

# THE Dental Trader

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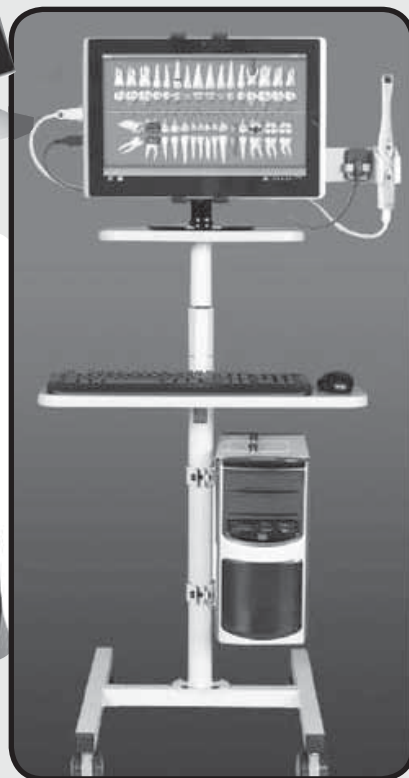
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## KERN COUNTY

**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. **[NEW]**

**SO. EAST KERN COUNTY** - (5) Op comput G.P. **VERY LIMITED COMPETITION!** In a free stand bldg. Bldg also avail. Excellent exposure/visibility & signage. Cash/Ins/PPO/pts base. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2015 Gross Collect approx. \$600K on a (4) day week. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring. **[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 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. **REDUCED**

**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, comput G.P. with central nitrous. Located in a multi story high rise prof bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pts with approx. \$7K/mos Cap Cks. Dentrux (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.41M+. Open (5) days/week with no nights & no weekends. Averaging 50+ new pts/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **See inside back cover for more details.** **[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. **[PENDING]**

## ORANGE COUNTY

**SANTA ANA** - Absentee owned (6) op fully eqt'd 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 pts with no HMO & no Denti-Cal. Comput & Pano eqt'd. 2015 Gross Collections of \$489K on a (3 1/2) to (4) day week. **[PENDING]**

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## 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 Gross Collections approx. \$280K part time. Growth potential. Seller refers all specialties and does little advertising. Seller retiring but will assist with Transition.

## 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

**CLAIREMONT** - (3) Op fully eqt'd comput G.P. Located in a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO/pts base. (2) year old eqt., Practice Web s/w & Digital X-Rays plus regular Pano. 2015 Gross Collect. \$265K+ on a (3) day wk. **[NEW]**

## SAN LUIS OBISPO COUNTY

**GROVER BEACH - TURNKEY OFFICE.** (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrux 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. **Landlord rental incentives being offered.**

## 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 approx. \$125K+ part time. Cash/Ins/PPO pts. Low overhead office. Excellent growth potential. Seller does no advertising. Priced below build out cost. Seller retiring. **REDUCED**

**OXNARD** - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrux 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.

**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, Dentrux s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **[PENDING]**

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**Contra Costa** 3 fully eqp'd ops, est. 21 years, professional bldg, ref'd out: Endo, Perio, Ortho. Asking 175k. Call ProMed Financial 888-277-6633. 100% Dental Financing Available.

**Lodi Dental Building for Sale** Free-standing dental building for sale in Lodi, CA. ~1400 sq.ft. Three dental operatories, plumbed for fourth operator. If you are interested, please contact me through email or phone. Email: hakimi.sean489@gmail.com or Cell: (310) 903-7610.

**NEED GENERAL** DENTIST TO WORK IN BAKERSFIELD FULL TIME, MUST BE DENTICAL PROVIDER, BASIC US\$500 PLUS % OF COLLECTION, PLEASE SENT CV AT luismico1@hotmail.com.

**YOLO COUNTY** Pediatric practice. 2 equip. Op, approx. 1,000 sq. ft., Intra-oral, Open Dental. 2014 GR \$245K. HSPPT-Thomas Wagner 916-812-3255-#CA301.

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**MARIN COUNTY** General Dentistry- 3 Op practice. 2014 GR\$315K. Paperless charts, Schick Digital Sensors, Eaglesoft software. Owner retiring. HSPPT-Jim Engel 925-330-2207-#CA286.





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### Dental Practice for Sale Los Angeles County, CA

#### City of Industry - Seller Retiring!

- Shopping plaza at corner of major intersections.
- PPO/Cash. ~1,300 sq.ft.
- 2 Eq. Ops + 2 add't plumbed

#### Downey - Modern Office!

- Street front location.
- 8 Operatories, ~2,000 sq.ft.
- Affordable Rent!

