

THE Dental Trader

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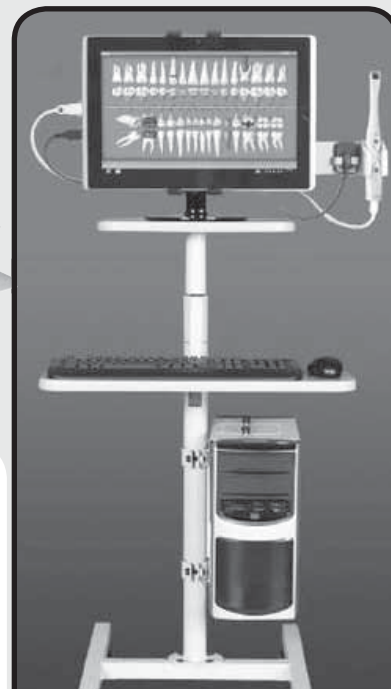
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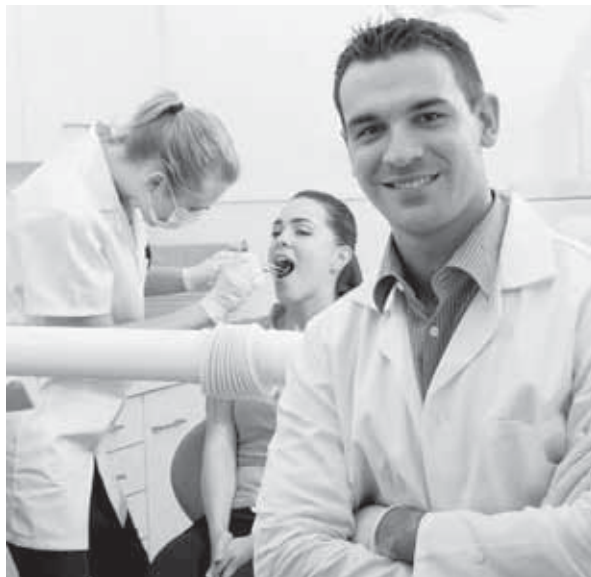
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Ortho DA/RDA wanted! Part-time. Sacramento area. Must have one year experience. Please contact 916-919-7546.

Sacramento, fully equipped dental office for lease. For inf. contact Liya at (916)488-8962.

Tulare County, 3 ops - 2 ept'd, est. 18 years, freestanding bldg., Digital & Pano X-Ray, Practice \$190k, Real Estate 159k. Call ProMed Financial 888-277-6633. 100% Denatal Financing Available.

BEVERLY HILLS office space available for sub-lease. Contact Karen 1-310-278-6572.

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PRACTICE SALES AND LEASING

CA REPRESENTATIVE FOR THE NATIONAL
ASSOCIATION OF PRACTICE BROKERS (NAPB)Paul Maimone Broker/Owner
CA Broker #01172430**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.

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**

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- Locate & Negotiate Dental Lease Space
- 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 equipt. 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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Avvo Review #91
Posted August 25, 2015, by Tod

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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.

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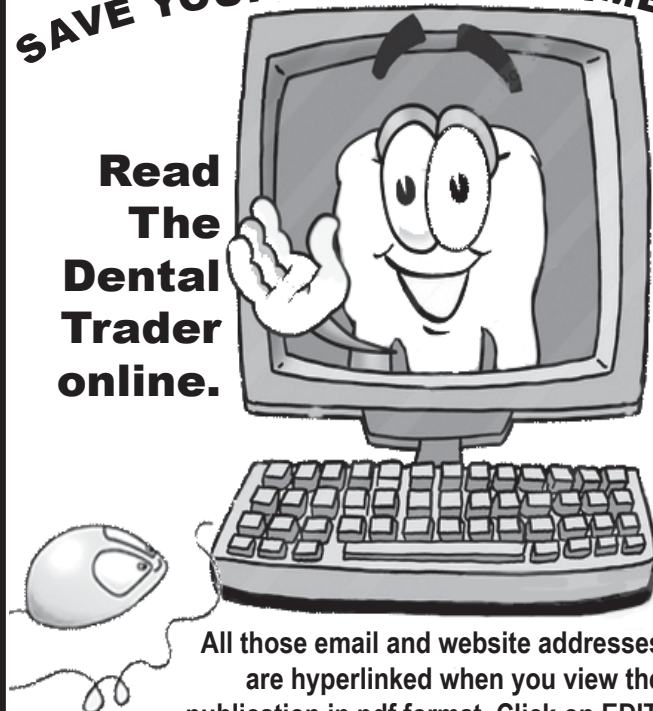
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We currently have **Pre-Approved Buyers** for dental practices located in **Orange County, Los Angeles, Riverside, San Fernando Valley, San Diego County and the Bay Area.**

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-Dr. Valentine Redden

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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Turnkey Starter

- High Foot Traffic. 3 Ops, 1000 sf

City of Industry - Seller Retiring!

- PPO/Cash. Major intersections.
- 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.

Long Beach - 20 Yrs of Goodwill

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

Los Angeles - New Listing!

- Gross ~\$460K. Absentee Run.
- Corner Lot. Freestanding
- Walks from Retail Shopping Center, major anchor stores.
- 5 Ops + 1 plumbed, ~1,776 sf

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.

