. **SOLD** Greatly organized business. Have it all, live and work in a phenomenal family-oriented community. Seller refers out molar endo, ortho, O.S., and perio. Gross Receipts in 2014 was \$469K. Seller is retiring. #CA239 Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist - separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Northern Sacramento Area practice, located in same location for 15 **SOLD** years. 6 Ops in approx. 2,100 sq. ft. with Dentrix software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M. #CA237- Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. **SOLD** Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

LIVERMORE - General Dentistry - Practice & Building sold together: Beautiful, Professionally designed office in the center of this Wine Country community. 4 completely equipped treatment rooms in approx. 1100 sq. ft. Digital Pan, Digital X-Ray and Laser. Office utilizes Dentrix software and digital sensors with 6 computer workstations. 2014 GR of \$740,000 with adjusted net over 46% and growing in 2015. Owner is retiring from private practice and will help buyer through a smooth transition. #CA300 Jim Engel - 925-330-2207.

MARIN COUNTY - This Central Marin Village office offers approx. 1250 sq. ft. with 3 fully equipped treatment rooms. This downtown shopping area location has housed a dental practice for over 70 years, 38 with the present owner. Fee for service 2014 GR of \$370,000 and on pace for same in 2015. Seller owns the building and will offer buyer a favorable lease and help with a smooth transition. Owner is retiring from private practice. #CA302 Jim Engel - 925-330-2207.

MARIN COUNTY - General Dentistry- This rare Mill Valley charmer boasts 2013 Gross Receipts of \$502K on 3 doctor days per week. Established for over 10 years utilizing Dentrix software, Digital X-ray, and Intra-Oral Camera. 3 equipped Ops and 1 additional plumbed in 1,260 sq. ft. Great location on a busy thoroughfare near shopping, schools, and senior retirement center. Owner has another practice outside the area so this is priced to sell in this idyllic family setting. #CA224-Jim Engel - 925-330-2207.

MARIN COUNTY - General Dentistry- This great location in Central Marin boasts great views of Corte Madera Creek from each of its three treatment rooms. 2014 Gross Revenues of \$315,000 are down for its historical past, but priced right for an energetic buyer ready to follow this well-known esthetic master. Eaglesoft Software, Schick Digital Sensors and Paperless Charts. Average age of Equipment is 10 years. Owner is retiring after 36 years of private practice and will help buyer with the transition. #CA286-Jim Engel - 925-330-2207.

MILLBRAE - General Dentistry- Beautiful, professionally designed office boasting 5 fully equipped treatment rooms in approx. 1500 sq. ft. 2014 Gross Revenue of \$670,000 with Eaglesoft PMS, Digital Pan, Digital X-Ray and state of the art equipment. Office fronts busiest street on the Peninsula and offers great exposure for continued growth. Near BART, Cal Train and 10 minutes to SFO. Owner retiring to pursue other interests. #CA262-Jim Engel - 925-330-2207.

NORTH COAST - Endodontic Practice - Humboldt County: Well-established, high performing practice boasts 6 Ops (5 equipped) in 3,300 sq. ft. with Digital X-ray, Microscopes, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

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NORTH EAST OF SACRAMENTO – General Practice: 2,500 sq. ft. office with 7 Ops in seller-owned professional condo. Equipped with intraoral, digital x-ray, and Eaglesoft software. Practice has been in this location for almost 40 years, 2014 GR of \$1.5M. Seller retiring. #CA268-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO – General Practice: 1,750 sq. ft. leased office in a larger professional office complex with 4 operatories. Intraoral Camera, Digital X-ray, Imaging System, Pano, Laser, CAD-CAM, and Dentrix software. 2014 GR of \$1M on 4 day week. Practice has been established at current location for over 20 years. #CA260-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO – General Practice: 1,800 sq. ft. office with 4 operatories, Eaglesoft software, laser. Practice established for over 40 years, 20+ at current location. 2014 GR \$289K. #CA307-Thomas Wagner - 916-812-3255.

NORTH OF SACRAMENTO – General Practice: Practice located in highly-desirable location, office has 1,324 sq. ft. with 4 Ops. Owner worked 39 weeks in 2014. Dentrix software, pano, 5 days of hygiene per week. Owner retiring #CA267-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Periodontal Partnership Opportunity: One of two partners is retiring from a long-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, and Dentrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

NORTHERN CALIFORNIA – Endodontic Practice: Well-est. satellite endodontic practice with 3 ops (1 additional plumbed) in 1,200 sq. ft. Two microscopes, Digital. 2014 Gross Receipts \$280K+. #CA158-Thomas Wagner - 916-812-3255.

NORTH SACRAMENTO – General Practice: This PPO practice is in a leased space with less than 1,000 sq. ft. and three operatories. Practice features 2 days of hygiene, digital x-rays, & Easy Dental software. #CA266-Thomas Wagner - 916-812-3255.

NORTH SACRAMENTO – General Practice: Practice & Condominium for sale: 2500 sq. ft. office with 5 operatories, equipped with Dexis Digital X-ray, Pano, Laser, Dentrix software. Practice established for over 20 years, brand new computers, 10+ new patients per month. 2014 GR \$673K. #CA305-Thomas Wagner - 916-812-3255.

