

# THE Dental Trader

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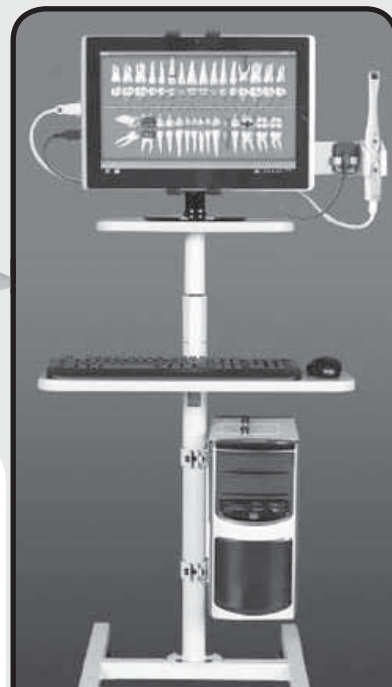
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Paul Maimone Broker/Owner  
CA Broker #01172430

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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.

**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.**

**SAN FERNANDO VALLEY #9 - (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. **[PENDING]****

**SAN FERNANDO VALLEY #10 - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-ray, CT Scan, Laser, Dentrux s/w & (5) year old eqt. Gross Collect. \$1M+/yr. Cash/Ins/PPO pts. Reasonable overhead w high net! **[NEW]****

**SAN GABRIEL VALLEY CONFIDENTIAL CITY - (4) op comput G.P. w newer P&C Eqt. FFS. 2015 Gross Collect \$881K+ on a (3 1/2) day wk. (4) days of hygiene. Paperless office w Eaglesoft s/w & Shick digital x-rays. Eqt'd w electric hand pieces, Oprocare intra-oral camera system, velscope cancer screening, air abrasion, electric endo engine, The Wand delivery system, soft tissue laser, etc etc! Sweetheart lease & low overhead. Seller retiring. **[NEW] & [PENDING]****

**WESTLAKE VILLAGE - Fully equipped Turnkey Office in an upscale demographic area. (4) ops/(3) eqt'd. Located in a smaller prof. bldg. w a favorable lease. Office is fully networked, is digital, & has a newer upscale buildout & mostly newer eqt. Excellent off street free parking. Seller has experienced exponential growth at this location & is purchasing a bldg. Now it's your turn to grow. Offered at less than buildout cost. **[NEW]****

## ORANGE COUNTY

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- Pre-Sale Planning

**HUNTINGTON BEACH - Fully Built out Dental Office for Lease in upscale community. The suite is currently configured as an O.S. Office w (3) surgery rooms, (2) consultation rooms, (1) recovery room, (2) add. plumbed ops, central N2O2 & a Pano area. The 1,962 sq ft suite is in a medical/dental bldg. on a main thoroughfare. The office has great access to the 405 Fwy & is adjacent to the Westminster Mall. Has ample & free surface parking. Some dental eqt & furniture are also available for a modest sum. LL is Offering T.I.'s & favorable terms for a long term lease. **[NEW]****

**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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## 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. **[SOLD]****

## 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. [SOLD]****

## VENTURA COUNTY

**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]****

**PORT HUENEME - (3) op comput. G.P. located in a large strip center on a busy main thoroughfare. Excellent exposure/visibility/signage & ample free parking. (2 1/2) - (3 1/2) year old eqt. Dentrux s/w. Cash/PPO & some Denti-Cal. Gross Collect of ~ \$250K on a p.t. Associate run schedule. Averaging (15) new pts/mos. Sweetheart Lease & very low overhead. Seller does no advertising. Seller to concentrate on his main office. **[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, Dentrux s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **[PENDING]****

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**Seeking Dentist** for practice in Visalia, CA. Ideal candidate will have at least two years experience. Please send resume to makennabarnes@hotmail.com.

**OAKLAND PILL HILL** near Sutter Health Gross \$646K 5 ops 1300 sft ORTHOPHOS XG 3D panorex Asking \$425K Golden State Practice Sales Jim Rodriguez 925-743-9682.

**For Sale** San Rafael Dental Office in the heart of Marin County. Approx 800 sq ft, 3 ops, Reception Area, Private Office, Sterilization, Lab, 2 restrooms. \$225,000.

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**MENDOCINO COUNTY GP** Seller offering well est. 48 year practice. Located in outdoorsman's paradise. Just 2 hours North of SF surrounded by redwood forest, vineyards and mountains. 950 sq. ft. office in single level building w/ 4 fully equipped ops. 2014 GR \$565. Asking \$300K. Contact Carroll & Company at 650.362.7004 or dental@carrollandco.info. BRE #00777682.

**SAN FRANCISCO:** Spectacular views of Washington Square. 3ops +2 add'l plumbed in 1400sf office \$225k (CC-566) WPS/800-641-4179.

**For Sale** San Rafael Dental Office in the heart of Marin County. Approx 800 sq ft, 3 ops, Reception Area, Private Office, Sterilization, Lab, 2 restrooms. \$225,000.

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**SANTA CRUZ** Seabright 3ops 1200SF digital Gross \$375K no HMO DCAL PPO Cerec inclded price \$300K good merger bldg avail Golden State Practice Sales Jim Rodriguez 925-743-9682.



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**GREATER EL DORADO COUNTY** General Dentistry- 1,700 sq. ft. office, 5 Ops, Digital Pan, Digital Sensors, Eaglesoft software. 2015 GR \$737K. HSPPT-Thomas Wagner 916-812-3255-#CA343.

**HUMBOLDT COUNTY** GP Well-established, high performing general practice boasts 6 fully equipped ops. in 2,900 sq. ft. free standing office w/Digital X- ray, 2 platinum Dexis sensors, & Cerec Omnicam & MCXL units. Loyal & stable pt. base in charming community, w/ a small town feel. Perfect for a dentist who wants to live along the coastline. Avg. GR \$1.4M+, 2016 on schedule for \$1.5M+. Asking \$1,041,000. Contact Carroll & Company (650) 362-7004 or [dental@carrollandco.info](mailto:dental@carrollandco.info). CA DRE #00777682.

**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.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

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**GREAT FOR START-UP:** San Fernando Valley - Busy practice in multi-story medical bldg. Leasehold & equipment. (ID#76617) Call 877-778-2020.

