

# THE Dental Trader

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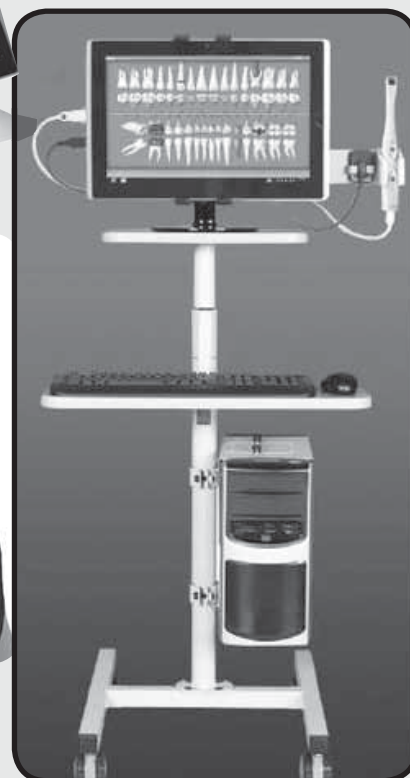
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## KERN COUNTY

**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. Dentrrix (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.

**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. **[SOLD]**

## 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. **Back on the Market!**

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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

Room for Your San Bernardino County Practice Listing.

## 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. **[PENDING]**

## SAN LUIS OBISPO COUNTY

**GROVER BEACH - TURNKEY OFFICE.** (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrrix 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.** **[PENDING]**

## 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 #8** - (4) op comput. G.P. Located in a prof. bldg. with ample free parking. Dentrrix 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.

**OXNARD #9** - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. Annual Gross Collect \$200K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. **[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, Dentrrix s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving.

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4.16

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**Tempe Dental Practice** for sale, 6 ops, Strip center, 3 miles to ASU, 2950 sq ft, low rent, untapped potential, 2015 collection \$336k, asking \$179k. Send inquiries to Dental894@yahoo.com.

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# LCF Practice Sales & Financing

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## ATTENTION SELLERS!

**We currently have Pre-Approved Buyers for dental practices located in Orange County, Los Angeles, Riverside, San Fernando Valley, San Diego County and the Bay Area.**

**Call to List Your Practice With Us Today!**  
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### Upcoming Listings:

- Anaheim

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- Antemio Millot, DDS

### We Offer Up to 100% Practice Financing!

- Practice Sales
- Working Capital
- Refinance/Consolidate
- Equipment Leasing
- Real Estate Acquisitions
- and So Much More!

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

#### City of Industry - Seller Retiring!

- Shopping plaza at corner of major intersections. PPO/Cash.
- 2 Ops + 2 plumbed, 1,300 sq.ft.

#### Downey - Modern Office!

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

#### Gardena - Busy Intersections

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

#### Hawthorne - Shopping Plaza!

- Located 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 - Busy Street!

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

#### Norwalk - Retail Shopping Ctr!

- Seller is Retiring. Cash/PPO
- 2 Operatories, Approx. 600 sq.ft.

#### Pico Rivera - Busy Street

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

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

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

#### Valencia - Gorgeously Design

- Real Estate & Practice for Sale
- 2015 ~\$815K. 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 San Diego County, CA

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

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

### Dental Practice for Sale Orange County, California

#### Fullerton - Gross ~\$825K

- Supermarket Shopping Center
- Busy street, great visibility.
- 3 Equipped Ops, ~1,300 sq.ft.

#### Huntington Beach - Low Rent!

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

#### Laguna Hills - Beautiful Office

- Busy Retail Shopping Center.
- Modern Office. Cash/PPO
- 4 Eq. Ops, Approx. 1,750 sq.ft.

#### Mission Viejo - Gross ~\$970K

- 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 + 1 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.

### 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 - Freestanding Bldg. Practice & Real Estate Available

- Street Front Location.
- 2 Eq. Ops + 2 Add't Plumbed

#### 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 Jose - Main Street

- Gross ~\$385K
- Located in Medical Prof. Bldg.
- 4 Equipped Ops, 1,465 sq.ft.

#### San Jose - Great Location

- Starter Practice in Strip Mall.
- High visibility. Gendex X-ray.
- 3 Equipped Ops, 1,040 sq.ft.
- Close to Freeway 680.

#### South San Francisco - New!

- Beautiful Modern Office
- Gross ~\$500K. Cash/PPO.
- Street Front Location in Retail Plaza. Excellent visibility.
- Fully renovated, 3 upgraded Ops

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**ALAMEDA COUNTY** Pedo: 1,056sf w/ 4 chairs in growing, revitalized community, Seller Retiring \$225k (BC-544) WPS/800-641-4179.