OAKLAND – General Dentistry- Downtown Oakland Historic Building boasts partial views of Lake Merit. Approx. 1500 sq. ft. with 4 completely furnished treatment rooms, Dentrix Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2014 GR of \$869,000 with adjusted net over \$370,000 on 5 day week. PPO/HMO/FFS patients with continued growth over 20% in 2015. Owner is downsizing. #CA293-Jim Engel - 925-330-2207.

OROVILLE – General Practice. This 1000 sq. ft office was completely remodeled in 2010. It features Dentrix and Dexis software with 9 computer stations, Digital Pan and X-rays, Laser, and Intraoral Camera. 2014 gross was \$512K with 3 days of hygiene. Owner is retiring after 36 years in Oroville. #CA287-Dennis Hoover - 209-605-9039.

OROVILLE – General Practice. This 3 op office is ideal for a satellite or startup practice. Most of the equipment is less than 5 years old and the office is looks new having been recently remodeled. Owner is retiring after 30 years in Oroville and 16 years in this location. #CA288-Dennis Hoover - 209-605-9039.

OAKLAND - General Dentistry: Piedmont District – Well-established downtown charmer w/ Gross Receipts of \$453K. 3 treatment rooms in shared office totaling 1,600 sq. ft.. Off-street parking w/5 days of hygiene, 8 new patients per month. Owner retiring after 27 years at this location. #CA217 Jim Engel - 925-330-2207.

PITTSBURG – General Dentistry- Well-est. practice on city's busiest thoroughfare. 3 year avg. Gross Receipts of \$236K w/60% overhead. 5 ops in 1,400 sq. ft. with Pano, Fiber Optics. 12 NP/ mo. and very favorable rent. Avg. age of equip. is 15 years. Owner is retiring. #CA133- Jim Engel - 925-330-2207.

PINOLE – Endodontic Practice - This professionally designed Endo office has served the community for over 36 years. Gross Revenue of \$672K, with adjusted net over \$300K on 4 days per week. 4 completely furnished treatment rooms with PBS Endo Software, Digital X-Ray and Microscopes and packaged tastefully in approx. 1200 sq. ft. Average age of the equipment is 10 years with other new items. Owner is retiring but will help buyer with introductions to all key referrals. Office space ownership is also available. #CA284-Jim Engel - 925-330-2207.

PLEASANTON – Facility Only Sale: Former Endo office but also perfect for a GP startup in this high-demand neighborhood. 2 fully equipped Ops, Computers Microscope, 3rd Op plumbed and partially equipped. 975 sq. ft. in a Professional Complex with Perio, Ortho, and GPs. Below market rent and ready to move in. Call for photos and more details on this great location with almost new equipment! #CA195-Jim Engel - 925-330-2207.

SACRAMENTO – General Practice: 3 equipped ops (1 additional plumbed) in 1,320 office equipped with Carestream software, Dexis Digital X-ray, Intraoral, Imaging System. Practice established 15+ years, 4 days hygiene per week, 2014 GR \$434K. #CA296-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,400 sq. ft. practice in stand-alone professional building with 7 equipped Ops, 1 additional plumbed. Equipped with Digital-Doc Intra-Oral, Schick Digital X-ray, Imaging system, patient education software, Pano, Softdent software with equipment updated within the last 2 years and new flooring installed throughout. 2014 Gross Receipts were \$626K+. Owner retiring. #CA250-Thomas Wagner - 916-812-3255.


SACRAMENTO – General Dentistry Practice and Condominium. 1,300 sq. ft. office in professional building with Pano, Eaglesoft software and fiber optics. 2014 GR of \$650K. Owner retiring. #CA261-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: Leased 1,684 sq. ft. open concept pediatric office in a professional building with 6 equipped stations and 2 additional plumbed. Averaging 16 new patients per month, \$590K GR in 2014. Seller retiring. #CA269-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 2,500 sq. ft. office w/6 equipped ops, 1 additional plumbed. Dentrix software, Digital X-ray, Intra-oral, Pano. 2014 GR \$788K. Practice established for over 30 years. Lease ends 2/2016 and will not be renewed. Seller would like to move this practice into another practice and work-back 3 days/week. #CA297-Thomas Wagner - 916-812-3255.

SAN FRANCISCO: FINANCIAL DISTRICT- Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274 - Dennis Hoover - 209-605-9039.

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SAN RAMON – Facility Only Sale: This is truly a gorgeous office, boasting 4 completely equipped treatment rooms with high end Pelton & Crane Equipment, Digital X-Ray, Digital Pan and I.O. Cameras. Professionally designed and decorated in approx. 1654 sq. ft. corner suite. This office is located in Bishop Ranch, home to Fortune 100 & Fortune 500 companies, entrepreneurial & professional business' and healthcare. Priced at less than 1/3 the cost to set up a similar office. #CA306-Jim Engel - 925-330-2207.

SANTA MARIA – This Central Coast beauty boasts 42 years in the community, 16 years at current location. 4 Ops in 1,500 sq. ft. Easy Dental software, Dexis Digital X-ray, and Intra-oral cameras. 2013 Gross Receipts of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166- Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2013 Gross Receipts were \$542K with \$182K Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

SOLANO COUNTY – General Practice: Leased 1,350 sq. ft. office in office complex with 4 ops, Intra-Oral, Gendex Digital X-ray, Imaging System, Pano, and Dentrix software. 2014 Gross Receipts of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

SONOMA – General Practice: Wine County Beauty boasts a professionally designed, stand-alone 2000 sq. ft. building with 4 fully equipped treatment rooms, plenty of light and nearly every dental technology available including Digital X-Rays, Lasers, CAD/CAM & more. 2014 Gross revenue of \$675,000 on a 3 day work week. Practice started over 50 years ago, present owner has practiced for 26 years, 12 years at this location. Owner is relocating out of state and owns the building. #CA270 - Jim Engel - 925-330-2207.