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**I want to express** my gratitude for the excellent work you have done. Your work has been exceptional. - Kareem Abraham, DDS, Santa Ana, CA. [www.TheDoctorsInsuranceBroker.com](http://www.TheDoctorsInsuranceBroker.com).



Timothy Giroux  
DDS/Broker

## ASK THE BROKER

### Dental Mergers: A guide to your personal ATM machine

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 dentist. 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 CONTINUOUS 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 1,000 patients to your existing practice, the only overhead will come in supplies, lab costs and some staff. This revenue is ongoing year after year and the reason why a merger is like having your own ATM cash machine!***

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 **unquestionably** pay the market price or more if you have an opportunity for a merger. This is about return on investment, not equipment. Even if you took every piece of equipment to the junk yard, it would still be worth paying over the market price for a merger opportunity. 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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## **PRACTICES FOR SALE — August, 2016**

**RANCHO BERNARDO – JUST LISTED!! GENERAL** Practice (established 6 yrs) situated in Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. FFS and PPO.

**VISTA - JUST LISTED!!** Starter Practice with some patients. 5 equipped in approx. 2000 sq.ft. Panoramic X-Ray. Along BUSY street. VERY REASONABLE!

**IMPERIAL BEACH - NEW LISTING!!** This **GENERAL** Practice is situated in small retail center along major thoroughfare. DIGITAL Periapical and Panorex. 3 Ops (2 equipped). PPO and Self-Pay.

**SAN DIEGO - JUST LISTED!!** Retiring from GP with 18 yrs of Goodwill (FFS & PPO). 3 Ops in 1020 sq.ft. Situated on major thoroughfare near freeway.

**VISTA - GENERAL** Practice situated in Retail Center along VERY busy thoroughfare. 4 Ops (3 equipped) in approx. 1400 sq.ft. ALL Digital and Paperless! Dentrix Software. Panorex. All Insurance and Cash Patients.

**SAN DIEGO - JUST LISTED!!** 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill.

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

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

**LEMON GROVE - GENERAL** Practice in high traffic strip mall. 4 Ops in 1100 sq.ft., has digital. Cash, PPO, Cap. Absentee owner.

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**Our firm placed a "Space for Lease" ad on the Dental Trader's website in November for the December edition (unnecessarily as it turned out) because we signed a lease with a new dentist/tenant who saw our ad online November 18th!! It was a great advertising decision.**

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#### **Beverly Hills** - Turnkey Starter

- High Foot Traffic. 3 Ops, 1000 sf

#### **City of Industry** - Seller Retiring!

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

#### **Covina** - Freestanding Bldg & Dental Practice for Sale!

- Gross over \$1 Mil. 6 Eq. Ops
- Spacious, modern 1-story building
- 3,000+ sq.ft. Fully Remodeled.

#### **Downey** - Modern Office!

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

#### **Gardena** - Busy Intersections

- Strip mall nearby anchor stores.
- High Traffic. 4 Ops, ~2,100 sf.

#### **Hawthorne** - **SOLD!**

#### **Long Beach** - 20 Yrs of Goodwill

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

#### **Los Angeles** - Busy Street!

- 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.

#### **Panorama City** - Gross ~\$180K

- Busy intersections. Strip Plaza.
- Cash/PPO Only! 3 Eq. Ops.

#### **Pico Rivera** - **SOLD!**

#### **Torrance** - Gross ~\$285K

- Shopping Plaza on Main Street.
- PPO/FFS. No HMO. No Dential.
- Digital office. ~1,100 sq.ft.

#### **Valencia** - Gorgeously Design

- Real Estate & Practice for Sale
- 2015 ~\$815K. Cash/PPO.
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### Dental Practice for Sale Ventura County, CA

#### **Oxnard** - Gross ~\$325K

- Heavy Foot Traffic. Main Street.
- Low Rent! 3 Ops, ~850 sq.ft.

#### **Ventura** - Gross ~\$190K

- Main Busy Street. Cash/PPO.
- 5 Equipped Ops, 1,784 sq.ft.

### Dental Practice for Sale Orange County, California

#### **Anahelm** - Major Intersections

- Retail Plaza. Low Rent! 1,100 sf

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

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

#### **Garden Grove** - Busy Street!

- Street Front Location! ~1,700 sf
- 3 Eq. Ops + 3 Add't plumbed

#### **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.
- Cash/PPO. 4 Eq. Ops, ~1,750 sf

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

- Large Shopping Center. 7 Ops.

### Dental Practice for Sale Riverside County, CA

#### **Corona** - **SOLD!**

#### **Moreno Valley** - Gross ~\$235K Practice & Building for Sale

- High visibility on busy street.
- 4 Ops + 1 Plumbed, ~2,500 sf

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

#### **Fontana** - Retail Shopping Ctr!

- Projected Gross ~\$325K
- Highly visible. Off the 10 Fwy
- Affordable Rent! ~1,350 sq.ft.

#### **Ontario** - Seller Retiring!

- Busy main street. 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.

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

#### **San Diego** - Downtown!

- Projected Gross ~\$480K
- Street Front Location
- FFS Only! 1,200 sq.ft.
- 3 Eq. Ops + 1 Add't Plumbed.

#### **San Diego** - Retail Shopping Ctr

- Gross ~\$300K on 2 days/wk
- 3 Eq. Ops + 1 Add't Plumbed

### Dental Practice for Sale Northern California

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

- Street Front Location on busy corner. ~1,500 sq.ft.
- 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** - **SOLD!**

#### **San Francisco** - Gross ~\$450K

- Seller is Retiring.
- Well-Known Medical Bldg.
- 2 Equipped ops, ~800 sq.ft.

#### **South San Francisco** - Modern

- Gross ~\$500K. Cash/PPO.
- Street Front Location in Retail Plaza with excellent visibility.
- Fully renovated, 3 upgraded Ops
- Affordable Rent!