**CLAIREMONT** (3) Op comput G.P. for sale. In a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO. (2) year old eqt., Digital X-Rays & a regular Pano. 2015 Gross Collect. \$265K+ p.t. D&M Practice Sales 818.591.1401.

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**LAMORINDA AREA** Facility: Excellent Location! Highly Visible Facility, 900 sf w/ 3ops +1 plumbed add'l. \$125k (BC-549) WPS/800-641-4179.

**SANTA CRUZ** 3 ops 1200SF digital Gross \$375K no HMO DCAL PPO Cerec machine included asking price \$315K excellent merger Golden State Practice Sales Jim Rodriguez 925-743-9682.

**San Jose Office for Lease-Stunning 6 ops Move in Ready, Easy Access off Main Freeway, 2 suites common sterile/waiting room for Perio/Endo/Pedo Call 510-407-2006.**

**OROVILLE** General Practice. 3 Ops, mostly new equipment & recently remodeled. Owner retiring. HSPPT-Dennis Hoover 209-605-9039-#CA288.

**Curing Light** Not much use. Corded. Omega brand. Includes clear-dark curing sticks. Protection goggles. \$99.00 Will ship free. idobraces4u@yahoo.com.

**Thomas Sudbijo, DMD** (Tustin, CA)-Law Offices of Jeng and Associates is definitely one law firm that I will continue to use for my legal needs. Dr. Jeng was very helpful addressing my questions and was on top of things and kept me informed in every step. Call Jeng & Associates 714-858-0536.

**SAN RAFAEL'S NORTHGATE** 2-op practice collected \$275,000 in 2015 on 3-day week. 2014 collected \$332,000. To learn more, go to [www.PPSellsDDS.com](http://www.PPSellsDDS.com).

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**Cecilia Chen, Esq** is very knowledgeable in dental law, particularly when it comes to partnership buyouts and practice acquisition. — Richard Lindsay, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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**CENTRAL VALLEY** Ortho: 1,650 sf w/ 5 chair bays & plumbed for 2 add'l, Strong Refs & Satisfied Pts Base \$180k (IC-543) WPS/800-641-4179.

**PRICED TO SELL** West Covina — Free-standing location. 4 exam rooms and large private office. Leasehold & equipment. ID#76609. Call Maria Silva or Scott Daniels 877-778-2020 at Practice Concepts.

**PRACTICE FOR SALE** NEW!! RANCHO BERNARDO. Situated in Prof Bldg. at major intersection. 2 doctors share 8 Op office. SDPS: 760-599-7828.

**BAKERSFIELD #31** (4) op comput. G.P. & Duplex Bldg. for sale. (3) ops eqt'd. Cash/Ins/PPO. Annual Gross Collections ~ \$350K. Seller taking Govt. position. D&M Practice Sales 818.591.1401.

**GP PRACTICE** WANTED SF Bay Area: Buyer looking for 3-4 ops. Practice in Livermore, Fremont, Pleasanton, Castro Valley, Dublin or Hayward and surrounding area. Sellers call/Text Joe Hruban at (530) 746-8839. joe@omni-pg.com. CA BRE# 01821307.