SOUTHERN SACRAMENTO COUNTY – General Practice: Condo office with 1,380 sq. ft. and 4 Ops, equipped with Intra-Oral, Dexis Digital X-ray, Pano, Laser, and Easy Dental software. 2014 Gross Receipts were \$581K, practice established for 18 years, owner retiring. #CA249.-Thomas Wagner - 916-812-3255.

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice had over \$530K in Gross Receipts in 2012. #CAM540 - Jim Engel - 925-330-2207.

YOLO COUNTY – Opportunity for energetic Pediatric Dentist to become established in quickly growing community northwest of Sacramento. Good opportunity to expand current practice and/or use as a satellite practice. Two equipped operatories in approximately 1,000 sq. ft. office with Intra-oral camera and Open Dental software. 2014 GR of \$245K. #CA301-Thomas Wagner - 916-812-3255.

CENTRAL CALIFORNIA

CENTRAL COAST – General Practice in the Central Coast area. 31 years of goodwill. 6 Ops, 8 days of hyg/week. 2013 Gross Receipts of \$2.3M and Adj. Net of \$840K. Dentrix, Digital, Paperless, Intra-Oral Camera, Laser. #CA208-Kerri McCullough - 949-300-0312

FRESNO – General Dentistry. This 1,739 sq. ft. office has 4 Ops with 6 days of hyg. Gross Receipts have averaged \$760K per year with low 61% overhead. Gendex X-ray, Scanner, Soft Tissue Laser, Intra-Oral, Digital Pan, and Cerec CAD/CAM. Owner is retiring after 31 years in the same location. #CA202-Dennis Hoover - 209-605-9039.

KINGS COUNTY – This retiring dentist is in the rural community of Kings County, CA. Practice has been established for 50 years in the area with 4 Operatories, intra-oral camera, Panographic x-ray unit and completely furnished. Gross Receipts for 2014 were \$246K. This would be a great location to relocate or open a second office. #CA265 - Steve Caudill - 951-314-5542.

MADERA – General Dentistry – Building and Dental Practice. This beautiful 6 operator, 3000 sq. ft. office is located in a stand-alone building. 2014 receipts were \$850,000. Dentrix and Dexis software, Panographic X-ray. 1,400 active patients with 8 days of hygiene/week. Practice started by owner in 1971. #CA289-Dennis Hoover - 209-605-9039

PASO ROBLES – General Dentistry. Central Coast Wine Country beauty features a modern, professionally designed GP practice on one of the busiest thoroughfares. Digital X-Ray, Softdent Practice Management and 8 computer workstations. 4 fully equipped treatment rooms with 2014 GR of \$573,000 on 192 days per year. 4 days of hygiene per week & 6-7 new patients per month. Owner retiring after 38 years and will assist with transition. This rapidly growing community offers a great opportunity for a new buyer! #CA275 - Jim Engel - 925-330-2207.

PORTERVILLE – General Dentistry with 6 Ops in a 2,600 sq. ft. suite located in a retail center. 2014 Gross Receipts of \$555K. 7 year new equipment, intra-oral camera, Pano, PracticeWeb. #CA223-Steve Caudill - 951-314-5542.

TULARE – General Dentistry. This beautiful 5 operator office is located in a 2,300 sq.ft., highly-visible, free-standing building. In 2014 the practice grossed \$1,746K in collections. The doctor offers treatment for sleep apnea, cosmetic dentistry, including full mouth reconstructions, and Invisalign as part of his general dentistry services. There are 10 days of hygiene. Owner moving out of state. Call for information. #CA273-Dennis Hoover - 209-605-9039.

TUOLUMNE COUNTY - General Dentistry Practice & Building. Gross Receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 sq. ft. equipment average age is 3-4 years. The building is well-maintained with storage and upscale interior décor. 45 minutes from population centers with 200K+ people. #CA199-Dennis Hoover - 209-605-9039.

SOUTHERN CALIFORNIA

ANAHEIM HILLS – General Dentistry, 4 Ops, Established 34 years. Dentrix. 6 days of hygiene per week, long-term staff. #CA279 - In Escrow. Kerri McCullough - 949-300-0312.

BAKERSFIELD – General Dentistry practice with 4 operatories features Dentrix, Dexis digital x-rays, and a Pano. This is a PPO/FFS practice. #CA299- In Escrow. Thinh Tran – 949-533-8308.

BALDWIN PARK – General Dentistry - 5 Ops, 4 Equipped in a 1,500 sq. ft. suite. \$276K GR in 2014. Seller is relocating out of state. #CA176-Kerri McCullough - 949-300-0312.

BANNING – General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, EagleSoft, and is paperless. 8 days of hygiene per week. 2014 GR of over \$1.4MM. #CA183- In Escrow. Steve Caudill - 951-314-5542.

BEVERLY HILLS – General Dentist est. for 20 years, moved 2 years ago to a boutique ofc. 2 Ops, 1 equipped. OpenDental, Digital, paperless. 2014 GR \$120K on 3 days/week. FFS & PPO. #CA215-Mario Molina - 323-974-4592.