#### **San Jose** - Gross ~\$360K

- Located in Medical Prof. Bldg.
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#### **San Jose** - Great Location

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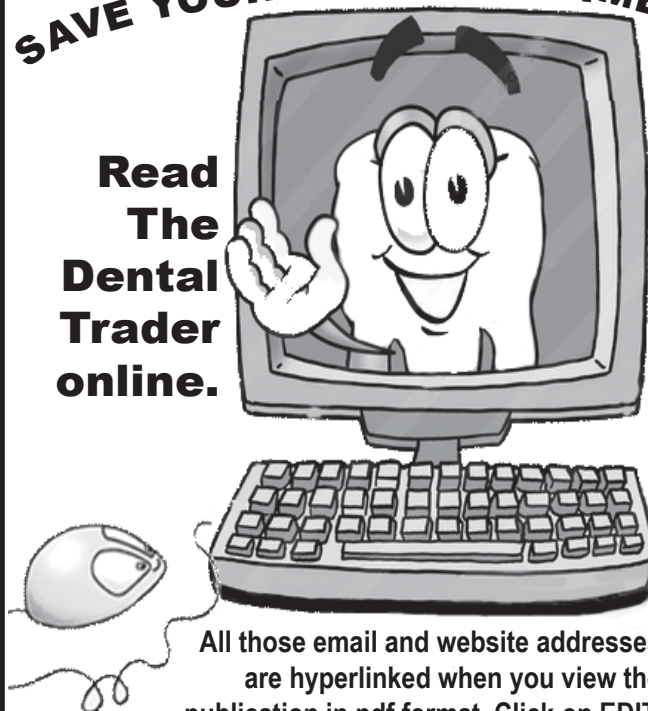
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A great practice in a busy location! This dental office is located in a multiple-story medical building next to shopping, restaurants, and large residential areas. Office is 850 sq. ft. and includes 3 equipped operatories. This practice is perfect for a start-up, and has excellent online reviews! Leasehold & equipment only. Seller is relocating. (ID#76617)

#### **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)

#### **In Escrow! 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)

#### **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)

#### **In Escrow! 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)

#### **BEAUTIFUL WINE COUNTRY: Priced for Immediate Sale, seller moving out of state!**

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)

#### **Just Sold! 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)

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**EL DORADO COUNTY** 960 sq. ft. w/ 4 Ops, intraoral camera, digital, PracticeWorks. 2015 GR \$466K. HSPPT-Thomas Wagner 916-812-3255-#CA339.

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**FRESNO** Great start-up or satellite office. 4 Ops, 1480 sq. ft., great lease. 2015 GR \$237,000 and priced to sell. HSPPT-Jim Engel 925-330-2207-#CA349.

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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](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

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

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**SANTA ROSA** General Dentistry & Building. 3 Ops. 2013 GR \$542K w/Adj. Net \$182K. HSPPT-Dennis Hoover 209-605-9039-#CA200.

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**SAN FRANCISCO** Periodontal Practice & Condo. 1,160 sq. ft. w/4 Op, 2014 GR \$714K w/\$363K Adj. Net. HSPPT-Dennis Hoover 209-605-9039-#CA274.

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**DENTAL PRACTICES** WANTED in Orange County, LA, Riverside PPO/FFS. 4+ Operatories near Supermarket/Shopping. Real Estate is desirable. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 [practice@lcffin.com](mailto:practice@lcffin.com) [LCFPracticeSales.com](http://LCFPracticeSales.com).

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

**PRACTICE FOR SALE** NEW!! Gp with 3 Ops in approx. 1000 sq.ft. In Prof Bldg along busy street. SDPS: 760-59907828.

**BERKELEY** Excellent, Well-established, Family-oriented Practice, 4 ops in 1382 sf 10 pts/day, 35 npts/mo \$450k (BC-563) WPS/800-641-4179.

**BAKERSFIELD** High tech office with 4 ops and great production. IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

**PERIO PRACTICE** SAN FRANCISCO BAY AREA This shall appeal to Perio seeking high-end practice in extremely desirable area. 2015 Produced \$1.25 Million, collected \$1.25 Million and realized Available Profits of \$690,000 on 3-day week. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

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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 **SOLD** EagleSoft 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 **SOLD** 4 operatories in 1,752 sq. ft. Practice features **SOLD** 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.

**EL DORADO COUNTY** - 960 sq. ft. office in Professional building with 4 equipped operatories, intraoral camera, digital x-ray, and PracticeWorks software. Practice established for 30+ years, 2015 GR \$466K. Neighboring suite of 960 sq. ft. available with 1 year free rent if desire to expand the office space. #CA339 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 EL DORADO COUNTY** - General Practice: Four day per week practice in 1700 sf with 5 Op. Eaglesoft software, 8 computer stations, digital pan, 2 digital sensors, and 4 days hygiene/wk. Great location. Owner retiring. #CA343-Thomas Wagner - 916-812-3255.

**GREATER REDDING** - **NEW LISTING** - General Practice: 2,600 sq. ft. office with 6 treatment rooms, equipped with intra-oral camera, digital x-ray, Pano, and Dentrux software. Averaging 30+ new patients per month and high word-of-mouth referrals. 2015 gross receipts of \$1.1M. #CA362-Valerie Higgins- 209-627-9347.

**GREATER REDDING** - 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.

**GREATER ROSEVILLE** - **NEW LISTING** - General Dentistry- 4 Op practice in highly-desirable area, equipped with IO camera, Schick Digital X-ray, Laser, and Dentrux software. Established for over 20 years, 2015 GR of \$945K. #CA350 Thomas Wagner - 916-812-3255.

**GREATER ROSEVILLE/ROCKLIN** - General Dentistry- Great location. 1,300 sq. ft. office with 4 ops, intra-oral camera, digital x-rays, digital Pano, 3M Scanner, and Dentrux software. 2015 GR: \$697K on 3 1/2 day week. Established over 30 years. Owner retiring #CA331 Thomas Wagner - 916-812-3255.

**GREATER ROSEVILLE/ROCKLIN/AUBURN** - General Dentistry- GP practice in a highly desirable location with 5 ops. and 2015 coll. of \$850,000. Buyer must purchase 1600+sf facility with practice. Owner retiring. #CA338 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. **SOLD** 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 **SOLD** dental 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. **SOLD** Pan, Digital X-Ray and Laser. Office utilizes **SOLD** 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 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 **SOLD** 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 **SOLD** 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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**MOUNTAIN VIEW** – General Dentistry- Great Silicon Valley Location near Hospital and High School. 4 completely furnished treatment rooms in approx. 1100 sq. ft. with Dextrix 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.

**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, 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, 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.