**Dental office** for rent/sale in historic Jamestown. Great location on Main St. 2 ops plumbed. \$700/mo. 209-984-3035.

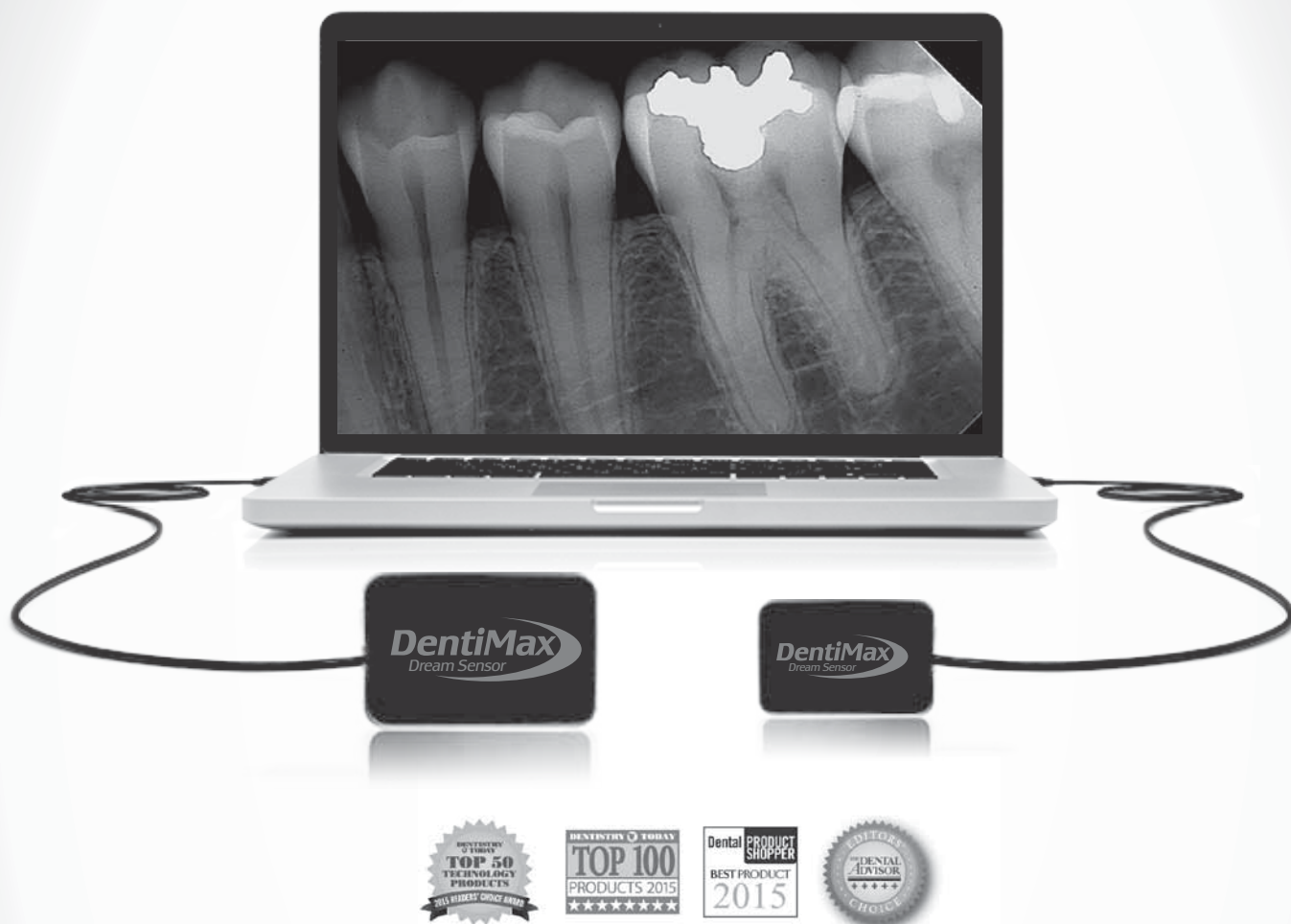
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**GREATER SACRAMENTO** Practice and Real Estate for Sale! 1,750sf w/ 4ops + 1 add'l, \$800k (EC-531) WPS/800-641-4179.

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**SAN FERNANDO VALLEY** (8) Op comput G.P. w central nitrous for sale. In a prof. bldg. on a main thoroughfare. Cash/Ins/PPO/HMO w approx. \$7K/mos Cap Ck. Dentrix, Digital X-Rays, Digital CT Scan. 2015 Gross Collect \$1.4M+. (50+) new pts/mos. D&M Practice Sales 818.591.1401.

**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.

**Cecilia Chen, Esq** has a strong background in real estate and practice purchase and sales. Let us assist you in your next practice transition. Call us for a complimentary consult. Toll Free: 855-850-4111, [Cecilia@practiceatty.com](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

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**HAYWARD** Practice & Building 2 fully-equipped ops, 2 add'l plumbed. 2014 GR \$186,000. 3100 sq. ft. building w/rental income for sale. HSPPT-Jim Engel 925-330-2207-#CA316.

**SANTA CRUZ** 3 ops 1200SF digital Gross \$375K no HMO DCAL PPO Cerec machine included asking price \$315K excellent merger Golden State Practice Sales Jim Rodriguez 925-743-9682.

**ORTHODONTIC PRACTICE** in San Francisco. 3 yr old Great opportunity to start your own practice with minimum investment. 3 ops, 2 equipped. 925-984-9885 or Drhyang@yahoo.com.

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*"Cecilia represented me in the sale of my dental practice to my existing partner. She was very professional, thorough and easy to communicate with. The other attorney was contentious and uninformed about complex insurance issues and made no effort to preserve goodwill. Cecilia is very knowledgeable in dental practice law, particularly when it comes to partnership buyouts and practice acquisition. She went the extra mile to try and ensure that my interests were protected."*

Richard Lindsay, DMD

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**CENTRAL COAST/WINE COUNTRY** (3) op comput G.P. & 1,900 sq ft free stand. duplex bldg. for sale. Fee for Service pts. 2015 Gross Collect \$275+K p.t. Seller retiring. D&M Practice Sales 818.591.14.