BEVERLY HILLS – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CÉREC, ~7 yr. new equipment. 4 days hyg/week. 2014 GR \$1.09M #CA210- Kerri McCullough - 949-300-0312.

CARSON – General Dentistry practice. 3 Ops, EagleSoft, paperless, digital, Pano. All equipment is 3 years old. 2014 GR \$143K, room to grow. #CA280 -In Escrow. Kerri McCullough - 949-300-0312.

COASTAL ORANGE COUNTY – NEW LISTING – General Practice. 5 Ops, 4 Equipped, Dentrix, Dexis. Professional building location with 48+ years of goodwill. 2014 GR of \$518K with Adj. Net of \$192K. #CA311 - Kerri McCullough - 949-300-0312.

CYPRESS – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg./week, most specialty work referred. 2014 GR \$948K with \$426K Ad. Net. #CA257 - In Escrow. Kerri McCullough - 949-300-0312.

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

HACIENDA HEIGHTS – NEW LISTING – General Dentistry. 5 Ops, 3 Equipped, retail center, Intra-oral camera, Digital,Pano, and <10 year old equip. Long-term staff, 20 NP/mo. Practice accepts some PPO plans, no HMO. #CA295 - Steve Caudill - 951-314-5542.

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HUNTINGTON BEACH – General Dentistry. 5 Ops, Est. for 28 years. Digital x-rays, Pano, Laser, Intra-Oral Camera, 12 days of hyg./wk. 2014 GR of \$1.1M+. #CA263-Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – General Dentistry Practice. 3 Ops, 2 Equipped. Established 18 years near residential, shopping and freeway. 2014 GR \$396K on 4 days/week. PPO/FFS. #CA277 - Kerri McCullough - 949-300-0312.

INLAND EMPIRE – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam CT. 60+ years of goodwill and is near freeway. 2014 GR of \$739K on 4 days/week with low overhead. #CA281-Steve Caudill - 951-314-5542.

INLAND EMPIRE – General Dentistry Practice with 7 Ops, Dentrrix, digital, Pano. 30 years of goodwill. 4½ days of hygiene per week. PPO and 2 HMO plans accepted. #CA283 - Kerri McCullough - 949-300-0312.

INLAND EMPIRE – General Dentistry Practice with 4 Ops, Intra-Oral Camera, Digital X-rays, and Pano. 2014 Gross Receipts of \$534K and Adjusted Net Income of \$196K. Seller is retiring. #CA285 – Think Tran – 949-533-8308.

LAGUNA BEACH – *NEW LISTING* – General Dentistry, 5 Ops, 3 Equipped, great location! \$503K GR in 2014. For more information, call Think Tran – #CA304 - 949-533-8308.

LOS ANGELES – General Dentistry. 6 Ops, 5 Equipped, est. 50+ years, in current location for 29. SoftDent, Digital, Intra-Oral Camera. 2014 GR \$591K. #CA255- In Escrow. Kerri McCullough - 949-300-0312.

PALM DESERT – General Dentistry practice with 5 Ops, est. for 32 years. 18 NP/mo, 6 days of hyg./wk. 2014 GR of \$842K and \$339K Adj. Net. #CA245 - In Escrow. Kerri McCullough - 949-300-0312.

PASADENA AREA – *NEW LISTING* – General Dentistry practice with 3 Ops, Dentrrix, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282-Kerri McCullough – 949-300-0312.

PICO RIVERA – General Dentistry. 6 Ops, est. since 1960. DentiSoft Intra-Oral Camera, Pano. Practice has 4 1/2 days/Hyg. per week. 2014 GR \$690K. #CA258- In Escrow. Think Tran - 949-533-8308.

SAN GABRIEL VALLEY – *NEW LISTING* – Pedodontics. 4 Ops, 50+ years in the community. 2014 GR of \$159K, room to grow. PPO and Dental are taken in this practice. #CA312-Think Tran – 949-533-8308.

SANTA BARBARA – *NEW LISTING* – General Dentistry. 4 Ops, established for 40+ years. Long-term staff and 8 days hyg./wk. FFS/Delta Premier. 2014 GR of \$827K. #CA291-Kerri McCullough – 949-300-0312.

SOUTH ORANGE COUNTY – Pediatric Dentistry. 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222-Think Tran - 949-533-8308.

SOUTH PASADENA – General Dentistry Practice with 4 Ops, 3 equipped, paperless, digital, Dentrrix, Laser. 37+ years of goodwill, 4 days of hyg./week. 2014 GR of \$856K with \$271K Adj. Net. #CA244- In Escrow. Think Tran - 949-533-8308.

UPLAND – General Dentistry. 4 Ops, 3 Equipped, est. 25+ years. OpenDental, Digital X-Rays, Intra-Oral Camera. #CA254- Kerri McCullough - 949-300-0312.

VICTORVILLE – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2014 GR of \$273K, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

WEST HOLLYWOOD – *PRICE REDUCED* General Dentistry – 4 Ops, Prof. Building, 9 years of goodwill, Intra-Oral Camera, Digital, Laser. Equipment avg. age is 5 years old, 2014 GR of \$571K with 221K Adj. Net. #CA212-Kerri McCullough - 949-300-0312

WEST LOS ANGELES – General Dentistry. 4 Ops, newly built-out, high-rise on LA's west side. 50 years of goodwill, FFS, Easy Dental, digital x-rays. 2014 GR of \$651K. #CA226- Kerri McCullough - 949-300-0312.