**NORTHERN CALIFORNIA** – Periodontal Partnership Opportunity: One of two partners is retiring from a long-established, very successful Perio Practice. 1,500 sq. ft., 6 Ops, Dextrix 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: Practice & Condominium for sale: 2500 sq. ft. office with 5 operatories, equipped with Dexis Digital X-ray, Pano, Laser, Dextrix 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** – NEW LISTING - General Dentistry- Beautiful Office and great City Center location! 12 treatment rooms in 5000 sq. ft. with all the amenities of today's modern office. GR of \$1,500,000 with PPO, HMO and FFS patients. Average age of equipment is 4 years and looks brand new! Practice Web software, Digital X-Ray, Cone Beam & CAD/CAM. Owner is downsizing but management systems are in place for a new owner and seller will help with a smooth transition. #CA360-Jim Engel - 925-330-2207.

**OAKLAND** – General Dentistry- Downtown Oakland Historic Building boasts partial views of Lake Merit. Approx. 1500 sq. ft. with 4 completely furnished treatment rooms, Dextrix Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2015 GR of \$1M 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. 12 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 Dextrix 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.

**PASO ROBLES AREA** – NEW LISTING - Looking for highly qualified buyer to purchase this 2.25 million dollar producing practice with only a 52% overhead. Buyer needs to be skilled in restorative, surgical procedures and implant placement. 10 days of hygiene. Office is highly visible on a main thoroughfare. Purchase of Building to be considered. Owner is willing to work for buyer a couple of days a week. #CA355-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, Fibra 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, Dextrix 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 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, \$471K GR in 2015. 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.

**SACRAMENTO** – General Practice: 8 operator office in stand-alone professional building, equipped with intraoral camera, Schick digital x-ray, Pano, Laser, and Eaglesoft software. Practice established for over 50 years. 2015 GR \$1.9M. #CA337-Thomas Wagner - 916-812-3255.

**SAN FRANCISCO** – NEW LISTING - General Practice: This highly regarded practice has an exceptional ground floor location and practice history in the heart of the Financial District. 5 treatment rooms with room for a 6th in 1760 sq. ft. 2015 GR of \$1.2 mil with adjusted net of \$480,000. 5 days of Hygiene, Dextrix/Dexis and 12 workstations, laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357-Jim Engel - 925-330-2207.

**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 ½ 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 RAFAEL – NEW LISTING** - General Practice: Beautiful, downtown location boasting 3 completely furnished treatment rooms in approx. 800 sq. ft. GR of \$796,000 on 3 day work week with only 55% overhead. Eaglesoft PMS, Dexis Sensor, Panoramic, Laser and 8 computer workstations. Updated just 5 years ago and gorgeous inside and out. Great lease rate with options to renew. Seller relocating out of the area but will help with a smooth transition. #CA358-Jim Engel - 925-330-2207.

**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. 2015 GR were \$563,000 with \$186,000 Adjusted Net. Practice was started by present owner in 1968, owner is retiring. #CA200-Dennis Hoover - 209-605-9039.

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

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

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

**STOCKTON – NEW LISTING** - General Practice: Great West Side location near College and Shopping Mall! 7 treatment rooms in 2052 sq. ft. with a great lease and options to renew. GR of \$750,000 with PPO, HMO and FFS patients. Average age of equipment is 2-14 years. Practice Web software & Digital X-Ray. Owner is downsizing but management systems are in place for a new owner and seller will help with a smooth transition. #CA361-Jim Engel - 925-330-2207.

**VACAVILLE –** 2,400 sq. ft. office with 4 ops. Digital X-ray, Pano, Laser, Dentrix 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 26 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. 2015 GR of \$223K. #CA301-Thomas Wagner - 916-812-3255.

## CENTRAL CALIFORNIA

**FRESNO –** General Practice: This Airport Office Park practice was established 40 years ago and a great start up opportunity for the young buyer or satellite office. 4 completely furnished treatment rooms housed in 1480 Sq. Ft with excellent lease rates. 2015 GR of \$237,000 and priced to sell. Owner is retiring from private practice but will help with a smooth transition. #CA349-Jim Engel - 925-330-2207.

**HANFORD –** General Practice. This practice on the corner on a major thoroughfare with where other professional offices are located. 4 days of hygiene, 1,345 active patients. 2015 receipts were \$509K. Digital x-rays, Intra-oral cameras, and Imaging System. Ideal as a first satellite practice. Owner is retiring. #CA336-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. Eaglesoft 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.

**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.

# DENTAL PRACTICE BROKERAGE

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**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. Ther 2015 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, Dentrix Software, Schick Digital X-Rays with 3 sensors. Long term staff. #CA320-Dennis Hoover - 209-605-9039.

## SOUTHERN CALIFORNIA

**ALISO VIEJO – NEW LISTING –** Turnkey Leaseholds Sale w/5 Ops, 3 Equipped in 2,116 sq. ft. located in a very busy retail plaza. Move-in ready with computers, x-rays, sterilization equipment, and instruments for all phases of dentistry. #CA365- Kerri McCullough - 949-300-0312.

**BANNING –** General Dentistry - 6 Ops in 1,873 sq. ft. Digital x-rays, Eaglesoft and is paperless. 8 days of hygiene per week. 2015 GR of over \$1.6MM+. #CA183- Steve Caudill- 951-314-5542.

**BELL –** General Dentistry- 3 Ops, Dentrix, 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. GR \$120K on 3 days/week. FFS & PPO. #CA215- Mario Molina - 323-974-4592.

**BEVERLY HILLS –** General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7 yr. new equipment. 4 days hyg/week. 2015 GR \$1.2MM+. #CA210 -In Escrow. Kerri McCullough - 949-300-0312.

**BURBANK –** This General/Prosth/Implant practice with 15 years of goodwill is located in a retail center. 5 Op, 3 equipped, EasyDental and Digital X-rays. 2015 GR of \$291K with \$118K Adj. Net on 3 days per week plus one Saturday per month. #CA348- 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.

**CENTRAL ORANGE COUNTY –** General Dentistry Practice with 3 Ops, Paperless and digital, located in a retail center on corner of a busy intersection. 2015 GR of 381K with 156K Adj. Net. #CA328-Thinh Tran - 949-533-8308.

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**COASTAL ORANGE COUNTY** – General Practice. 5 Ops, 4 Equipped, **SOLD** Dentrix, Dexis. Professional building location with 24 years of goodwill. 2015 GR of \$604K with Adj. Net of \$2312K. #CA311 - Kerri McCullough - 949-300-0312.