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

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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, Dentrix 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 3 **SOLD** 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 four day work week, three **SOLD** 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.

**CITRUS HEIGHTS** - Prosthodontic practice in 1,500 sq. ft. office with 3 equipped operatories, Mac software, and dental lab. 2015 collections were \$610,617. Office is one of two suites in free standing building which is also available. #CA326- Thomas Wagner - 916-812-3255.

**FOLSOM** - General Dentistry - Located in well-designed, 2,420 sq. ft. office with 5 Ops, Shick Digital X-rays, Pano **SOLD** (Digital), 8 days hygiene/wk, and Carestream/Softdent software. #CA235-Thomas Wagner - 916-812-3255.

**GREATER ROSEVILLE/ROCKLIN** - General Dentistry- 4 Op practice in highly-desirable area, equipped with IO camera, Schick Digital X-ray, Laser, and Dentrix software. Established for over 20 years, 2015 GR of \$945K. #CA331 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 Dentrix software, **SOLD** X-ray-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 **SOLD** Dexis 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.

**MOUNTAIN VIEW** - General Dentistry- Great Silicon Valley Location near Hospital and High School. 4 completely furnished treatment rooms in approx. 1100 sq. ft. with Dentrix G6 Software, 8 computer work stations and XDR Digital Sensors. Practice has been in the same location for 41 years, 15 with current owner. GR of \$371,000 with 3 year average adjusted net of \$167,000. Owner retiring from private practice but will help with a smooth transition. #CA335-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 building equipped with intra-oral, 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. 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 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: 2500 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. 4 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/ \$100K 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, 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 Dentistry Practice and Condominium. 1,300 sq. ft. office in professional building with 4 Ops, 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: 40+ year established practice in a professional building in a central Sacramento location. 1,000 sq. ft. with 2 equipped operatories, 2 additional plumbed. DentalMate software. 2015 GR of \$110,427 with lots of room for growth. #CA332-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.

**SAN JOSE** - General Practice: A great shopping mall location straddling Walmart & Target stores, just waiting for an energetic owner! 2015 GR of \$568,000 on 2 1/2 day work week. 4 fully equipped treatment rooms with 2 additionally plumbed in professionally designed 2200 Sq. Ft. EZ Dental Software, Dexis Digital X-Ray and film based Panoramic. Average age of equipment is 10 years and owner will help with a smooth transition. Owner retiring after 30 years in this location. #CA330-Jim Engel - 925-330-2207.

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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, 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 Dentrax 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.

**VACAVILLE** – 2,400 sq. ft. office with 4 ops. Digital X-ray, Pano, Laser, Dentrax 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 25 years in the same location. Practice had 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. Gendex 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. Dexis and Dentrax 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.

**MODESTO** - Dental Air Space Condominium. This 1,511 square feet dental condo unit is presently under lease in Downey Park Professional Center in Modesto. Total purchase price is \$286,000. Photos and prospectus available upon request. #CA333-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.

**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 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, Dentrax Software, Schick Digital X-Rays with 3 sensors. Long term staff. #CA320-Dennis Hoover - 209-605-9039.

### SOUTHERN CALIFORNIA

**BAKERSFIELD** – General Dentistry practice with 4 operatories features 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. 2015 GR of over \$1.6MM+. #CA183- Steve Caudill- In Escrow. - 951-314-5542.

**BELL** – General Dentistry- 3 Ops, Dentrax, 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. 2015 GR \$1.2MM+. #CA210 -In Escrow. Kerri McCullough - 949-300-0312.

**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, Dentrax, Dexis. Professional building location with 48+ years of goodwill. 2015 GR of \$604K with Adj. Net of \$2312K. #CA311 - Kerri McCullough - 949-300-0312.

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**CYPRESS** – General Dentistry, 5 Ops, Est. for 35 years. 7 days of Hyg./week, most specialty work referred. 2015 GR \$962K with \$430K 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. 2015 GR of \$728K with \$307K Adj. Net. #CA173-Kerri McCullough - 949-300-0312.

**HUNTINGTON BEACH** – *NEW LISTING* - General Dentistry with 3 Ops, 2 Equipped, 1 Plumbed, in a prof. building. Completely digital and paperless with EagleSoft and 25 years of goodwill. Seller works a 3 day week with 1 day of hygiene. PPO/FFS practice. 2015 GR of \$276K with \$103K Adjusted Net Income. #CA329- Thinh Tran – 949-533-8308.