#### Gardena - Busy Intersections

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

#### Hawthorne - Shopping Plaza!

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

#### Long Beach - 20 Yrs of Goodwill

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

#### Los Angeles - Gross ~\$356K

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

#### Pico Rivera - Busy Street

- Excellent visibility and signage.
- 4 Equipped Ops, ~ 1,000 sq.ft.

#### S. Pasadena - Seller Retiring!

- Gross 2015 ~\$445K
- PPO/FFS. No HMO. 4 Eq. Ops

#### Torrance - Gross ~\$330K

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

#### Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- 2015 ~\$830K Cash/PPO
- State of the Art Practice
- 6 Operatories, ~2,200 sq.ft.

### Dental Practice for Sale Ventura County, CA

#### Ventura - Busy Main Street

- Gross ~\$200K on 2 days/wk
- High Visibility, Cash/PPO
- 5 Operatories, ~1,784 sq.ft

### Dental Practice for Sale Orange County, California

#### Fullerton - Gross ~\$835K

- Supermarket Shopping Center
- Busy Street, great visibility
- 3 Eq Ops + 1 Add't Plumbed

#### Huntington Beach - Low Rent!

- Starter Practice in Medical Bldg
- Digital. 3 Eq. Ops, ~1,200 sq.ft.

#### Laguna Hills - Beautiful Office

- 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.

### Dental Practice for Sale Riverside County, CA

#### Corona - Retail Shopping Ctr!

- Gross ~\$285K. Main Street.
- 5 Equipped Ops, ~1,100 sq.ft.

#### 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

#### Fontana - Main Street!

- Highly visible retail shopping center. Off the 10 Freeway.
- Affordable Rent! ~1,350 sq.ft.
- 3 Eq. Ops + 1 Add't Plumbed

#### Ontario - Seller Retiring!

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

### 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.
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### Dental Practice for Sale Northern California

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

- Freestanding building
- 2 Ops + 2 Plumbed, 1,500 sf

#### Dublin - Gross ~\$785K

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

#### Hayward - Gross ~\$490K

- 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 ~\$1 Mil

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

#### Richmond - Gross ~\$500K

- Seller is Retiring.
- One Story, well maintained, high visibility on major road.
- 4 Equipped Ops, ~1,500 sq.ft.

#### San Bruno - Gross ~\$235K

- Retail shopping mall
- 5 Eq. Ops, 1,300 sq.ft.

#### San Jose - Gross ~\$385K

- Located on busy main street in Medical Professional Building.
- 4 Eq. Ops, 1,465 sq.ft.

#### San Jose - Great Location

- Starter Practice in Strip Mall.
- 3 Eq. Ops, Approx. 1,040 sq.ft.

### Dental Practice for Sale San Diego County, CA

#### La Jolla - Gross ~\$350K

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

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Mergers are unquestionably the best return on investment you can make. The success of EVERY transition or merger is based on the assumption that the vast majority of patients will stay with the practice and transfer to the new practice. This is generally true when the transition is handled properly and both parties understand that the "goodwill" portion of the transaction is the most important aspect. The hard assets, such as equipment, supplies and leasehold improvements have a limited life and will always need to be replaced. However, the patient base is what generates the revenue stream.

To clarify, *chart sales* are not the same as a *merger*.

**Chart sales** refer to a simple purchase of the physical charts, but not necessarily receiving any additional help in the transfer of the goodwill. A chart sale might not even include the transfer of the phone number from the previous dentist. In addition, true "chart sales" are done at extreme discounts compared to what the price might be in a traditional practice sale.

**Mergers**, on the other hand, assume that the transfer of the goodwill and patient base will be as successful as in a normal practice transition. With a successful merger, the return on investment is normally double the return on investment from a traditional practice transition because the overlapping expenses such as rent, phone, electricity and roughly half of the staff salaries will be eliminated. Therefore, if a normal dental practice profit is approximately 35% of collections, the profit from a merger can be as much as 70% of the collections. Think about it....if you can add 1000 patients to your existing practice, the only real overhead will come in supplies, lab costs and some staff.

If the return on investment for a merger is twice that of a typical practice transition, shouldn't the price for a merger be twice as much? That would make sense from a business perspective, but the reality is that most buyers feel that they should get a large discount on a merger verses an outright practice purchase. The argument is that they don't need the equipment or the space.

My advice to young buyers or doctors that want to expand their practices is to **absolutely** pay the market price or more if you have an opportunity for a merger. This is about return on investment, not equipment. Again, there needs to be cooperation to ensure that the vast majority of patients make the transfer to your location, and when they do, it will be the best return on investment you can make!