WHITTIER – General Dentistry - 4 Ops, 3 equipped, Dentrrix, Dexis, est. for 50+ years on a main street. Most specialty work is referred out. 2014 GR \$217K. #CA276 - Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA - *PRICE REDUCED!* General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrrix Software. \$493K 2013 GR, seller is retiring. #CA109-Russ Okihara - 619-694-7077.

CHULA VISTA EAST – *NEW LISTING* – General Dentistry practice with 3 operatories has been established for 19 years. Office is located in a professional building and has 2 days of hygiene per week. #CA304 - Russell Okihara - 619-694-7077.

COLLEGE AREA, SAN DIEGO – Very busy, 6 Op General Practice with room to grow to 9 Ops. PPO, Dentrrix, Digital X-Rays. 2014 GR of \$1.7M. Seller is relocating. #CA231-Russ Okihara - 619-694-7077.

DOWNTOWN SAN DIEGO – Leasehold sale: Modern and Chic downtown office in a prime location. 3 Ops, with room for expansion. #CA232-Russell Okihara - 619-694-7077.

ESCONDIDO – *NEW LISTING* – 4 Ops, 3 Chairs, Central Escondido. Doctor is retiring. Excellent opportunity to merge or grow. Looking for a quick sale. #CA292 Russell Okihara – 619-694-7077.

LA JOLLA – Quality driven General Practice, 3 Ops, FFS, Delta Premier, PT Hygienist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - Russell Okihara - 619-694-7077.

NORTH COUNTY COASTAL – General Dentistry. FFS/PPO. 6 Ops. Dentrrix. Digital X-Rays. 2014 GR of \$530K with \$228K Adj. Net. #CA253-Russell Okihara - 619-694-7077.

NORTH COUNTY INLAND – Highly-regarded General Dental Practice. FFS/PPO. 6 Ops in a beautiful, free-standing building. Opportunity for property ownership. #CA271- Russell Okihara - 619-694-7077.

SAN DIEGO – 3-Ops, with the dentist utilizing 2-ops. Small, quality FFS PracticeWorks. Ideal starter or additional boutique location. #CA161 - Russell Okihara - 619-694-7077

SAN DIEGO CENTRAL: NEW LISTING: 4 Ops plus 1 Surgical Op, Modern and Bright, Conference Room, HMO/PPO/FFS, Digital Pan/Ceph, Professional Building, convenient location. #CA309-Russell Okihara - 619-694-7077.

SANTEE - *NEW LISTING:* 9 Ops, HMO/PPO/FFS. Large strip mall location, the doctor utilizes digital x-rays w/Panorex, 2 Surgical Ops. This is an excellent opportunity in a highly visible location. #CA310-Russell Okihara - 619-694-7077.

SOUTH BAY AREA, SAN DIEGO – *PRICE REDUCED* - General Dentistry, 3 Ops and 4 days of hyg/week. Dentrrix and Digital Pano, PPO and FFS with 2014 Projected Gross Receipts of \$562K. #CA206-Russell Okihara - 619-694-7077.

VISTA – *NEW LISTING:* General Dentistry practice. For more information, please contact Russell Okihara - 619-694-7077 #CA308.

UPCOMING LISTINGS: SOUTH BAY SAN DIEGO: PRACTICE AND BUILDING.

OUTSIDE OF CALIFORNIA

MAUI, HAWAII – *NEW LISTING* – General Dentistry. 7 Ops, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location in Central Maui. 2014 GR over \$1.4MM. #HI101-Russell Okihara – 619-694-7077.

OAHU, HAWAII – *NEW LISTING* - Modern General Dentistry Practice with 3 Ops. Practice is computerized with Dentrrix, and digital X-rays. FFS/PPO, excellent opportunity. #HI100-Russell Okihara – 619-694-7077.

OAHU, HAWAII – *NEW LISTING* – General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2014 GR over \$360K. #HI102-Russell Okihara – 619-694-7077.

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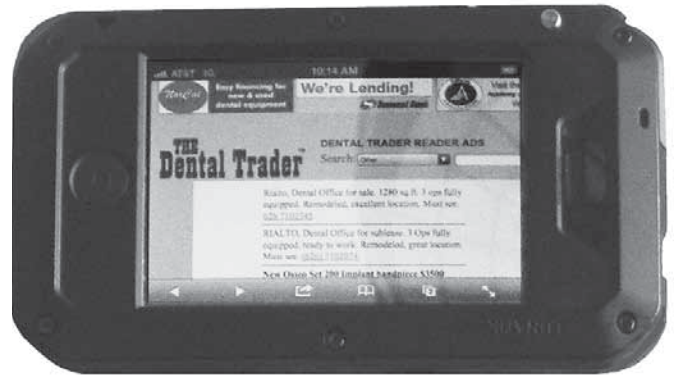
MADERA General Practice & Building. 6 Ops, 3000 sq. ft., Dentrix software, Dexis software, Pano. 2014 GR \$850K. HSPPT-Dennis Hoover 209-605-9039-#CA289.