**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.

**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* – Endo Practice with 6 Ops and a strong referral base for 25+ years. Paperless, digital with microscopes and 5 year new equip. 2015 GR of \$736K with \$325K Adj. Net. #CA327- 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 4½ 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.

**SANTA MARIA** – *NEW LISTING* – General Dentistry practice with 3 ops. FFS/PPO practice and patients are seen 3 days per week with 1 day of hygiene. 2015 GR of \$262K. #CA324-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. 37+ years of experience, 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, Digital, 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.

## SAN DIEGO

**CHULA VISTA** - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ 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 is retiring. Great 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

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**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.

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**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.

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Dear Colleagues,

As a result of cumulative learning and knowledge through 2,700 plus hours of Continuing Education, hands-on training, research, and clinical experience with thousands of TMJ patients, I was able to develop a revolutionary diagnosis and treatment of TMJ disorder protocol that is easy to learn, simple to apply clinically and treatment outcome is dramatic.

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I have decided to disseminate this secret technique and skills: I formulated a TMJ Seminar Course and presented it to the Dental Board of California: The Board reviewed "Goals, Objectives, Course Outline, and Qualification of Instructor" and approved Dr. Kim as a Registered CE Provider.

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If you ever thought about creating a "TMJ Treatment Program" in your practice,

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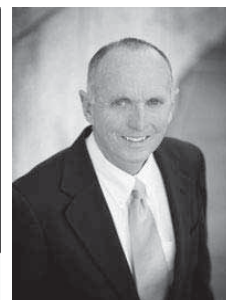
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Restorative cash fee-for-service practice, contemporary suite/ all digital, 2015 revenues \$725K, three year average net profit = 43.5%  
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### South Orange County #1099

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**

### South Orange County #1103

Shopping center location, digital restorative practice, 2015 gross revenues = \$896,296, three year average net profit = 49%  
**Asking \$775,000**

### 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**

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Fee-for-Service Restorative Practice and Condo  
Beautiful Contemporary High Tech Office  
Seller Retiring  
2015 Revenues of \$945,414

**Asking \$790,000 for the practice**

### East Bay San Francisco #1104

Fee-for-service  
Restorative/ Esthetic practice  
Beautiful digital office  
Six (6) treatment rooms  
2015 gross revenues = \$1,639,289  
**Asking \$1,350,000**

### 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**

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**Booth #865**

### 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

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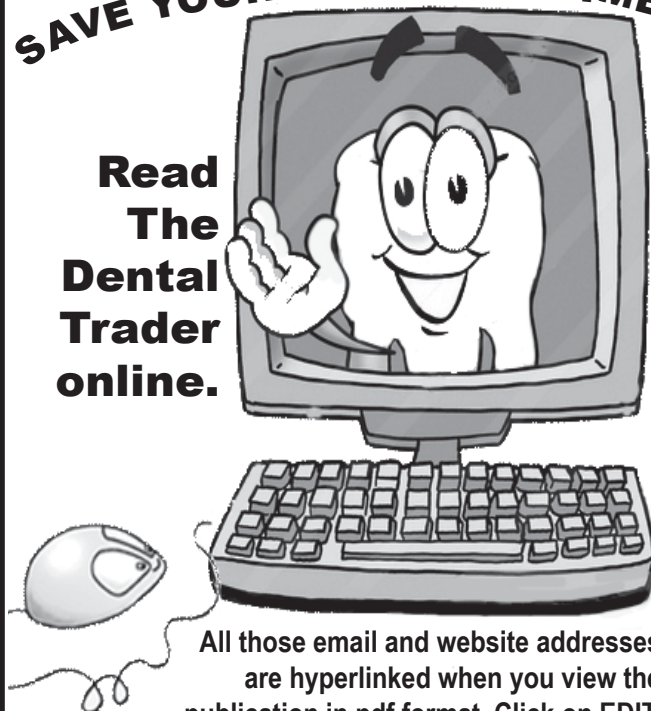
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## ASK THE BROKER

**“For every ACTION  
there is an equal and  
opposite REACTION”**

This is Newton's third law of physics and is an appropriate law in dental transactions. Both buyers and sellers need to consider this law in their actions during a transition. Recently I was involved in a “perfect” transaction. It was a small practice with a female dentist who had practically raised her kids in the dental office - selling to a younger female dentist with younger children.