**Timothy Giroux, DDS** owns Western Practice Sales and is a member of the nationally recognized dental organization, ADS Transitions. Contact Dr Giroux at [wps@succeed.net](mailto:wps@succeed.net) or 800.641.4179





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4.16

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**ROSEVILLE** General Practice: 4 equipped Ops, 1 add'l plumbed in 1,650 sq. ft. w/Digital X-ray, Laser, Dentrix software. 2015 GR \$564K+. HSPPT-Thomas Wagner 916-812-3255-#CA323.

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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.

**BENICIA** -1,400 sq. ft. office with 3 ops. Digital X-ray, Pano, Laser, Dentrux software. 2015 GR \$305,000 2 day/week. Sister practice #CA322, sale combined or separate. #CA321-Thomas Wagner - 916-812-3255.

**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 Gross Receipts of \$373,000 on a 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-ray, Pano (not digital), 8 days hygiene/wk. and Carestream/Softdent software. #CA235-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 Mate 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, Dentrux G5, radiography with Dexis sensors and Optime plates systems. Well-equipped and highly-maintained office. Greatly or **SOLD** 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 years. 6 Ops in approx. 2,100 sq. ft. with Dentrux 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. 5 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.

**HAYWARD** - General Dentistry - High profile location on one of Hayward's busiest thoroughfares, this location has been a dental practice for nearly 70 years! 2 fully equipped treatment rooms, 2 additional rooms plumbed, not equipped & EasyDental Software. 2014 GR of \$186,000 with very low overhead is perfect for a young start up or a growing practice nearby. 3100 sq. ft. building with rental income for sale as well. Owner is retiring from private practice. #CA316 Jim Engel - 925-330-2207.

**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 Dentrux 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 Dentrux 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.

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**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.

**NORTH EAST OF SACRAMENTO** - General Practice: 2,500 sq. ft. office with 7 Ops in seller-owned professional condo. Equipped with intra-oral, digital x-ray, **SOLD** 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. Intra-oral Camera, Digital X-ray, Imaging System, Pano, Laser, CAD-CAM, and Dentrux 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.

**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 Dentrux 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.

**NORTHERN SACRAMENTO** - General Practice: Price reduced. Owner is relocating. This Roseville practice has 3 operatories in just under 1,000 sq. ft., 2 days of hygiene, Easy Dental software, and digital X-rays. 2015 Gross Receipts \$442,000. #CA266-Thomas Wagner - 916-812-3255.

**NORTHERN SACRAMENTO** - General Practice: Practice & Condominium for sale: 2,500 sq. ft. office with 5 operatories, equipped with Dexis Digital X-ray, Pano, Laser, Dentrux 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, Dentrux 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.

**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.

**OROVILLE** - General Practice. This 1000 sq. ft office was completely remodeled in 2010. It features Dentrux 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.

**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.

**ROSEVILLE** - General Practice: 4 equipped Ops, 1 add'l plumbed in 1,650 sq. ft. w/Digital X-ray, Laser, Dentrux software. 2015 GR \$564K+. #CA323-Thomas Wagner - 916-812-3255.

**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, **SOLD** 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 **SOLD** 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. Dentrux 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.

**SACRAMENTO**- Russian-speaking general dentistry practice. Leased 1,500 sq. ft. office with 4 Operatories, equipped with Intra Oral camera, Digital X-ray, Imaging System, Pano, Biolase, 3D CBCT, and CAD-CAM. All equipment is less than 2 years old, practice was started 1.5 years ago with \$1M Gross Receipts over the first 12 months. 2015 YTD Gross Receipts as of October is \$1.1M. #CA290-Thomas Wagner - 916-812-3255.

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**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.

**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 Dexis 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 GR Receipts were \$581K, practice established for 18 years, owner retiring. #CA249 -Thomas Wagner - 916-812-3255.

**VACAVILLE** – 2,400 sq. ft. office with 4 ops. Digital X-ray, Pano, Laser, Dentrux software. 2015 GR \$519,000 3 day/week. Sister practice #CA321, sale combined or separate. #CA322-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 has over \$530K in Gross Receipts in 2012. #CAM540 - Jim Engel - 925-330-2207.

**WATSONVILLE** - This 1,325 sq. ft. office condo and dental practice has 4 operatories with 2 days of hygiene. The practice was established in 1985 and has been in its present location for 14 years. Average receipts are \$450,000. Owner works 3.5 days per week. Long term staff. Fiber Optics, Intra-oral camera and digital x-rays. Ideal first practice or as a satellite location. Own both practice and condo unit. Owner is retiring. #CA314-Dennis Hoover-209-605-9039.