Torrance - Gross ~\$285K

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

Valencia - **SOLD!** Real Estate & Dental Practice

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

Anaheim - **SOLD!** Retail Plaza

- Fullerton - Gross ~\$825K
- Supermarket Shopping Center
- 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

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 - Gross ~\$350K

- GP in Downtown San Diego
- Street Front Location.
- FFS. Paperless. ~1,200 sf
- 3 Eq. Ops + 1 Add't Plumbed.

San Diego - Excellent Exposure

- Gross ~\$270K on 2 days/wk
- Strip mall on main street.
- 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.

Fairfield - New Listing!

- Gross ~\$1.5 Mill. PPO/FFS.
- Renovated in 2013. 6 Eq Ops
- 15+ yrs Goodwill. ~2400 sf.

Hayward - **SOLD!** Gross ~\$490K

Modesto - Gross ~\$1 Mil

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

San Francisco - Gross ~\$450K

- Seller is Retiring. ~800 sf
- Well-Known Medical Bldg. 2 Ops

South San Francisco - Modern

- Gross ~\$500K. Cash/PPO.
- Retail Plaza. Excellent visibility.
- Fully renovated, 3 upgraded Ops
- Affordable Rent!

San Jose - New Listing!

- Real Estate & Practice for Sale.
- Retail Center. Major Intersection.
- 6 Equipped Ops, ~2,500 sq.ft.

San Jose - New Listing!

- Gross ~\$475K. Main Street.
- Cash/PPO. No HMO. No Dential
- 3 Equipped Ops, ~1,300 sq.ft.

San Jose - Gross ~\$360K

- Located in Medical Prof. Bldg.
- Main Street. 4 Ops, 1,465 sqft.

San Jose - **SOLD!**

- Starter Practice in Strip Mall.

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DENTAL PRACTICES WANTED in Palo Verdes, Los Angeles & Orange County Gross \$500K+. FFS/PPO. Lots of goodwill. Sellers call Loc Pham, Broker BRE #01875780. (714) 550-7494. practice@lcfm.com | LCFPracticeSales.com.

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

Family dental practice for sale. This is an established practice in the growing city of Temecula, California. Seller has been providing care for 40+ years and is ready to retire. The practice includes: 2,600 feet of space, 9 operatories, fully equipped with five x-ray machines and one panoramic x-ray machine. High income potential - \$877,000 collection in 2015. This is a must see opportunity, contact Jeanne Taylor at jtaylor@aktcpa.com or 760-431-8440.

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

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An oral surgeon is needed for a very busy dental practice in downtown Sacramento for tow to four days per month compensation is 50% of production please contact me at 9168022079 or e mail me at aghobashy@msn.com.

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Dental Sensor For Sale. Adult Size #2 Ei Dental Sensor for \$4,495. Brand New. TWAIN Driver Included. Works with Major Imaging Systems. Dexis, Eaglesoft, VixWin, XDR, Apteryx and more. Contact seanbirney@gmail.com.

SAN FRANCISCO - Financial District, 5 Ops, with room for a 6th, 1760 sq. ft. 2015 GR \$1.2 mil, adjusted net of \$480,000. HSPPT-Jim Engel 925-330-2207-#CA357.

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Timothy Giroux
DDS/Broker

ASK THE BROKER

**“You don’t know
what you
don’t know!”**

Everyone with a bit of personal insight knows that this old adage is true!

Dental transitions are very much like the PRACTICE of dentistry in that we all know that years of “practice” is usually the key to excellent dentistry. While we were all confident that we received great training in dental school, most of us realized that only years of practicing in one location was truly the yardstick on how ‘great’ we really were. We learned to make better decisions on what truly would work in the long run, and in the short run for that matter.

Dentists are highly intelligent people and have earned that “Doctor” in front of their name. However, it does not mean that we would be the best option to set a broken arm, or take on that massive remodel at your summer cabin. We would hire a Specialist who is trained in their field, knows what to expect and can anticipate and avert any crisis before it occurs.

Our most satisfied patients are the patients that felt the procedure was quick and painless, and almost effortless. That is usually the result of years of honing our dental skills. In fact, when that does happen and the patient questions why the bill is so high, I assume that we all explain that it is our experience that allowed us to complete the procedure in that fashion. We’d never explain all of the things that could have gone wrong, or close calls that we were able to avoid.

Practice transitions are the same. While I wish that they were all short and painless, the litigious nature of our society and the financial stresses on the young graduate are making transitions more difficult than ever. It is important to have an experienced broker on your team who has been in the trenches for years and has had experience in all types of dental transitions. So hire a reputable dental broker to guide you expertly around the twists and turns that you’ve not anticipated. And if you choose to hire an attorney, choose one that specializes in dental transitions.

And remember - You don’t know what you don’t know!

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 or 800.641.4179

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Dr. P Tran, Burbank, Ca

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

Dr. K Chou, Hacienda Heights, Ca

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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.