***The doctors were getting along splendidly and everyone was happy!***

Contracts went out and the buyer chose a well-known dental attorney who made a fair amount of changes to the documents, albeit most of them fairly minor, but a few that needed a little push back. In my lectures, I always advise the buyer to pick a known dental attorney as they understand the issues and can “cut to the chase” quickly. However, I also advise them to control their advisors and encourage them to “own” the changes suggested. (Hopefully keeping revisions to a minimum on critical matters only) Once the ACTION of “firing shots across the bow” begins, one should expect the shots to be returned. That definitely happened here, creating some sore feelings and added expense to the transaction. It was all eventually resolved nicely, but in my humble opinion, much of this might have been avoided with less “red ink” at the beginning. It can be a tough call sometimes as there are ALWAYS reasons to justify the changes. However, no matter which side may feel justified to begin the “volley”, both sides should understand the costs involved and possible ramifications of over negotiating small issues that may never occur and may cost less to fix later than negotiate now.

***Once the sides start to “volley”, issues that never were issues become new points of negotiation in an effort for each side to score points.***

Once you hear phrases like “it’s the principle of the thing”, or “what if” referring to a one-in-a-thousand event, it is time to pull back and assess the REAL magnitude of the issue in question. I have seen an accounts receivable issue that might have resulted in perhaps a \$1000 expense be argued by the attorneys for hours. (Do the math on two attorneys arguing for 3 hours each at \$300+ per hour!)

This process can start from either doctor or either attorney. Of course there are instances where the objections are absolutely justified, but the attitude that “it can’t hurt to ask” is not necessarily true! There are many times in the process where one side feels they have made the concessions and it is due for the other side to make the next concession. Just understand both sides should pick your battles and **“KEEP THE BIG PICTURE IN VIEW AT ALL TIMES!”**

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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### BAY AREA

**AC-335 SAN FRANCISCO:** Great Practice! 2100sf, 8ops in desirable location of SF. Call for Details **\$475k**

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

**BC-361 OAKLAND:** Established for over 23+ years! 2,200 sf w/ 7 ops. Seller is retiring. **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**

**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 Pride! Collections of \$749k in 2015. 1250 sf w/ 4 ops **\$545k**

**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, Peds 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**

**DC-561 SAN JOSE:** Eastridge Area, Seasoned Staff, Loyal Pts, 6 ops +1 add'l, 2400sf, 10npts/mo **\$300k**

**DG-510 SAN JOSE:** Be the envy of all in a much coveted location in a large, upscale, nationally-owned Mall! 1,450 sf w/ 5ops. **\$1.1 mil.**

**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! Purchase together or separate! Call for Details!

**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**

**EC-531 GREATER SACRAMENTO:** Practice and Real Estate for Sale! 1,750sf w/ 4ops + 1 add'l, 8npts/mo **\$800k**

**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. Now Only **\$125k**

**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 30yrs Goodwill behind! 1350 sf w/ 4ops & opt to grow! REDUCED: **\$350k**

**EG-556 SACRAMENTO:** Near CSUS Campus. Long-term 2nd generation office. 935 sf w/ 4 ops **\$389k**

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

**EN-534 ROSEVILLE Facility:** Location, Location, Location! Turn-key...just needs you! 2,000 sf w/4 ops. **\$45k**

**EG-560 CARMICHAEL:** Focusing on the philosophy of treating patients as family! 1,200 sf w/ 3 ops + 1 add'l. **\$130k**

**EN-558 DAVIS:** Designed for maximum office efficiency and patient flow! 1,487 sf w/ 4 ops + 1 add'l. **\$650k**

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

**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**



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

**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 Also Available!**

**HN-280 NO EAST CA:** Only Practice in Town 900 sf w/ 2 ops **REDUCED! ONLY \$60k**

**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**

**IG-367 MERCED:** Newly Remodeled, Paperless. 1,550 sf w/4 ops **REDUCED! \$270k**

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

**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**

**IN-512 MERCED:** This immaculate practice is an absolute jewel! 1,200 sf w/ 4ops + 1 add'l. Now Only: **\$110k**

**IN-554 TURLOCK:** A small town feel but with "big city" amenities! 1,900 sf w/ 5ops. **\$795k**

**JC-541 FRESNO Facility:** 1,210 square feet and consists of 2 fully equipped ops and plumbed for add'l op **Call for Details!**