**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

**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. Equipped with Dexis X-rays & 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. Dentrux 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 \$93,000 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.

**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 \$1,746,000 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.

**VISALIA** - General Dentistry Practice. This attractive, 1,642 sq. ft., 5 op office is located in stand-alone professional building. 2015 receipts were \$747,000 with \$347,000 adj. net income. The practice features 5 days of hygiene, Dentrux Software, Schick Digital X-Rays with 3 sensors. Long term staff. #CA320- Dennis Hoover - 209-605-9039.

### SOUTHERN CALIFORNIA

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

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

**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- Steve Caudill - 951-314-5542.

**BELL** – General Dentistry- 3 Ops, Dentrux, Digital x-rays, and intra-oral cameras with plenty of street visibility. Practice takes PPO and Denti-Cal. 2015 GR \$453K with \$259K Adj. Net. #CA317- Kerri McCullough - 949-300-0312.

**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- In Escrow. Mario Molina - 323-974-4592.

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

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**CARSON** – General Dentistry practice. 3 Ops, EagleSoft, paperless, digital, Pano. All equipment is <3 years old. 2015 Approx. GR \$185K, room to grow. #CA280 Kerri McCullough - 949-300-0312.

**COASTAL ORANGE COUNTY** – General Practice. 5 Ops, 4 Equipped, Dentrrix, 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, Dentrrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. #CA173-Kerri McCullough - 949-300-0312.

**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- In Escrow. 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 in a 3,000 sq. ft. suite. State-of-the Art equipment and technology, GR of \$1.3M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283 – In Escrow. 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 – Thinh Tran – 949-533-8308.

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

**LOS ANGELES** – *NEW LISTING* – General Dentistry, 3 Ops, 2 equipped, EagleSoft, Digital x-rays. Desirable Professional building location with 30+ years of goodwill. 2015 GR of \$370K with \$196K Adj. Net. #CA318 -Kerri McCullough - 949-300-0312.

**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.

**ORANGE COUNTY** – *NEW LISTING* – General Dentistry, 3 Ops, est. for 56+ years. Prof. Building. Dentrrix and Dexis digital x-rays. 2015 GR \$374K with \$173K Adj. Net. Great location! #CA319 - Kerri McCullough - 949-300-0312.

**PASADENA AREA** – 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- Thinh Tran - 949-533-8308.

**SANTA BARBARA** – 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-Thinh Tran - 949-533-8308.

**SOUTH PASADENA** – General Dentistry Practice with 4 Ops, 3 equipped, paperless, digital, Dentrrix, Laser, 67+ years of goodwill, 4 days of hyg/week. 2014 GR of \$856K with \$271K Adj.Net. #CA244- Thinh Tran - 949-533-8308.

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

**UPCOMING LISTINGS:** Orange County Endo Practice, and Westminster General Dentistry Practice!

### SAN DIEGO

**CHULA VISTA** - 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- In Escrow. Russ Okihara - 619-694-7077- **PRICE REDUCED!**

**CHULA VISTA EAST** – 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.

**ESCONDIDO** – 4 Ops, 3 Chairs, Central Escondido. Doctor 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 - In Escrow. 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.

**SOUTH BAY AREA** - *NEW LISTING* – General Dentistry, 4 Ops in a modern and spacious layout. PPO/FFS, EagleSoft, Digital. Both the practice & building are for sale. 2015 GR over \$335K. #CA313- Russell Okihara - 619-694-7077.

**SOUTH BAY AREA, SAN DIEGO** – 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** – Beautiful and Modern, 5 Op GP, FFS/PPO, Spacious and well-appointed, Scan X Digital X-Rays, Digital Pano. All Endo, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- In Escrow. Russell Okihara - 619-694-7077.

**UPCOMING LISTING:** San Diego General Dentistry Practice!

### OUTSIDE OF CALIFORNIA

**HONOLULU, HAWAII** – *NEW LISTING* – General Dentistry. 6 Op, 5 equipped, Dentrrix, Dexis, Pano, Laser and CEREC Blue Cam. In a growing area near shopping and residential. #HI103-Russell Okihara - 619-694-7077.