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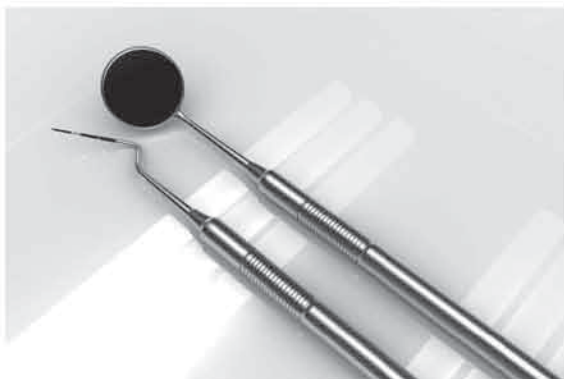
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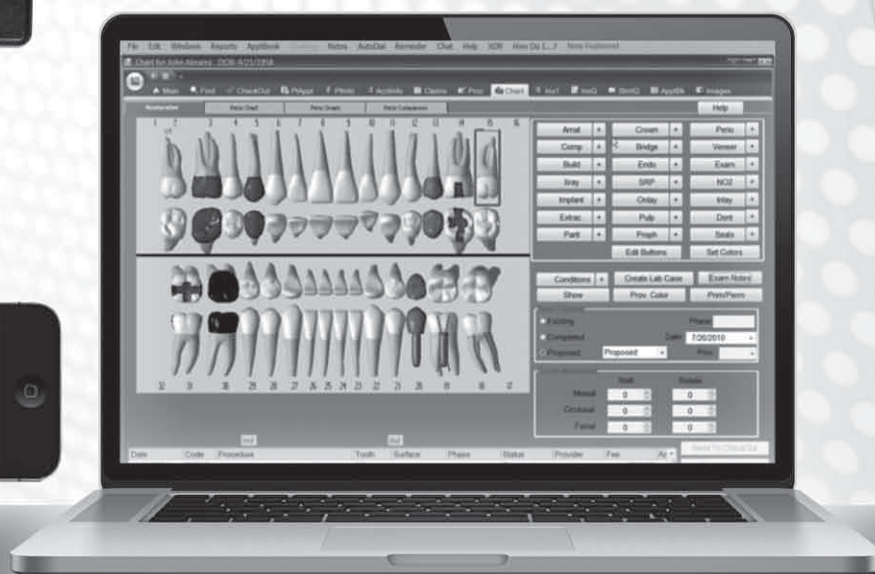
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FRESNO - Great start-up or satellite office. 4 Ops, 1480 sq. ft., great lease. 2015 GR \$237,000, priced to sell. HSPPT-Jim Engel 925-330-2207-#CA349.

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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 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, Dentrax software. 2015 GR \$305,000 2 day/week. Sister practice #CA322, sale combined or separate. #CA321- Thomas Wagner - 916-812-3255.

CALAVERAS COUNTY - General Dentistry - After 40 years practicing in this historic gold mining town and 26 years in its present location, the doctor is retiring. There are four operators in 1,752 sq. ft. Practice features Eaglesoft 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 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.

CASTRO VALLEY - General Dentistry - Well established family practice housed in a warm 1700 sq. ft. office, near shopping and other business. 2015 GR of \$530,000 on 4 day reduced schedule, 4 days of Hygiene. Eaglesoft PMS with 6 workstations, Schick Digital X-Ray, Fiber Optics & Laser. Age of Equipment is 4-14 years old and in great condition. Owner retiring after 27 years in the community, 20 years at this location. #CA368 Jim Engel - 925-330-2207.

CONTRA COSTA COUNTY - 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.

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 (not 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 ROSEVILLE - NEW LISTING - General Dentistry- 4 Op practice in highly-desirable area, equipped with IO camera, Schick Digital X-ray, Laser, and Dentrax 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 Dentrax 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. 2015 GR in approx. 2,100 sq. ft. with Dentrax software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M. #CA237- Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA - Periodontal Practice - Receipts for fiscal year ending in Sept. 2014 were \$1.3M. Practice has been the same location for 28 years in a medical-dental complex on a busy thoroughfare. 5 Ops with the potential for 2 more. Equipped with Digital X-rays, Pano, Cone Beam, Laser, and Intra-Oral. Practice averages 35 new patients per month. Owner would like to work back 1-2 days per week. #CA219-Dennis Hoover - 209-605-9039.

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

LIVERMORE - General Dentistry - Practice & Building sold together: Beautiful, Professionally designed office in the center of this Wine Country community. 4 completely equipped treatment rooms in approx. 1100 sq. ft. office with Digital X-Ray and Laser. Office utilizes Dentrax 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 price is 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 the best 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 Dentrax G6 Software, 8 computer workstations 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, Microscope, 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. 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-est., very successful Perio Practice. 1,500 sq. ft., 6 Ops, Dentrix software. Owner financing with acceptable down payment. Sale to new partner is subject to approval by current partner. #CA168-Thomas Wagner - 916-812-3255.

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

NORTHERN SACRAMENTO - 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.

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, Dentrix, Eaglesoft, 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.

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

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

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.

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+. #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: 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, Dentrix/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 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.

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 - NEW LISTING - 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. #CA370-Jim Engel - 925-330-2207.

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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 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.

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 20 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, Pano, 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. Intra-oral 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.

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 4 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.

COASTAL ORANGE COUNTY – *NEW LISTING* – This General Dentistry practice with 3 Ops is located in a prof. building near a hospital with residential buildings nearby. Digital X-rays, equip. is 3 years new. #CA369- Thinh Tran - 949-533-8308.

COASTAL ORANGE COUNTY – General Practice. 5 Ops, 4 Equipped, Dentrix, Dexis. Professional building location with 10 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/week, most specialty work referred. 2015 GR \$1.2MM with \$430K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312.