**JG-491 FRESNO:** Well-established. 40-50 new Pt/mo. 1,452 sf w/ 4 fully equipped ops. **REDUCED! \$395k**

**JN-551 COALINGA AREA:** Serving this community of working families! Paperless Practice. 1,200 sf w/ 3 ops. **\$450K**

### SPECIALTY PRACTICES

**BC-544 ALAMEDA COUNTY Pedro:** 1,056sf w/ 4 chairs in growing, revitalized community, Seller Retiring **\$225k**

**BG-517 NORTH EAST BAY Endo:** 2,750 sf w/ 8 ops! Strong Practice! **\$500k**

**CC-346 SO MARIN CO Perio:** Beautiful 1,142 sf w/ 3 ops. No reasonable offer will be refused! **\$199k**

**CG-424 NAPA Prosthodontist:** Office has Digital X-ray & NEW 3D Imaging Unit! Ready for Experienced, high-end Prosthodontist! On track to collect just under \$1m **\$725k**

**DC-459 SF PENINSULA Perio:** 50% Partnership Buy In! Call for Details! **\$580k**

**FN-536 LAKE COUNTY Pedro:** Focusing on Prevent dental problems before they begin! 1,750 sf w/3 ops. Now Only: **\$275k!**

**IC-543 CENTRAL VALLEY Ortho:** 1,650 sf w/ 5 chair bays & plumbed for 2 add'l, Strong Refs & Satisfied Pts Base **\$180k**

**JC-540 FRESNO Sleep Apnea:** Motivated Seller retiring! Step right in and make yours! **Call for Details!**

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#### **FEATURED! Turn-key Location & Priced to Sell: West Covina, CA**

Great exposure and potential to grow! This dental practice was started fresh in 2014 and is located on a busy street in a desirable area of West Covina near shopping, amenities, and the 10 freeway. This free-standing, 1,000 sq. ft. office includes 4 equipped operatories, large private office, and ample parking behind the building. Gross average \$200K per year. Leasehold & equipment only including patient charts. (ID#76609)

#### **Workspace Close to Fun and Entertainment: Buena Park, CA**

Just minutes from Knott's Berry Farm! This spacious 1,650 sq. ft. dental office has a welcoming front entrance and beautiful high ceilings. Includes a total of 6 operatories with 2 being fully equipped. Resides on a stand-out corner location in a busy shopping center. Leasehold & equipment only. Seller owns a CAD / CAM if interested in acquiring – buyer will have to assume the existing contract. (ID#76608)

#### **Beautiful Views in Stunning Location: Beverly Hills, CA**

Move-in ready and priced to move. Penthouse suite in the heart of Beverly Hills with beautiful panoramic views. Spacious 1,800 sq. ft. of office space with 5 chairs in open bay. Leasehold & equipment only. (ID#76580)

#### **Spacious & Newly Remodeled, Grossing \$750K: Santa Ana, CA**

Eye-catching office! Spacious and newly remodeled specialty and general practice. Phenomenal layout to truly enhance work flow. Includes two reception areas and 8 spacious fully equipped exam rooms. Boasting almost 4,200 sq. ft. A real stand out! Gross \$750K with strong net. (ID#76585)

#### **Corner Practice with Curb Appeal: Lompoc, CA**

Attractive front entry on corner location! 1,200 sq. ft. practice located in a busy shopping center close to Vandenberg Air Force Base. Includes 2 fully equipped operatories and 3 plumbed non-equipped ops. Started from scratch in 2013 - Gross \$106K! (ID#76584)

#### **Priced to Move: Orange County, CA**

Fully digital and computerized office. Part-time practice grossing \$240K poised for growth. Located in free-standing building. This office is priced to move. Office includes 4 fully equipped exam rooms. This 1,000 sq. ft. office has great exposure in a free standing building. Great opportunity to build and grow. (ID#76586)

#### **Remodeled with Real Estate Opportunity: San Bernardino, CA**

Excellent location and room to grow! Wonderful opportunity for a start-up or merge an existing practice. This recently remodeled 1,800 sq. ft. dentist office has 5 spacious equipped ops and a large lab/sterilization combo. Leasehold and equipment only. Also can purchase real estate; 3,000 sq. ft. building including dental office and 2 additional suites for added rental income. Large lot with gated parking. (ID#76596)

#### **Near Million Dollar Communities: Cypress, CA**

A must-see! Home of the Oxford Academy and close to an upscale neighborhood. Office includes welcoming front entry space and 4 fully equipped operatories. Over 1,000 sq. ft. of office space. Located in a busy plaza with exclusive corner location. 2 days per week office with gross \$240K. Mostly PPO with 1% HMO. (ID#76602)

#### **Offer Pending! Large Floor Plan Office in Busy Medical Center: Tustin, CA**

Perfect for a start-up or merger! Located just blocks from the 5 freeway, this dental office is located in a thriving medical and dental center. Started from scratch in 2001, the 1,000 sq. ft. practice includes 4 fully equipped operatories. Office is computerized and digital. Gross approximately \$240K annually. Seller is retiring. (ID#76607)