**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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**AN-514 SAN FRANCISCO Facility:** Located in the bustling financial district! 1,007 sf w/ 4 ops. **Reduced to \$125k!**

**BN-279 CONTRA COSTA COUNTY:** Excellent Merger Opportunity! 2-story, 1,350 sf w/ 3 ops + 1 add'l **\$60k**

**BC-361 OAKLAND:** Established for over 23+ years! 2,200 sf w/ 7 ops. **Now Only: \$330k**

**BC-509 SAN LEANDRO:** Facility Only, 800 sf, 3ops w/ xray in each op. Call for Details **\$60k**

**BC-520 HAYWARD Facility:** Located in Downtown, 1500 sf, 4 equipped ops, X-Rays in 3 ops. Call for Details **\$65k**

**BG-407 SAN LEANDRO:** Prof bldg. Great signage! 1200 sf w/ 3 ops **\$125k**

**BC-432 PITTSBURG:** Own this family-oriented Practice! 1,640 sf w/ 6 ops. **\$350k**

**BC-549 LAMORINDA AREA Facility:** Excellent Location! Highly Visible Facility, 900 sf w/ 3ops + 1 plumbed add'l. **\$125k**

**BN-463 FREMONT:** Gross Revenues Exceeded \$590k in 2014 on 4 day work week! 1,720sf w/ 3op + 4 add'l. **Now Only \$435k!**

**BN-504 RICHMOND:** Established Practice and Real Estate! 1,450 sf w/ 2 ops + 2 add'l **\$100k /RE \$700k**

**BN-505 CONCORD Facility:** The essence of comfort and functionality. 800 sf w/ 3ops. **\$40k**

**CC-456 SOLANO COUNTY:** Highly visible! 2,997 sf w/ 6 Dr ops + 2 Hyg ops + 1 add'l **\$850k**

**CG-537 MARIN COUNTY:** Rare Opportunity in upscale, highly desirable area. State of the art office. 2400 sf w/ 7 ops **\$1.1M**

**CG-548 ROHNERT PARK:** Award winning office by Jim Pridel! Collections of \$749k in 2015. 1250 sf w/ 4 ops **\$545k**

**CN-482 SANTA ROSA:** Rare Opportunity in highly desirable area. 1050 sf w 3 ops **HEALTH FORCES SALE – ONLY \$75k**

**CN-532 NAPA:** Perfectly situated, this premier practice is located on a primary thoroughfare! 1900 sf w/ 5 ops + 1 add'l **\$850k**

**DC-476 DUBLIN:** Shared Facility. Great for Specialist - Endo, Pedo or Ortho. 1100 sf w/ 2 ops + 1 add'l **\$125k**

**DC-522 PLEASANTON:** Location, Location, Location! Do not pass this opportunity! 2ops in 712sf office **\$149k**

**DG-499 SARATOGA Facility:** 2 fully equipped ops & room for 1 add'l w 1178sf. Move-In Ready **NOW ONLY \$80k**

**DG-510 SAN JOSE:** Coveted location, large, upscale, nationally-owned Mall! 1,450 sf w/ 5ops. **\$1.1 mil.**

### BAY AREA CONTINUED

**DN-467 GILROY Facility:** This traditionally styled practice is perfectly situated! 1,325 sf w/ 3 ops + 1 add'l. **\$75k**

**DN-497 PLEASANTON Facility:** Great Location! 870 sf w/ 3 ops + 1 add'l. Owner Financing w/10% Down! **Reduced! \$95k**

**DG-519 SANTA CLARA Facility:** Move In Ready! 2240 sf w 6 fully equipped ops **\$225k**

**DG-547 SAN JOSE & SUNNYVALE:** 2 AMAZING PRACTICES! Call for Info! **\$465k**

**DN-529 CUPERTINO:** Must See to Appreciate! High-End Quality Practice. 4 ops w/ 1,664 sf **\$320k**

**DN-542 FREMONT Facility:** Spacious & beautifully equipped State-of-the-Art! 3,400 sf w/ 5 ops + 4 add'l. **\$295k**

### NORTHERN CALIFORNIA

**EC-525 SACRAMENTO:** Great Location! Excellent Visibility! 1,500 sf w/ 3ops, 10-15 new pts/mo **\$220k**

**EN-340 SACRAMENTO:** Large HMO practice! 3,400 sf w/ 10 ops and Plumbed for 1 add'l **\$950k**

**EN-464 ROCKLIN Facility:** Don't miss out on this remarkable opportunity! 2,150 sf w/ 4 ops. **Now Only: \$100k**

**EN-475 ROSEVILLE Facility:** Hesitate and you might miss out on this opportunity! 875 sf w/ 2 ops + 2 add'l. **\$49.5k**

**EG-479 FOLSOM:** History is alive here with tributes to the past! 1,600 sf w/ 3ops. **\$225k**

**EN-484 FOLSOM Facility:** Fantastic Turn-Key Opportunity! Come live, practice and grow here! 1,934 sf w/ 4 Ops. **\$125k**