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ASK THE BROKER

**I have too much debt.
I can't buy a practice now!**

This thought seems to be prevalent now in the dental transitions community. Since the economic crash of 2009, we saw a seller's market as many aging baby-boomers that had planned on retiring decided to work a few more years to make up for their lost portfolios. Now that we are starting to see more practices coming to the market, we are not seeing as many interested buyers as we'd expect, especially considering the additional dental schools that have been built in the past 10 years. I attribute this slowdown in buyer activity to three issues:

1. Since Jim Pride passed away in 2004, there has been no voice to replace his message of "Go out to the small towns and knock it out of the park." He was a big component of making it big in smaller towns where the overhead costs and cost of living are much lower than in the big cities. I believe his line was "Work 4 days in the country and fly your plane into the city on the weekends and take your city classmates out for dinner!". Our practices located in the desirable parts of the Bay area are still getting record offers, more than we have seen in the past. However, practices in the Central Valley from Fresno to Redding are seeing less activity than ever before, and even the Sacramento area is slower.

2. Corporate dentistry is attractive to new graduates. I understand as I worked for corporate for 2 years after my graduation. I believe I honed my dental skills much quicker than some of my classmates because I was exposed to more dentistry in that time than they were. However, as my last article on corporate dentistry* pointed out, corporate dentistry exists to make a profit from the hands of the dentist. This brings us to our third reason there are less buyers out there.

3. DEBT. The current new graduate has an estimated \$350,000 of combined school debt. That number rises every year as college, dental school costs and the cost of living goes up. I believe that many of the graduates are afraid of entering into more debt through the purchase of a practice.

What these students don't realize is that purchasing a successful practice is the best way to pay off this debt. Their best path initially is to get an associate or GPR position to hone their skills and speed. Once this is accomplished in a couple of years or so, they need to realize that they will take home on average 50 to 75 percent more as an owner performing the same amount of dentistry. This "extra profit" is why corporate dentistry exists, and wouldn't it be better for the young dentist to use that profit as a business owner to pay off their debt?

*Previous Corporate Dentistry Article available at:

<http://westernpracticesales.com/wp/publications-and-articles/>

Timothy Giroux, DDS owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions.

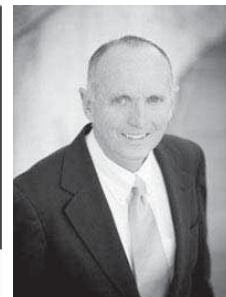
Questions?