#### **Reduced Price in Wine Country: Santa Maria, CA**

Sale Price Reduced! Located in beautiful wine country just blocks from the 101 freeway. This practice resides on a busy medical-dental plaza, and includes 3 fully equipped ops in a 1,200 sq. ft. suite. Has large sterilization / lab room. Seller moving out of state. Gross \$300K on a 2 1/2 day a week schedule. (ID#76583)

#### **Offer Pending! Poised for Growth: Orange, CA**

Open and spacious on a busy street in Orange. Great visibility from the street and lots of opportunity for walk-by traffic. Includes 4 exam rooms. Beautiful strip center with easy parking. Part-time office with \$240K gross on 2 days a week. Add hours and see it grow. (ID#76603)

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## MAY 2016

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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					

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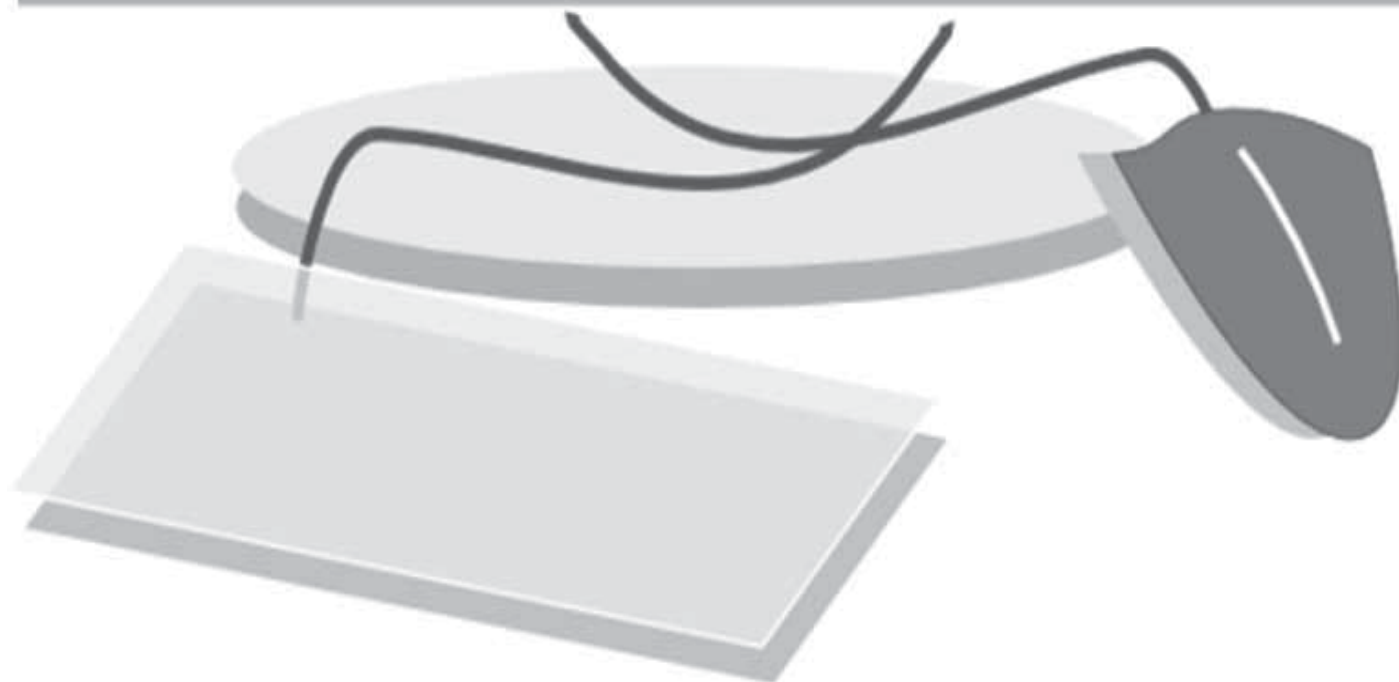
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- 6099 FAIRFIELD** Long established collected \$500,000 in 2015. 3-days of Hygiene. 4-ops with digital radiography.
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tinue the success I experienced. Ray literally found the perfect match and I have not had a single complaint, call or issue. Thanks Ray for all you've done." **Joel Boriskin, DDS**

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**Original Owner's Postscript** "Now Ray has helped Joel find the right person and again it was an excellent and experienced dentist, Doctor Yeh. I can testify to his abilities since he is now my dentist. I started the practice in 1975 and thanks to Ray there have been two smooth and productive transitions and the practice continues 39 years later." **Mickey Sosin, DDS**

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