**EG-508 FOLSOM Facility:** You'll want to spend your days here! 1,500 sf w/ 4 ops + 1 add'l. **Reduced for quick sale! \$25k**

**EN-516 CITRUS HEIGHTS:** well-established, quality practice is loaded w/30+ years of goodwill. 1,358 sf w/ 3 ops + 2 add'l **\$140k**

**EG-521 FOLSOM Facility:** Stands out above the rest! Don't Miss this one! 1,200 sf w 3 ops. Well Equipped! **\$68k**

**EG-526 CARMICHAEL:** Relocating and leaving 30 yrs Goodwill behind! 1350 sf w/ 4 ops & opt to grow! **REDUCED: \$350k**

**EN-524 SACRAMENTO:** The possibilities are endless with this opportunity! 2,400 sf w/ 3 ops + 3 add'l **\$220k**

**FN-299 FERNDALE:** Live and practice on the beautiful North Coast! 1,300 sf w/ 3 ops **\$195k (Real Estate: \$309k)**

**FC-334 NORTHERN CA:** Emphasis on prevention. 1,200 sf w/ 4 ops **\$480k / Real Estate Also Available!**





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### NORTHERN CALIFORNIA CONTINUED

**FC-415 FT. BRAGG:** Excellent Practice! Dr. avgs 18+ pts/day & 20+ npts/mo, 1,800 sf w/ 5 ops + 1 hyg. Op **\$425k**

**FC-489 CLEARLAKE:** Located on "4-Corners" of Hwy 53, 4ops in shared 3600sf facility. **\$470k / 50% interest in RE Also Available**

**FN-527 TRINITY COUNTY:** Be the only dentist in town! "Pride Institute" designed! 2350sf w/ 5 ops + 1 add'l. **\$325k**

**GC-472 ORLAND:** Live & Practice in charming small town community. 1,000 sf w/ 2ops. Seller Retiring. **\$160k**

**GG-386 REDDING:** Amazing Practice. Lease or Buy Real Estate! 2,860 sf w/ 4 ops. Plumbed for 2 add'l! **ONLY \$265k**

**GG-453 CHICO:** 5,000 sf w/ 7 ops Perfect for 1 or more dentists! **\$395k**

**GG-454 PARADISE:** ~2,550 sf w/ 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$595k**

**GN-244 OROVILLE:** Must See! Gorgeous, Spacious. 2,500 sf w/ 5 ops! Collections over \$450k in 2013. **Only \$315k**

**GN-258 REDDING:** Pristine and attractive! Conveniently located! 2,100 sf w/ 3 ops + 2 add'l. **Now Only \$300k!**

**GN-399 REDDING:** Loyal patient base and relaxed workweek schedule. 1,440 sf w/ 3 ops. **\$150k**

**GN-418 REDDING:** Goodwill Galore! Established for ~37 years. Seller is retiring! 3,200 sf w/ 6 ops + 2 add'l. **\$495k**

**GN-507 CHICO:** It just doesn't get any better than this! 3,000 sf w/ 7ops. Practice **\$535k** Real Estate **\$750k**

**HC-461 SONORA:** In the beautiful Sierra Foothills, 4ops, 1350sf, free-standing bldg.. Practice **\$700k** & RE Also Available!

**HG-298 REDDING FOOTHILLS:** HEALTH FORCES SALE! Includes Cerec! 2,000 sf w/ 5 ops. Practice **\$75k** & Real Estate Available!

**HN-280 NO EAST CA:** Only DDS in Town! 900 sf w/ 2 ops **\$110k**

**HN-290 PLACERVILLE:** Excellent Merger Op! FFS. 1,400 sf w/ 4 ops **\$210k**

**HN-539 Central Sierra/Tuolumne Co:** The perfect Merger Op in a rural Sierra Community! 2,000 sf w/ 5 ops. **\$175k**

### CENTRAL VALLEY

**IC-468 SAN JOAQUIN VLY:** High-End Restore Practice! 2500+sf, 6 ops, Price Reduced. All offers considered! **\$350k**

**IN-397 FRESNO/MADERA:** Focused on quality dental care & patient comfort! 2,000 sf w/ 5ops. Seller Motivated: **\$440k**