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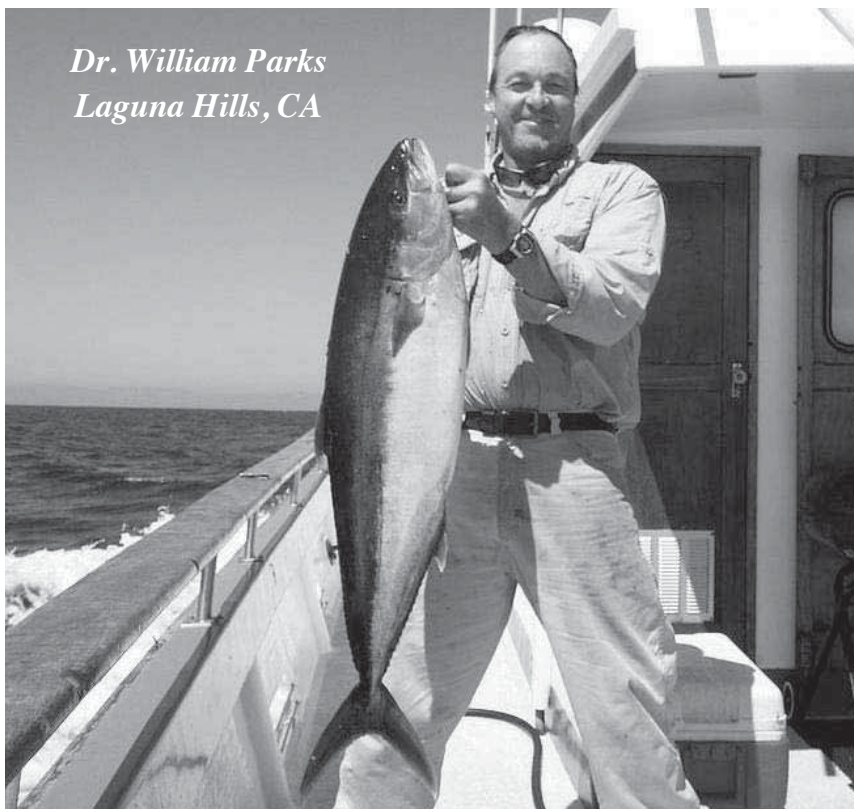
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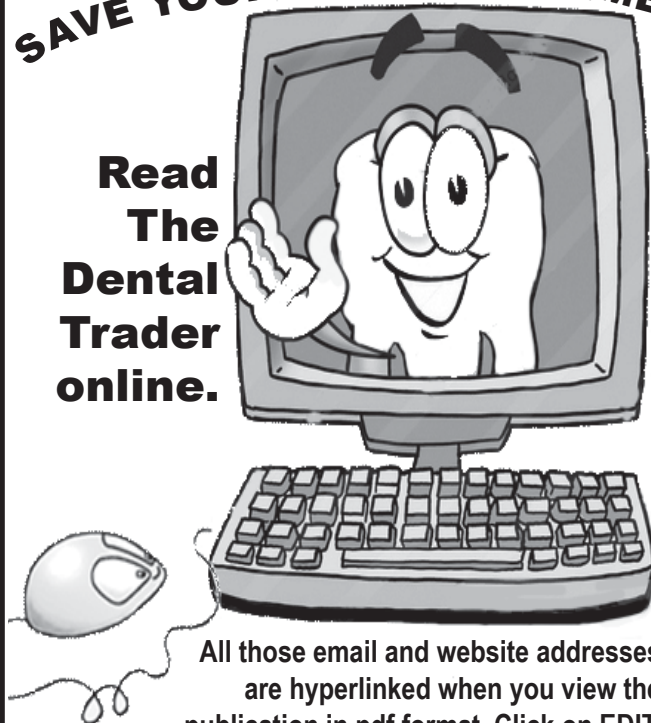
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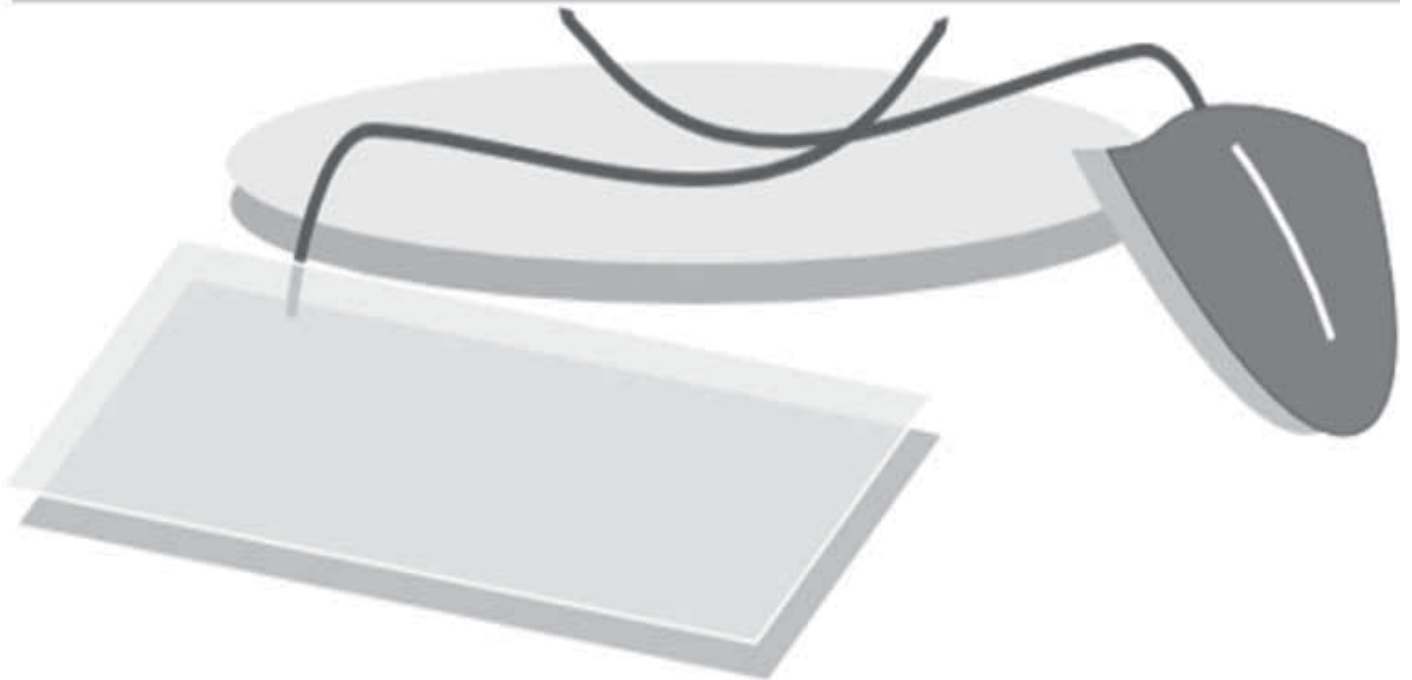
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- 6095 PINOLE'S APPIAN WAY** 2014 and 2015 are mirror images. Production was and shall be \$475,000 and collections were and shall be \$435,000. 3-days of hygiene. Delivery systems were upgraded 8-years ago. Strong foundation here.
- 6094 SAN FRANCISCO BAY AREA – PERIO PRACTICE** Phenomenal "business model". 2015 trending \$1.3 Million on part-time schedule by choice. Profits shall top \$700,000. Superlatives too numerous to mention. This is a "once-in-a-career" opportunity.
- 6093 CENTRAL MARIN COUNTY** High quality practice available in "hub" of Marin County. Rock solid foundation. Consistent \$700,000+ per year performer with strong Profits. 3-days of hygiene. Digital office.
- 6092 ROSEVILLE** Great foundation. 2015 trending \$350,000. 3-ops with 4th available. Convenient location on Douglas Boulevard. End cap suite in strip center with fantastic exposure.
- 6091 MODESTO** 3-day per week practice collected \$450,000 in 2014. Collections through July 23rd for 2015 were \$256,000. 3-days of Hygiene. Great rent of \$2,085 for 1,763 sq.ft. 5-op suite. Centrally located off Briggsmore Avenue. Hands-on Successor shall do very well here.
- 6089 MOUNT SHASTA** Small town living renowned for mountain recreation, lakes & streams, fishing, golfing and abundant culture. Perfect escape from the Rat Race and corporate intrusion. On 3-day week revenues topped \$800,000 in 2014. 2015 trending \$850,000 with \$450,000 in Profits.
- 6088 SANTA CRUZ** Well established lots of patients. Strong Hygiene Department with 60 days of hygiene per week. Collected \$600,000 in 2014. 2015 trending \$675,000+.
- 6087 LAKE TAHOE - NEVADA'S STATELINE** Located adjacent to California's South Lake Tahoe. "Fee-for-Service" as practice is "Out-of-Network" with insurance companies. Collections last year topped \$600,000. Available Profits of \$220,000. 3.5 days of hygiene per week. Escape California income taxes! Nevada State Board of Dental Examiners accepts the Western Boards.
- 6081 SANTA CLARA** El Camino Real location. 2015 tracking \$775,000 with Profits of \$325,000 for Owner who works 19-hour week. Management is on cruise control. New Doc who is ambitious and extends hours shall push practice over \$1 Million very quickly. Contract with specialists to perform work in-house. 5-ops in 1,700 sq. ft.
- 6080 SAN RAMON** 8+ days of Hygiene per week. \$450,000 invested in 6-Op office. Collections \$900,000+ per year performer. Attractive transition arrangements available.
- 6071 CHICO** Strength is 4-day Hygiene schedule. Retiring DDS focuses on restorative Endo, Perio & Pedo referred. 2014 collected \$450,000. Beautiful 4-Op office. Full Price \$150,000.
- 6070 VISALIA** Strong foundation and well-positioned for ambitious successor. Strong Hygiene Department, beautiful facility, well equipped. Digital throughout. Not a Delta Premiere practice. Revenues trending \$700,000 for 2015 on part-time schedule. Extend hours and be busier. Best location!