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ENCINO – NEW LISTING – General Dentistry. 4 Ops, Est. for 40+ years in the Valley. EagleSoft with 5 workstations, digital x-rays, and intra-oral camera. 2015 GR of \$450K and \$182K Adj. Net Income. #CA372- Thinh Tran – 949-533-8308.

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

GREATER LOS ANGELES AREA - Periodontal Practice-5 Ops, Dextrix, 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. 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. Dextrix, 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 – 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, Dextrix, 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. 2013 GR in 2014. For more information, call Thinh Tran – #CA304 – 949-533-8308.

LAKEWOOD – 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, Dextrix, and XDR digital x-rays. #CA341- Kerri McCullough – 949-300-0312.

LONG BEACH – NEW LISTING – General Dentistry. Est. at this location for 50+ years. 5 Ops, 4 Equipped in 1,850 sq. ft., and digital x-rays, this practice has 4 days of hyg./week. 2015 GR of \$359K. #CA363- Thinh Tran – 949-533-8308.

LOS ANGELES – NEW LISTING – General Dentistry. 3 Ops and 50+ years of Goodwill. PracticeWeb software with 5 computers, Pano, Digital X-rays, Laser, and Intra-oral camera. 2015 GR of \$241K and Adj. Net of \$121K on a 2 day work week. #CA345 – Kerri McCullough – 949-300-0312.

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

NEWPORT BEACH – NEW LISTING – General Dentistry practice with 5 Ops, 3 Equipped, is located in an upscale area. EagleSoft, Paperless, Digital, Pano, Intra-Oral Camera. The 2015 GR over \$550K. #CA366- Kerri McCullough – 949-300-0312.

ORANGE COUNTY – NEW LISTING – Ortho Practice with 6 chairs in an open bay, plus 2 Ops and a Consultation room. Paperless with a digital Pan/Ceph. 2015 GR of \$945K and \$300K Adj. Net. #CA371- 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 36+ years. Paperless, Dextrix and Dexis digital x-rays. 2015 GR \$374K 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, Dextrix, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282-Kerri McCullough – 949-300-0312

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. 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, Dextrix, Dexis, est. for 50+ years on a main street. Most specialty work is referred out. 2014 GR \$217K. #CA276- Kerri McCullough – 949-300-0312.

SAN DIEGO

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dextrix Soft, \$493K 2013 GR, seller is retiring. #CA109- 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/FFS, 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 – 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. #CA334- Russell Okihara – 619-694-7077.

SAN DIEGO – NEW LISTING – 6 Ops, 3 Equipped, GP, FFS/PPO, Dextrix, Digital, Sirona XG3, Modern and Spacious, Excellent Opportunity for Growth, Ground Level Office with Excellent Curbside Exposure. #CA359- Russell Okihara – 619-694-7077

SAN DIEGO – 3 Operatories, EagleSoft, Excellent Strip-Mall location, Perfect opportunity to get into a practice. Priced to sell quickly. Doctor is selling for health reasons. #CA340- Russell Okihara – 619-694-7077.

SOUTH BAY AREA – General Dentistry, 4 Ops in a modern and spacious layout, PPO/FFS, EagleSoft, Digital. Both the practice & building 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 Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara – 619-694-7077.

OUTSIDE OF CALIFORNIA

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

MAUI, HAWAII – 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 – Modern General Dentistry Practice with 3 Ops. Practice is computerized with Dextrix, 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 Dextrix, 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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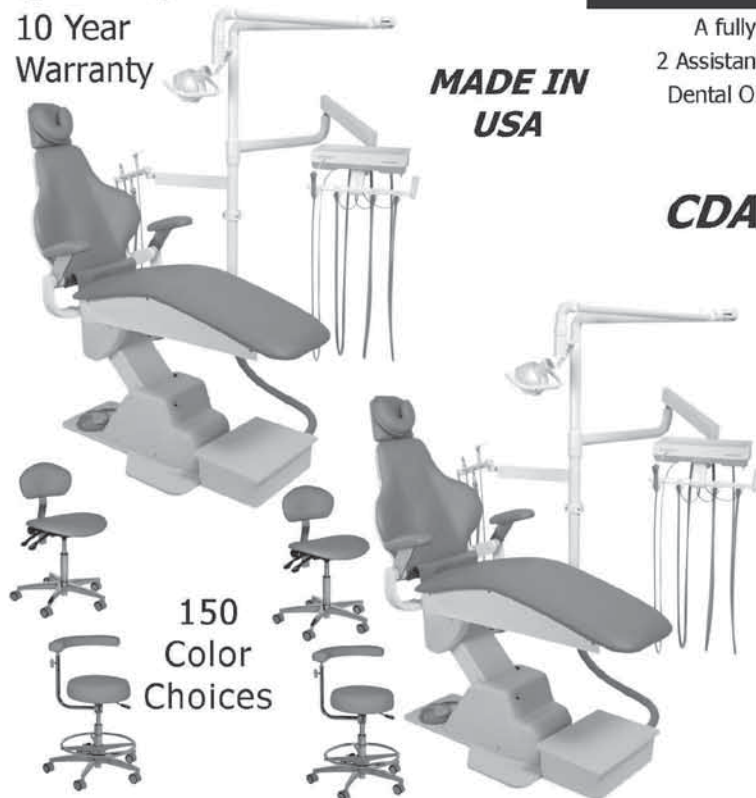
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OROVILLE – General Practice. 1,000 sq. ft., remodeled 2010. Dentrix software, Digital Pan & X-rays, Laser, Intra-Oral. 2014 GR \$512K. HSPPT-Dennis Hoover 209-605-9039-#CA287.