**CYPRESS** – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg./wk, most specialty work referred. 2015 GR \$962K with \$430K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312.

**FULLERTON** – *NEW LISTING* – This General Dentistry Practice with 6 Op, 4 Equipped, is in a great location with 13 years of Goodwill. Dentrix, Digital X-rays, and is paperless. 2015 GR of \$410K. #CA352 - Kerri McCullough - 949-300-0312.

**GREATER LOS ANGELES AREA** - Periodontal Practice-5 Ops, Dentrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2015 GR of \$728K with \$307K Adj. Net. #CA173-Kerri McCullough - 949-300-0312.

**HUNTINGTON BEACH** – General Dentistry with 3 Ops, 2 Equipped, 1 Plumbed, in a prof. building. Completely digital and paperless with EagleSoft and 25 years of goodwill. 2014 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- Kerri McCullough - 949-300-0312.

**INLAND EMPIRE** – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam. 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 SOUTH BAY**– *NEW LISTING* – This General Dentistry Practice with 6 Ops, 5 Equipped is located in a prof. bldg and has been established for 35+ years. Paperless, digital, Dentrix, and a Pano with 4 days Hyg./week. 2015 GR \$833K and \$368K Adj. Net. #CA346- 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.

**LAKEWOOD** – *NEW LISTING* – This General Dentistry Practice with 4 Ops, 3 Equipped, 1 Plumbed, in a retail center near a busy corner with signage. 38 years of goodwill, Dentrix, and XDR digital x-rays. #CA341- Kerri McCullough - 949-300-0312.

**LOS ANGELES** – 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.

**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** – General Dentistry. 3 Ops, est. for 56+ years. Prof. Building. Dentrix and Dexis digital x-rays. 2015 GR \$350K with \$173K Adj. Net. Great location! #CA319 - Kerri McCullough - 949-300-0312.

**PALM SPRINGS** – *NEW LISTING* – This General Dentistry practice with 4 Ops has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 GR of \$549K. #CA351-Steve Caudill - 951-314-5542.

**PASADENA AREA** – General Dentistry practice with 3 Ops, Dentrix, 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. 2015 GR of \$827K. #CA291-Kerri McCullough - 949-300-0312.

**SANTA MARIA** – 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.

**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.

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

**UPCOMING NEW LISTINGS** – 3 listings in Newport Beach. Call our Newport Beach office for more information.

## SAN DIEGO

**CHULA VISTA** - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrix 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. 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, PPO. 6 Ops in a beautiful, free-standing building. Opportunity for property ownership. #CA271- Russell Okihara - 619-694-7077.

**NORTH COUNTY SAN DIEGO** – *NEW LISTING* – 5 Op General Practice, PPO/FFS, Spacious and Clean, Prof. Bldg, Convenient Location, Dentist Retiring. 2015 GR of \$453K with low overhead. #CA354- Russell Okihara - 619-694-7077

**SAN DIEGO** – *NEW LISTING* – Modern and Spacious Restorative/Implant Practice. State of the Art Equipment. Digital X-Rays. i-CAT. Lab on Site. 5 Ops and 2 Specialty Rooms. High Grossing Practice. Great Oppt'y for a Multi-Specialty Center. Excellent Location. Call for more information. #CA334- Russell Okihara - 619-694-7077.

**SAN DIEGO** – *NEW LISTING* – 6 Ops, 3 Equipped, GP, FFS/PPO, Dentrix, Digital, Sirona XG3, Modern and Spacious, Excellent Opportunity for Growth, Ground Level Office with Excellent Curbside Exposure. #CA359- 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.

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

## OUTSIDE OF CALIFORNIA

**HONOLULU, HAWAII** – *NEW LISTING* - General Dentistry Practice with 4 Ops, Intra-oral camera, Digital X-rays, Pano, and Laser. Located in a large regional shopping center. 2015 GR of \$468K. #HI104-Russell Okihara - 619-694-7077.

**HONOLULU, HAWAII** – *NEW LISTING* – General Dentistry. 6 Op, 5 equipped, Dentrix, 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 Dentrix, 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 Dentrix, 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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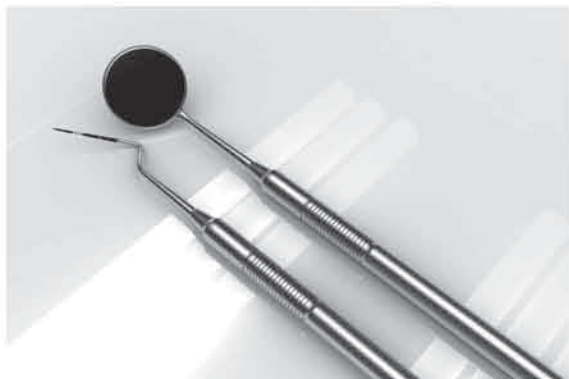


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**STOCKTON** 7 Ops, 2052 sq. ft., great lease and options to renew. GR \$750,000 with PPO, HMO and FFS patients. HSPPT-Jim Engel 925-330-2207-#CA361.

**Legal Tip:** Does your attorney offer full service flat rate legal fees? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).

**BRENTWOOD** Unlimited growth potential! Carry on the stellar reputation of the Practice! 2,800 sf w/ 8 ops. \$1.4M (BN-586) WPS/800-641-4179.

**Stanislaus County GP** The Bay Area is getting over crowded. Get away to a less demanding commuter friendly town. Seller retiring from practice est. over 30 years ago with loyal patient base in charming community with historic small town feel. 3 fully-equipped ops. in 1,200 sq. ft. office. Approx. 1,400 active pts. w/4 doctor days/week. 5 year avg. GR \$647K+ w/approx. 50% overhead. Asking \$428K. Carroll & Company (650) 362-7004, [www.carrollandco.info](http://www.carrollandco.info), dental@carrollandco.info. BRE#00777682.

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**SAN JOSE** Must See to Appreciate! Gorgeous Practice, stable patient base & loyal staff \$570k (DG-581) WPS/800-641-4179.