**IN-429 TRACY Facility:** "Move-in ready" Hesitate and you might miss out! 2,488 sf, 5 ops **\$245k/RE: \$650k**

### CENTRAL VALLEY CONTINUED

**IN-474 STOCKTON:** Too good to be true? Absolutely not! 1,600 sf w/ 3 ops. **\$95k**

**IN-506 TURLOCK:** Practice in the heart of the Central Valley! 2,000 sf w/ 5ops + 1 add'l. **\$425k**

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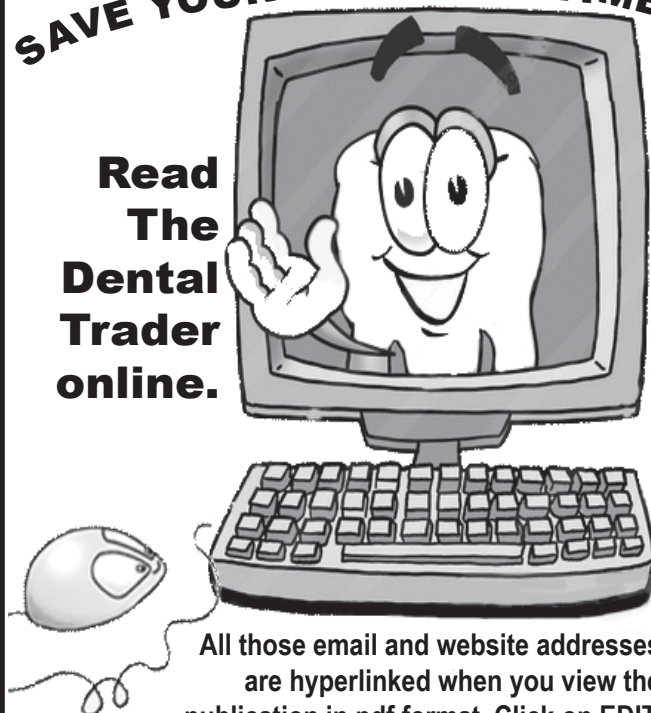


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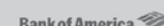
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1	2	3	4	5	6	7
8	9	10	11	12	13	14
MOTHERS DAY				ANAHEIM CDA CONVENTION		
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				
	MEMORIAL DAY					

April

1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

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June

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**ANAHEIM CDA CONVENTION -**  
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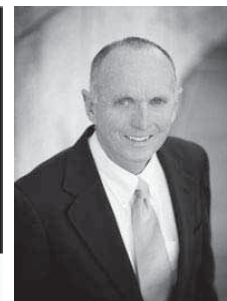


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Restorative cash fee-for-service practice, contemporary suite/ all digital, 2015 revenues \$725K, three year average net profit = 43.5%

**Asking \$575,000**

### South Orange County #1099

Restorative fee-for-service practice, five (5) equipped treatment rooms, contemporary 2,000 sq ft., digital x-ray, lasers, intraoral cameras, 37 years of goodwill, seller will work-back, 2015 Gross revenues \$1,408,278

**Asking \$1,300,000**

### Sonoma County #1101

#### General Dental Practice and Building

2,415 Square Foot Digital Suite  
Five (5) treatment rooms  
Eight Days/Week Hygiene  
2015 Gross \$1,551,905  
2014' & 2015' Average

★ Net Profit = 42.55% ★  
**Practice asking Price \$1,150,000**

### South Orange County #1103

Shopping center location, digital restorative practice, 2015 gross revenues = \$896,296, three year average net profit = 49%

**Asking \$775,000**

### East Bay San Francisco #1104

Fee-for-service **NEW!!**  
Restorative/ Esthetic practice  
Beautiful digital office  
Six (6) treatment rooms  
2015 gross revenues = \$1,639,289  
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### Central Valley #1094

#### ENDO Practice

Three treatment rooms, w/ one additional plumbed room, digital with microscopes, 2015 gross revenues \$900K, net profit approx 50%

**Asking \$634,000**

### Fresno County #1091

Outstanding general dental practice and dental building for sale, approx. 2,400 sq ft., six (6) treatment rooms, practice fully equipped with digital x-ray equipment, seller retiring, practice gross in 2014 \$535,000.