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

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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 will be 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.**

AN-592 SAN FRANCISCO: Imagine accessibility, visibility & free parking in San Francisco! 1,000sf w/ 2 ops + 1 add'l **\$100k.**

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

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 \$175/RE **\$750k.**

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

DC-604 LIVERMORE Facility: Turn Key Facility in fast growing city, 3ops +3 add'l plumbed in 2380sf modern office, **\$110k.**

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

EG-589 SACRAMENTO: Perfect Downtown Location near Capitol. 2,300 sf w/ 6 ops **\$475k.**

EG-594 GOLD RIVER: Health Forces Immediate Sale. Call ASAP for DETAILS **\$295k.**

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.**

EN-603 ELK GROVE: Absolutely one of California's most desirable communities to both live and work. 1,300 sf w/ 3 ops. **\$318k.**

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.**

GG-574 SIERRA FOOTHILLS: Popular Professional Plaza. Spacious 3,000 sf w/ 7 ops **\$875k.**

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! 3,500 sf w/ 7ops. Practice **\$535k.**

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

IN-577 W. STANISLAUS CO: Offering that "Main Street" feel and quality of life. 1,800 sf w/ 4ops + 1 add'l. **\$250k.**

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!**

JN-593 FRESNO: Change smiles in this quality family-oriented practice! 2,430 sf w/ 6ops. **\$375k.**

SPECIALTY PRACTICES

AC-601 SAN FRANCISCO Perio: High quality practice, 30npts/mo, 3ops in shared 1963sf office, Seller workback for smooth transition **\$800k.**

BC-544 ALAMEDA COUNTY Pedito: 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 Prostho: 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 Pedito: Focusing on Prevent dental problems **before** they begin! 1,750 sf w/ 3ops. Now Only: **\$225k!**

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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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

Inland Empire #1108

General practice and free standing
building, 2015 gross revenues
\$1.1 million, eight (8) treatment
rooms with room to expand.

Call for details

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**

East Bay San Francisco #1109

Restorative practice
six equipped treatment rooms
2015 gross = \$1M+

NEW seller retiring

Call for 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

**More Premium Practices
Coming Soon!**

San Fernando Valley #1107

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

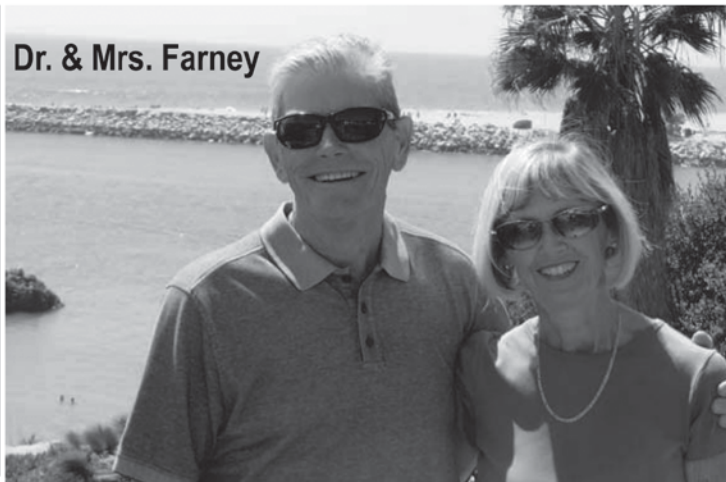
Call for details

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%

Asking \$1,150,000

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MODESTO- Dental Air Space Condominium. 1,511 sq. ft. dental condo. Sale price \$286,000. HSPPT-Dennis Hoover 209-605-9039-#CA333.

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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.

Thinking about starting, acquiring, or expanding your practice? Let's talk. Call Wells Fargo Practice Finance for a complimentary consultation at 1-888-937-2321 or visit us at CDA San Francisco, booth #1234.

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

"Jason saved my life on that deal. Even after that he tried to find me other opportunities. I would recommend him to anyone who needs an attorney for a practice transition. Thank you Jason." - "PEDDENT"- Username. Dentaltown.com. CALL TODAY 800-499-1474 WOOD & DELGADO www.dentalattorneys.com.

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

SHASTA COUNTY Oral Surgery Practice. Busy, thriving opportunity for an Oral surgeon who also treats trauma. Beautiful new office and new equipment - 2 years old. Real Estate available. Call/Text Joe Hruban at (530) 746-8839. joe@omni-pg.com. CA BRE# 01821307.

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SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
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About Integrity

With one of the largest practice sales teams, we have the resource and knowledge power to help you connect with your future. Whether that future involves finding a buyer for your practice or purchasing the right one, our team's experience can be your competitive advantage.

Why Integrity

"Bill and the staff at Integrity Practice Sales did an exceptional job of selling our practice. Through their expertise and professionalism we received top dollar during a sale that was surprisingly quick and smooth. Selling a practice can be an emotional experience and we were guided through the process with care and responsiveness. I honestly can't imagine any aspect of the sale that could have been handled any better."