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**SAN RAFAEL** 800 sq. ft. office, 3 Ops. 2015 GR \$796,000, 3 day week, 55% overhead. Eaglesoft PMS, Dexis Sensor, Panoramic, Laser. HSPPT-Jim Engel 925-330-2207-#CA358

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**HUNTINGTON BEACH** Fully Built out Dental Office for Lease in upscale community. The suite is currently configured as an O.S. Office w (3) surgery rooms, (2) consultation rooms, (1) recovery room, (2) add. plumbed ops, central N2O2 & a Pano area. 1,962 sq ft suite is in a medical/dental bldg. on a main thoroughfare. The office has great access to the 405 Fwy & is adjacent to the Westminster Mall. Has ample & free surface parking. Some dental eqt & furniture are available for a modest sum. Offering T.I.'s & favorable terms for a long term lease. D&M PRACTICE SALES 818.591.1401.

**FRESNO** General Dental Practice & Building FOR SALE contact Brooke at 714-259-0501 for more details.

**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](mailto:joe@omni-pg.com). CA BRE# 01821307.

**DENTAL PRACTICE FOR SALE IN SOUTH SAN FRANCISCO** Gross ~\$500K. Street Front location. Fully renovated. 3 operatories. Cash/PPO! Call Loc Pham, Broker BRE#01875780. (714)550-7494 [practice@lcffin.com](mailto:practice@lcffin.com) [LCFFPracticeSales.com](http://LCFFPracticeSales.com).

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**OAKLAND** 12 ops in 5000 sq. ft. modern office. GR of \$1,500,000 with PPO, HMO and FFS patients. HSPPT-Jim Engel 925-330-2207-#CA360.

**SAN GABRIEL VALLEY** CONFIDENTIAL CITY - (4) op comput G.P. w newer P&C Eqt. FFS. 2015 Gross Collect \$881K+ on a (3 1/2) day wk. (4) days of hygiene. Paperless office w Eaglesoft s/w & Shick digital x-rays. Eqt'd w electric hand pieces, Oprocare intraoral camera system, velscope cancer screening, air abrasion, electric endo engine, The Wand delivery system, soft tissue laser, etc etc ! Sweetheart lease & low overhead. Seller retiring. D&M PRACTICE SALES 818.591.1401.

**Walnut Creek practice** in gorgeous facility with recent leasehold improvements plus new and upgraded equipment. Practice has 30+ years of goodwill. Looking for a mature, experienced practitioner for a loyal and mature patient base. Located in commercial center with several amenities and marketing opportunities. Doctor works 2 days per week. Owner available for a smooth transition. Asking \$432K. Contact Carroll & Company at 650.362.7004 or [dental@carrollandco.info](mailto:dental@carrollandco.info). BRE #00777682.

**MOUNT SHASTA** Small town living renowned for outdoor life-style. Escape Rat Race and corporate intrusion. On 3-day week, 2015 collected \$900,000. Strong Profits. To learn more, go to [www.PPSsellsDDS.com](http://www.PPSsellsDDS.com).

**ROCKLIN Perio/Gen:** Attractive, well-appointed practice in the prestigious Whitney Oaks area. 1,600 sf w/3 op + 1 add'l. \$325k (EG-579) WPS/800-641-4179.

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**SACRAMENTO** General Practice: 1,000 sq.ft. office w/2 equip. Ops, 2 add'l plumbed. DentalMate software. 2015 GR \$110,427 HSPPT-Thomas Wagner 916-812-3255-#CA332.

**Legal Tip: Buyers** Does your agreement prevent the seller from soliciting referral sources? Attorney Robert W. Olson, Jr., 805.963.1120, [www.transdental.com](http://www.transdental.com).



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**VISTA** Busy strip mall with high traffic. 2015 collections \$455K. [IntegrityPracticeSales.com](http://IntegrityPracticeSales.com), Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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**SAN FRANCISCO** Near Union Sq., 3ops, 566sf. All reasonable offers considered! \$270k for the Practice / \$160k for the Goodwill (AC-585) WPS/800-641-4179.

**GLENDAL** Prestigious, high-tech general and cosmetic practice. Real estate available also. [IntegrityPracticeSales.com](http://IntegrityPracticeSales.com), Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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

**AC-566 SAN FRANCISCO:** Spectacular views of Washington Square. 3ops +2 add'l plumbed in 1400sf office **\$225k.**

**AC-585 SAN FRANCISCO:** Near Union Sq., 3ops, 566sf. **All reasonable offers considered! \$270k for the Practice / \$160k for the Goodwill.**

**AG-564 SAN FRANCISCO:** Over 25 yrs goodwill. Large 5,600+ sf w/ 9 ops near Land's End **\$2.225M.**

**AG-576 SAN FRANCISCO:** Part time practice w/Amazing Growth Potential. Perfect for 1-3 DDS 4 ops 1.400 sf **\$550k.**

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

**AN-565 SAN FRANCISCO:** This remarkable opportunity could be your "dream come true"! 2,067 sf w/ 6 ops. **\$1.05M.**

**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. Seller is Retiring **\$350k.**

**BC-549 LAMORINDA AREA Facility:** Excellent Location! Highly Visible, 900sf w/ 3ops +1 plumbed add'l. **Reduced \$75k.**

**BC-563 BERKELEY:** Excellent, Well-established, Family-oriented Practice, 4ops in 1382sf 10pts/day, 35npts/mo **\$450k.**

**BG-570 SAN LEANDRO:** 30+ yrs goodwill w/focus on C&B. 2100 sf w 5 ops. Room for 6th op. Over \$908k in 2015 **\$625k.**

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

**BN-575 PLEASANT HILL:** Do not pass up this remarkable opportunity! 1,450 sf w/ 5 ops. **\$330k.**

**BN-586 BRENTWOOD:** Unlimited growth potential! Carry on the stellar reputation of the Practice! 2,800 sf w/ 8 ops. **\$1.4M.**

**CC-552 SAN RAFAEL:** 3ops in 800sf. **Practice & Lease Concession: \$225,000 / Charts Only: \$175,000 + an add'l amt for EQ.**

**CC-567 ST. HELENA:** Live and Practice in beautiful Wine Country, 5ops in 1842sf, single-story bldg. **Price Reduced \$790k.**

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

**CG-583 SEBASTOPOL:** Practice & Real Estate. Seller Willing to consider all reasonable offer. Health Forces Sale **PR \$125/RE \$750k.**

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

**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-530 SAN JOSE:** Highly respected quality practice! 2015 collections \$1M+ Priced at **\$899k.**