**Asking \$347,500 for Practice**  
**Asking \$695,000 for Building**

### Placer County #1073

Fee-for-Service  
Restorative Practice  
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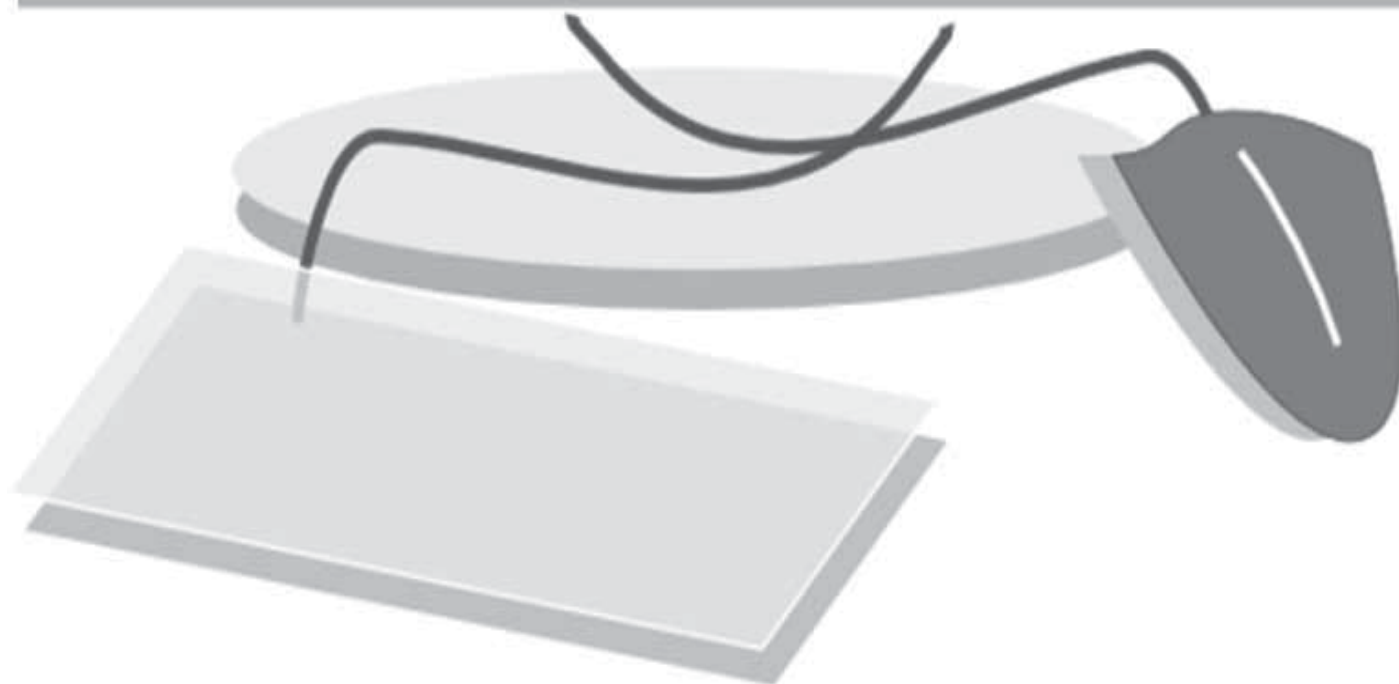
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- 6099 FAIRFIELD** Long established. Collected \$500,000 in 2015. 3-days of Hygiene. 4-ops with digital radiography.
- 6098 WEST PETALUMA** Collected \$468,000 with Profits of \$199,000 in 2015. Averages 15 new patients per month. Great views.
- 6097 SAN FRANCISCO'S PARKSIDE DISTRICT** Part-time practice collected \$130,000+ in 2015. 2-ops with separate digital x-ray room. 3rd op available. Essentially, a facility sale. Great opportunity to enter private practice with low start-up costs.
- 6096 NORTH FRESNO'S ST. AGNES MEDICAL VILLAGE** Long established. 4-days per week of hygiene. Realized collections of \$425,000 in 2015. 4-ops with 3 upgraded.
- 6095 WEST CONTRA COSTA COUNTY'S PINOLE** Located off Interstate 80 in Dental Village alongside Appian Way. 3-days of Hygiene. 2015 trailing \$425,000 in collections. Delivery systems in ops upgraded 11-years ago.
- 6094 PERIO PRACTICE - SAN FRANCISCO BAY AREA** Very high-end practice in an extremely desirable area. 2015 Produced \$1.25 Million, collected \$1.25 Million and realized Available Profits of \$690,000 on 3-day week.
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*"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."*

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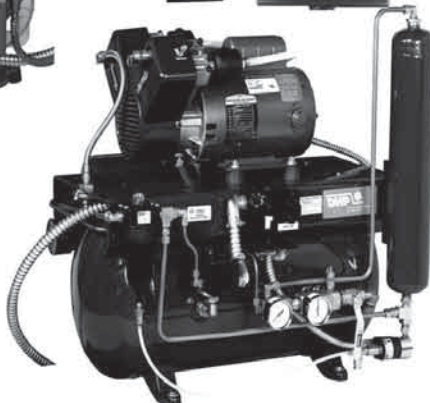
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