Professional Practice Sales of The Great West



Ray and Edna Irving
 (415) 899-8580 ~ (800) 422-2818
www.PPSsellsDDS.com

For complete details on any of these opportunities, go to www.PPSsellsDDS.com

Thinking on selling your practice? Call "PPS of The Great West" today.
 This shall be the best decision you make regarding this important change in your life!

"I listed with a competitor for 12 months. Had two people visit my practice. First weekend PPS had my listing, I had 3 people visit and an offer by the end of the first week. Thank you for allowing me to move on to the next step of my life."

"It was a pleasure to work with PPS. I had to sell because of health complications. Mr. Irving listed my practice on Jan 1st, we closed escrow on Feb 27th. It took him less than 60 days to complete the sale as promised."

"When I decided to sell my ortho practice, I sought the services of a large company. Over the 12-month contract, I had one buyer visit. Word was out. It had a devastating effect on my bottom line. Fortunately, I found Ray and Edna Irving! When I finally sold, I choose between two good offers. My regret was the time and money lost with the other guys."

"When I signed the Listing on June 1st, Ray stated he would have the practice sold by Labor Day. The sale was concluded on Sept 1st, two days before Labor Day. Wow!"

"I will always remember your statement when I questioned your contract being only four months. You stated: 'If I can't sell your practice in that time, you should get someone else.' Well, you did with time to spare!"

"Before I called Ray, I had a listing with another prominent Broker. After eleven months without a sale, I called Ray. He sold it in about a month! Would I recommend Ray? Yes!"

"In April, I asked Ray Irving to sell my practice. At the same time my friend decided to sell his practice. He employed another firm. My practice sold June 22. My friend's practice still hasn't sold and he was putting his dreams on hold."

PPS of The Great West's reputation is built upon grounded ethics and effectiveness. Our trademark "client services" include accurate assessments, impeccable marketing plans, complete transparency, generating quick responses, realizing multiple Offers, securing 100%+ financing in days, expert papering of our transactions and sound counsel. Everything is done to protect our Client and to effect a successful transfer. Our intent is simply to provide the best service imaginable for this very important engagement.

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Is it Time to Sell Your Practice?



Ray and Edna Irving

Happy New Year!



*Specialists in the
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(800) 422-2818

(415) 899-8580

Fax: (415) 899-8588

Ray@PPSsellsDDS.com

www.PPSsellsDDS.com

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Now that you have decided to sell your practice, your next decision:

“Who shall you entrust to handle this unique event?”

PPS of The Great West is that advocate you want in your corner. PPS leans on a 50-year heritage of serving California Dentists in the sale of their practices. We have cut our teeth from the sale of hundreds of practices. There is no learning curve here.

PPS is highly respected by dentists, dental CPAs, dental attorneys and the financial institutions serving the dental community.

PPS is expert in prepping a practice “For Sale”, the best in the industry in practice staging, extremely skillful in generating and pursuing interest, and acutely focused on realizing Accepted Offers. And once a practice is under contract, PPS shepherds the Accepted Offer in all its stages to the Concluded Sale.

PPS positions each Client so that they realize the optimum retention of their sale proceeds after their tax bite and we implement a very stringent risk management approach throughout the entire process.

It is our Client who decides whom they wish to transfer their practice. PPS is tasked to provide our Client choice and then guide that decision to its conclusion.

Bottom line, PPS takes immense pride in producing this unique event from concept to the transfer of ownership.

Give us a call so that we may confidentially discuss your situation and desires.

A commission paid to PPS of The Great West is your insurance premium that your sale was handled properly.