**DG-581 SAN JOSE:** Must See to Appreciate! Gorgeous Practice, stable patient base & loyal staff **\$570k.**

**DG-582 SAN JOSE:** Collections over \$900k! 3000 sf w/8 ops. Top of the Line Buildouts! **\$675k.**

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

**DN-557 SALINAS:** 3,000 sf w/ 7 ops and collecting over \$2.225M. Priced at only **\$1.4M.**

### 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.**

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

**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-573 SACRAMENTO:** The goal and focus of this practice is to provide excellent service! 1,075 sf w/ 2 ops. **\$93.1k.**

**EG-579 ROCKLIN Perio/Gen:** Attractive, well-appointed practice in the prestigious Whitney Oaks area. 1,600 sf w/3 op + 1 add'l. **\$325k.**





Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

**EN-588 SACRAMENTO:** well-established practice awaits your talent and skill! 1,500 sf w/ 4ops. **\$315k.**

**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. **\$250k.**

**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 \$260k.**

**GG-453 CHICO:** 5,000 sf w/ 7 ops Perfect for 1 or more dentists! **\$325k.**

**GG-454 PARADISE:** ~2,550 sf w/ 9 ops. 40 yrs goodwill! Amazing Opportunity! **\$525k.**

**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.**

**GN-546 CHICO AREA:** Catering to fearful patients, this office is well-known for offering quality dentistry with sedation. 2,600sf w/ 4 ops. **\$350k.**

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

**HN-213 ALTURAS:** This well managed practice continues to have consistent revenues! 2,200 sf w/ 3 ops + 1 add'l. **\$115k.**

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

**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! 6 ops in 2500+ sf office. **\$425k.**

**IC-572 MODESTO:** In desirable Dental/Medical Professional building of town, 3ops in 1300sf office. **\$160k.**

**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.**

**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. **REDUCED! \$395k!**

### SPECIALTY PRACTICES

**BC-544 ALAMEDA COUNTY Pedit:** 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! Reduced \$150k.**

**CG-424 NAPA Prosthodontics:** Office has Digital X-ray & NEW 3D Imaging Unit! Ready for Experienced, high-end Prosthodontist! On track to collect just under \$1m **\$690k.**

**DC-459 SF PENINSULA Perio:** 50% Partnership Buy In! Call for Details! **\$600k.**

**EG-579 ROCKLIN Perio/Gen:** Attractive, well-appointed practice in the prestigious Whitney Oaks area. 1,600 sf w/3 op + 1 add'l. **\$325k.**

**FN-536 LAKE COUNTY Pedit:** Focusing on Prevent dental problems before they begin! 1,750 sf w/ 3ops. Now Only: **\$225k!**

**IC-543 CENTRAL VALLEY Orthodontics:** 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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## Premium Practice Listings

### Santa Barbara County #1105

Fee-for-service restorative  
Practice beautiful contemporary  
High tech office  
Seller retiring  
2015 revenues of \$945,414

**Asking \$675,000**

### 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**

### Specialty Listings

#### Central Valley #1094

**ENDO** practice, three (3) treatment rooms, w/ one additional plumbed room, digital with microscopes, 2015 gross revenues \$809,866, net profit approx 47.3%

**Asking \$549,000**

#### Fresno County #1091

Outstanding general dental practice for sale and option to purchase dental building, approx. 2,400 sq ft., six (6) treatment rooms, practice fully equipped with digital x-ray equipment, seller retiring, 2015 gross \$494,804

**Asking \$327,500**

#### Northern California #1106

**PERIO** practice, practice has four (4) treatment rooms, 1,350 square feet, with solid 40% net grossing over \$1,000,000, and & office condominium is available for purchase.

**Asking \$765,000 for practice  
Asking \$650,000 for condo**

#### San Fernando Valley #1107 **NEW**

Upscale neighborhood, restorative Fee-for-service, six treatments rooms w/ CAD/CAM, seller retiring, 2015 gross \$831,116.

**Call for additional details**

#### 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  
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%

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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.

**PASO ROBLES AREA-** \$2.25M GR, 52% overhead. Buyer needs to be skilled in restorative, surgical procedures, implant placement. Building Purchase to be considered. HSPPT-Dennis Hoover 209-605-9039-#CA355.

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**PRACTICE FOR SALE** NEW!! San Diego GP w/ 18 yrs of Goodwill. 3 Ops in 1020 sq.ft. SDPS: 760-599-7828.

**SANTA CLARA COUNTY** Well Established Pedo practice located in the heart of Silicon Valley featuring 1800 square feet and four ops. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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<b>Sacramento Ortho Practice</b> Great opportunity for a first time buyer or a satellite office. 35 years of goodwill. 4 chairs in 1,500 sqft. \$85,000	<b>Lake Isabella Practice</b> Quaint well established practice. Seller is retiring. 3 ops in 1,450 sqft. \$95,000	<b>Camarillo Practice</b> Diamond in the rough. Great opportunity to be practicing in a great community. Room to expand. 5 ops in 2,100 sqft. \$320,000	<b>Newport Beach Practice</b> Upscale Newport marina adjacent, great views and affluent area. <b>NEW!</b> (855) 337-4337
<b>Santa Clara Practice</b> Professional building, real estate available also. Large office with 7 ops. \$1,500,000	<b>Montebello Practice</b> Great opportunity to grow an established office in a great location. 4 ops in 1,200 sqft. \$160,000	<b>Gardena Practice</b> Family practice with ties to the community. Seller wants to retire. 2 ops in 500 sqft. \$220,000	<b>Oxnard Practice</b> Nice office with lots of goodwill. 5 ops in 1,800 sqft. (855) 337-4337
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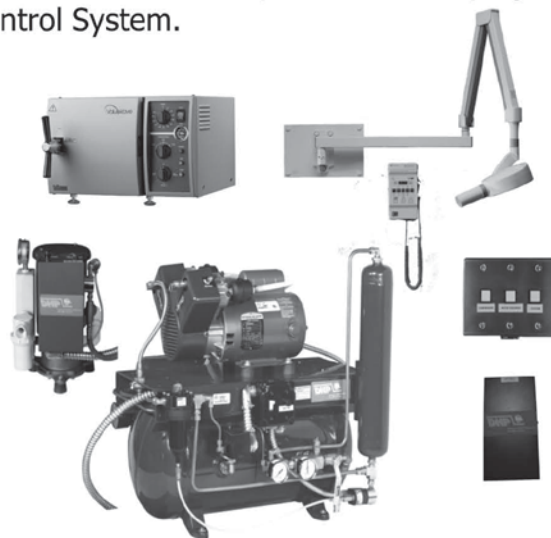
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### Practice Sale Tax Deferral Illustration: Age Dependent Potential Annual Tax Deduction Savings