-Robert Bishop, DDS

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For Sale Northern CA



Fresno

Well established practice, great opportunity. 7 ops in 2,000 sqft.

(855) 337-4337

Camarillo

Diamond in the rough. Great community. Room to expand. 5 ops in 2,100 sqft.

\$320,000

Monterey Park

Large new digital office. Centrally located with great street exposure. 6 ops in 1,800 sqft.

\$225,000

Berkeley

New listing in the heart of Berkeley. Affordable practice with 3 ops.

(855) 337-4337

Kern County

Make as much as an LA practice with less overhead. Large office. 7 ops in 3,000 sqft.

\$850,000

Gardena

Family practice with ties to the community. Seller wants to retire. 2 ops in 500 sqft.

\$220,000

Newbury Park

Own your own dental space in an upscale building. 4 ops in 1,100 sqft.

TURNKEY

\$500,000

Sacramento Ortho

Great opportunity for a first time buyer. 35 years of goodwill. 4 chairs in 1,500 sqft.

ORTHO

\$85,000

Lake Isabella

Quaint well established practice. Seller is retiring. 3 ops in 1,450 sqft.

\$95,000

Glendale

General and cosmetic dentistry with great exposure. Consistent collections and easy parking. 4 ops in 1,000 sqft.

\$900,000

Newport Beach

Upscale Newport marina adjacent, great views and affluent area.

(855) 337-4337

Santa Clara

Professional building, real estate available also. Large office with 7 ops.

\$1,500,000

Porterville

6 ops in 2,600 sqft. Call for details.

\$330,000

Glendale

Bread and butter traditional practice. Buyer must have experience

\$950,000

Oxnard

Nice office with lots of goodwill. 5 ops in 1,800 sqft.

(855) 337-4337

Santa Clara County

Well established Pedo practice in the heart of Silicon Valley. 4 ops in 1,800 sqft.

PEDO

\$750,000

San Luis Obispo Perio

State of the art Perio practice located in the happiest city in America. 4 ops in 1,100 sqft.

PERIO

\$640,000

Hemet/San Jacinto

Great location, visibility and staff. Decades of goodwill.

(855) 337-4337

Pacoima

Well established practice with 34 years of goodwill and room to grow. 3 ops in 800 sqft.

\$200,000

St. Helena

Established in wine country. 3 ops in 825 sqft.

\$450,000

San Luis Obispo

Opportunity to purchase an office that has incredible production. 3 ops in 1,300 sqft.

\$675,000

Huntington Beach

Lease or purchase a fully equipped office in an upscale location. 5 ops.

TURNKEY

(855) 337-4337

Pasadena Area Ortho

25 years of goodwill. Very desirable location. 4 chairs in 950 sqft.

ORTHO

\$210,000

For Sale Central CA



San Luis Obispo County

Modern, well-equipped office with cerc. 3 ops in 1,500 sqft.

\$420,000

Lake Elsinore

Call for details.

NEW!

(855) 337-4337

San Diego Ortho

Very well established ortho practice. 1,730 sqft.

ORTHO

\$300,000

San Luis Obispo County

Own real estate and a fantastic practice in the coastal part of San Luis Obispo County.

(855) 337-4337

Lancaster

Well established practice with high end patient base. Generates great revenue.

(855) 337-4337

San Diego

Large general practice perfect for a specialty center. Diverse culture. 10 ops in 3,129 sqft.

(855) 337-4337

Bakersfield

Call for details.

TURNKEY

\$450,000

Santa Maria

GP office is beautifully decorated. This practice has exceptionally high net income.

(855) 337-4337

Long Beach

General practice in a great location and solid patient base. 2 ops in 1,300 sqft.

(855) 337-4337

Ventura

Quaint office in great location. Established for 35 years. Family oriented and high tech. 3 ops in 860 sqft.

\$120,000

Bakersfield

High tech office with 4 ops and room to expand. High patient volume.

\$850,000

Santa Maria

Exciting opportunity to purchase a fee-for-service practice. Large free standing building with abundant parking.

\$252,000

Mission Viejo

Beautiful office in an upscale location with all amenities. 3 ops in 1,200 sqft.

\$110,000

Vista

Busy strip mall with high traffic visibility. 2015 collections \$455k. 2 ops in 600 sqft.

\$300,000

Bakersfield

Large high tech office with lots of patient referrals. 5 ops in 1,890 sqft.

\$220,000

For Sale Southern CA



Montebello

Great opportunity to grow an established office in a great location. 4 ops in 1,200 sqft.

\$160,000

If you are 1-7 years from transitioning, now is the time to make a plan to save on your taxes...

Saving Taxes on the Sale of Your Practice?

Savvy dentists are deferring most (sometimes all) taxes from the sale of their practice with prudent tax planning. Since most doctors have IRS qualified retirement plans in place they can greatly increase their annual contributions by adding an additional qualified plan to what they already have.

There are many forms of deductible retirement plan arrangements: 401(k) plans and defined benefit plans can be paired with a practice sale to help dentists keep most of the transition proceeds.