Age	401(k) only	401(k) with Profit Sharing	IRS Limit Cash Balance	Tax Deferred Contribution	Retirement Plan 3 Year Increase
<b>55</b>	\$24,000	\$59,000	\$180,000	\$239,000	<b>\$717,000</b>
<b>60</b>	24,000	59,000	235,000	294,000	<b>882,000</b>
<b>65</b>	24,000	59,000	245,000	304,000	<b>912,000</b>
<b>70</b>	24,000	59,000	303,000	362,000	<b>1,086,000</b>

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				1	2	3
4	5 LABOR DAY	6	7	8	9	10
11	12	13	14	15	16	17
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August

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22	23	24	25	26	27	28
29	30	31				

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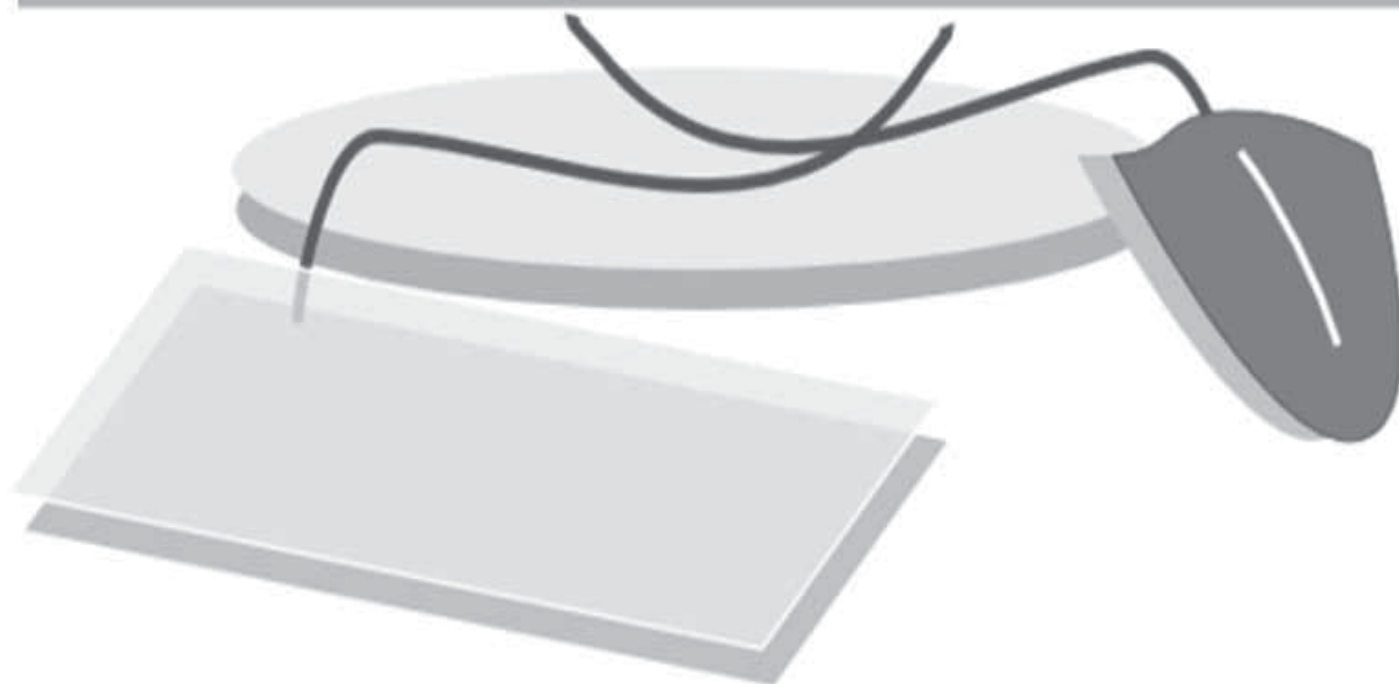
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 This shall be the best decision you make regarding this important change in your life!

## One Practice - Two Successful Transfers over 18-Year Timeline

**Owner Retires in 1995** "Ray Irving sold my practice in 1995. I had an associate who wanted the practice but I needed someone older and more experienced. Ray had the person. We completed the sale in 2-weeks. My family and I continued as patients." **Mickey Sosin, DDS**

**New Owner in 1995** "Ray, you were keen to match me with the "right" practice. You discouraged me from purchasing a practice you had for sale because you felt it didn't fit me. While others were force-feeding practices on me, you searched for the appropriate one. When this practice came on the market, you contacted me and told me that you had found the one I was looking for. You were absolutely right! Even though I have practiced for 27 years, I have never enjoyed it as much as now." **Joel Boriskin, DDS**

**Second Owner Retires in 2013** "18 years later, Ray does it again! This time it was about finding the right person; a person who had the experience, smarts, skills and vision to con-

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**

**New Owner in 2013** "I contacted Ray in July 2010. I had a successful practice in Canada but my wife wanted to relocate to the Bay Area. Ray spent hours understanding my needs. I reached out to others but no one took time to get to know me. In spring 2013, Ray found my practice. It was exactly what I had been looking for. Ray had a strong conviction to match me with the 'right practice'. Ray is truly the best at what he does." **Erwin Yeh, DDS**

**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**



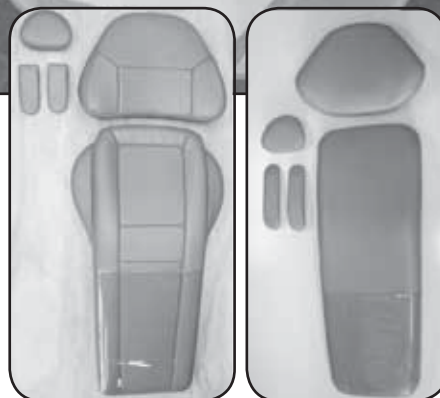
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