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
55	\$24,000	\$59,000	\$180,000	\$239,000	\$717,000
60	24,000	59,000	235,000	294,000	882,000
65	24,000	59,000	245,000	304,000	912,000
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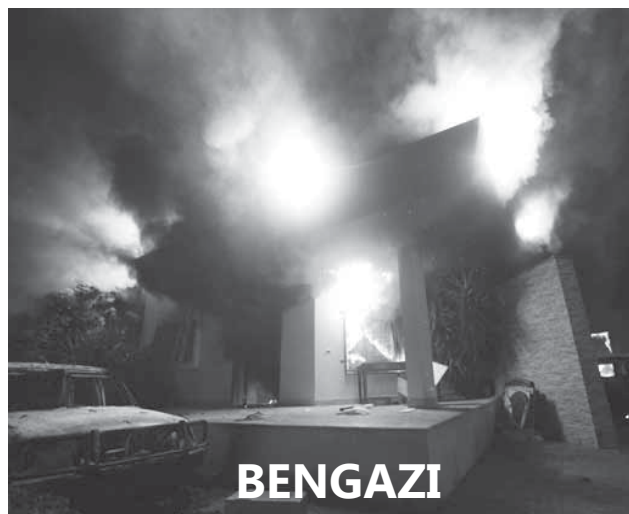
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Practice Sale Negotiation - Why some dentists lose

Whether you are looking to purchase or sell a practice, understanding the basics of negotiations will help you achieve a better result. In negotiations there several styles which determine the failure or a successful outcome. The three main styles of negotiation include: competitive, accommodative or collaborative.

The competitive negotiator wants to win at all costs...even if the other side "loses." An accommodative person gives in to the other side too often...even if it hurts you. The third approach called "collaborative" is where both sides work together and discuss each side's priorities openly...resulting in a successful win-win deal. Both sides work together and communicate to help each other. The result? A mutually beneficial transition that closes smoothly, quickly with no post-sale litigation.

In a perfect world we all want to work in a collaborative matter but unfortunately in practice sale negotiations we find ourselves frequently facing a highly competitive person on the other side of the table. Think of the various professions that have competitive personalities: professional athletes, litigators, defense attorneys or prosecutors. Alternately, mediators, hostage negotiators are great examples of people who need to work more collaboratively. Competitive behavior from your representative (broker, consultant or attorney) can also derail a transaction and cost you money. Be aware of the "style" of any professional you work with.

Competitive behavior is often characterized by aggressiveness, argumentativeness delivered in bullying style. The best way to stop this behavior is to be professional, set the ground rules and stay objective. Don't get sucked into the emotion of the moment because that always lead to fueling more of that aggressive behavior. Change the subject and suggest that you "...come back to that item later." Make sure your negotiator understands your needs and wants and is able to deliver them. -- *Scott Daniels is a licensed broker and owner of Practice Concepts and provides practice sales and appraisal services for medical professionals. He has over twenty five years of experience in business management, financing, marketing, and negotiations and practice sales.*



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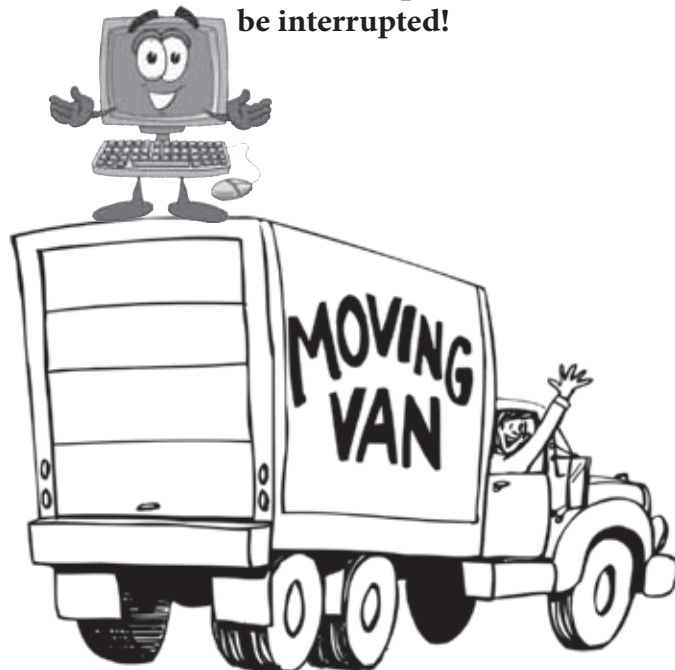
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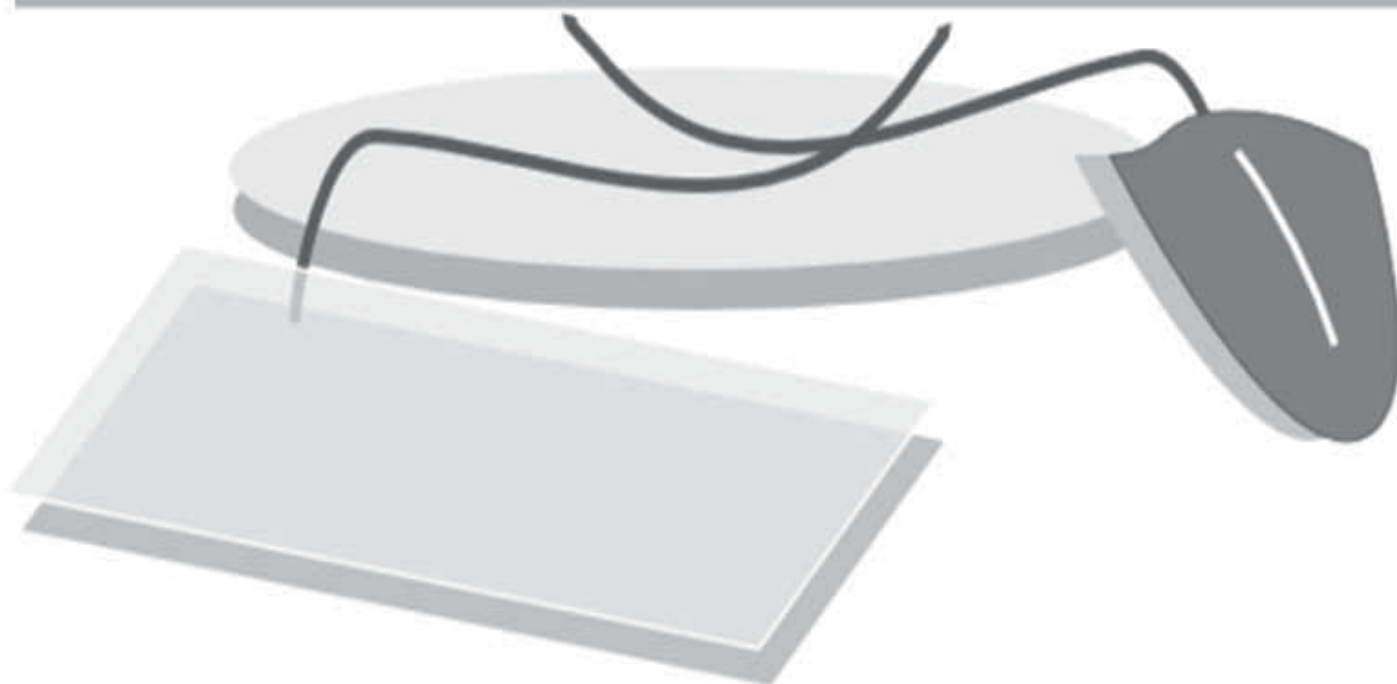
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- 6110 CONCORD** Well cared for practice. Collected \$260,000 in 2015. 3-ops. Great curb appeal. Little done in the manner of marketing.
- 6109 CALIFORNIA'S NORTH LAKE TAHOE** "Best-of-the-best!" Solid foundation anchored by 8.5 days of Hygiene. Consistent \$1 Million per year performer. Beautiful office with unsurpassed views. Enjoy great Alpine lifestyle.
- 6107 EUREKA** 100% out of network with insurance industry. Produced \$918,000 and collected \$895,000 on 20-hour week. Practice booked 3-months in advance. 7+ days of Hygiene. Well respected. Full price \$250,000.
- 6106 SACRAMENTO'S EL DORADO HILLS** No rush and no chaos here. Staff is Dream Team. Beautiful facility. 2015 collected \$640,000. UCR Fees. Very special opportunity. Median household income in 2013 was \$104,500. Great schools, growing business parks and upscale community.
- 6105 MODESTO** Collected \$430,000+ on 3-day week. 3-days of Hygiene. 5-ops. Central location. Successor should open a 4th day.
- 6104 SANTA CLARA – CUPERTINO AREA** Experienced practitioner required. Restorative practice. 2015 collected \$1.55 Million with Profits of \$694,000. Paperless and digital. Beautiful office. UCR Fees! Extremely attractive selling features available to retain the goodwill.
- 6103 SAN FRANCISCO'S UNION SQUARE** Opportunity to acquire highly regarded practice with condo. Beautiful 5-ops, digital and paperless. 6th op available. 2015 collected \$658,000.
- 6100 SANTA CLARA** Phenomenal launching pad for Successor. Fantastic location, 5-op facility. Management not taking advantage of what is possible even though 2015 collected \$758,000 with Profits of \$323,000. Perfectly positioned to be a \$1 Million+ year performer immediately! Needs motivated young DDS.
- 6098 WEST PETALUMA** Petaluma has become the Hip Community in the North Bay. It has also become the North Bay's business center. Business parks are growing and young professionals are drawn to this great family community per the unique amenities of this historic river city. Collected \$468,000 with Profits of \$212,500. 3-days of Hygiene with 4th day starting September.
- 6089 MOUNT SHASTA** Small town living renowned for outdoor lifestyle. Best air and water! Escape Rat Race and corporate intrusion. 3-day week collected \$881,000. Available Profits totaled \$485,000. Digital radiography including Pano. Full price \$350,000.
- 6070 VISALIA** This practice is well positioned for its next caretaker. Strong Hygiene Department. Beautiful facility, well equipped. Digital throughout. Collected \$727,000 on part-time schedule in 2015. Extend hours and be busier. Best location!



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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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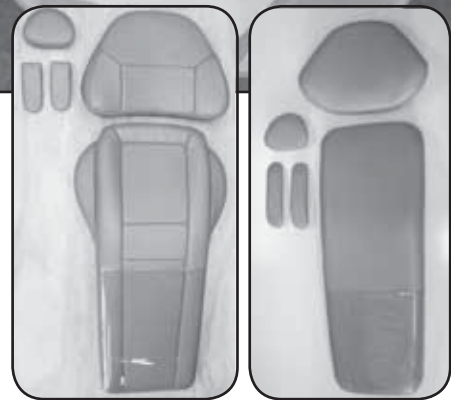
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