

THE Dental Trader

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

Dental Equipments for sale in good working condition. Lost lease. Must sell. Make your best offer. pls contact fdcsf24th@gmail.com.

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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. **PENDING**

PANORAMA CITY - (5) op comput G.P. Located in a free standing bldg. w exposure/visibility & signage. Cash/PPO/Denti-Cal. Was doing \$600K+ full time. Presently doing \$300K+ part time. Needs new full time DDS to rejuvenate Collections! **NEW**

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. Dentrrix (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.41M+. Open (5) days/week with no nights & no weekends. Averaging 50+ new pts/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **SOLD**

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, Dentrrix 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. **SOLD**

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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- Pre-Sale Planning

ORANGE COUNTY

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 and 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. **PENDING**

RIVERSIDE COUNTY

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SAN BERNARDINO COUNTY

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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. Dentrrix s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. **Landlord rental incentives being offered.** **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. Dentrrix 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, Dentrrix s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **PENDING**

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Sacramento, DENTSPLY GT obturator oven. Excellent condition \$175. Call (916)420-5811.

OFFICE SPACE FOR RENT LODI CA ~1400 sq.ft. Three dental operatories, plumped for fourth operatory. If you are interested, please contact me: hakimi.sean489@gmail.com (310) 903-7610.

Practice Appraisal Over 20 years' experience in practice sales. Call Scott Daniels at Practice Concepts 877-778-2020.

For Lease in San Francisco Laurel Heights area, about 900 SF, all 4 oper. plumbed. Contact Mr. Kevin Chin at 415-922-2900 ext, 101.

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PRACTICE FOR SALE NEW!! (San Carlos area) Gp with 3 Ops in approx. 1000 sq.ft. In Prof Bldg along busy street. SDPS: 760-599-7828

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Legal Tip: Does it matter whether the sale closes this or next year? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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

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.

Free-Used 2 Signet Dental Chairs, 2 ADEC Sinks, 1 Tall Boy Cabinet, Must pick up in NorCal, Please email me to arrange pick up- ddsma5@outlook.com.

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Mr. Robert Olson has recently provided all of the legal advice and structure to my recent practice merger. I have worked with Mr. Olson twice now. Previously, Mr. Olson assisted me with “merger to buy-out” in all legal facets. Mr. Olson has demonstrated the most in-depth knowledge of these critical phases. He was always available, efficient and effective when needed. I would strongly recommend him to anyone needing this professional service and would personally use no one else.

Avvo Review #104

Posted July 21, 2016 by Andrew

Robert W. Olson, Jr., APC

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SAN LUIS OBISPO Great production and fully equipped office. 3 ops in 1300 sq.ft. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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

Dental building for sale in San Rafael CA. free standing on a very busy lighted intersection. 40+ years of free goodwill. 1600ft. 975K 619-994-6001.

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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.

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PRACTICES FOR SALE — October, 2016

CHULA VISTA--JUST LISTED!! GENERAL Practice and BUILDING! 4 equipped Ops. Digital with new Panorex. PPO, Cap, DentiCal and Cash.

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-- 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!! (San Carlos area) 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.

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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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PANORAMA CITY (5) op comput G.P. for sale . Located in a free standing bldg.. w exposure/visibility & signage. Cash/ PPO/Denti-Cal. Was doing \$600K+ full time. Presently doing \$300K+ part time. Needs new full time DDS to rejuvenate Collections! NEW D&M PRACTICE SALES 818.591.1401.

Memory foam ultraleather, massage systems. Are you relaxed yet? Superior Upholstery Company 888-548-7282 superiorupholstery.com.

SAN RAFAEL 3 ops in 800sf. Practice & Lease Concession: \$225,000 / Charts Only: \$175,000 + an add'l amt for EQ (CC-552) WPS/800-641-4179.

Dentist-Sacramento looking for experienced Dentist to join our office. Ortho and implant experience is a plus. send your resume to neyaztod@yahoo.com.

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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
- 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

La Puente - New Listing!

- Starter Practice. Main street.
- Corner lot in strip plaza.
- Low Rent! 3 Ops, ~1,400 sqft

Los Angeles - Gross ~\$460K

- Absentee Run. Corner Lot.
- 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.

Pico Rivera - New Listing!

- Gross ~\$530K. Busy street.
- Prime Corner Building.
- 25+ yrs of goodwill. ~2,450 sf
- 7 Eq. Ops + 1 add't plumbed

Torrance - Gross ~\$285K

- Shopping Plaza on Main Street.
- PPO/FFS. Digital. ~1,100 sq. ft.

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

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 Ctr.
- Mostly PPO/Cash Patients
- 5 Operatories, ~1,800 sq.ft.

Fairfield - Gross ~\$1.5 Mil

- Renovated in 2013. PPO/FFS
- 15 yrs goodwill. 6 Ops, 2400sf

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 Leandro - New Listing!

- Gross ~\$260K. PPO/FFS.
- State of the Art Practice.
- 3 Equipped Ops, ~1,350 sq.ft.

San Jose - Real Estate & Starter Practice for Sale

- Constructed in 2014. Modern.
- Retail Center. Major Intersection.
- 6 Equipped Ops, ~2,500 sq.ft.

San Jose - Gross ~\$475K

- Main Street. Cash/PPO.
- 3 Equipped Ops, ~1,300 sq.ft.

San Jose - Gross ~\$360K

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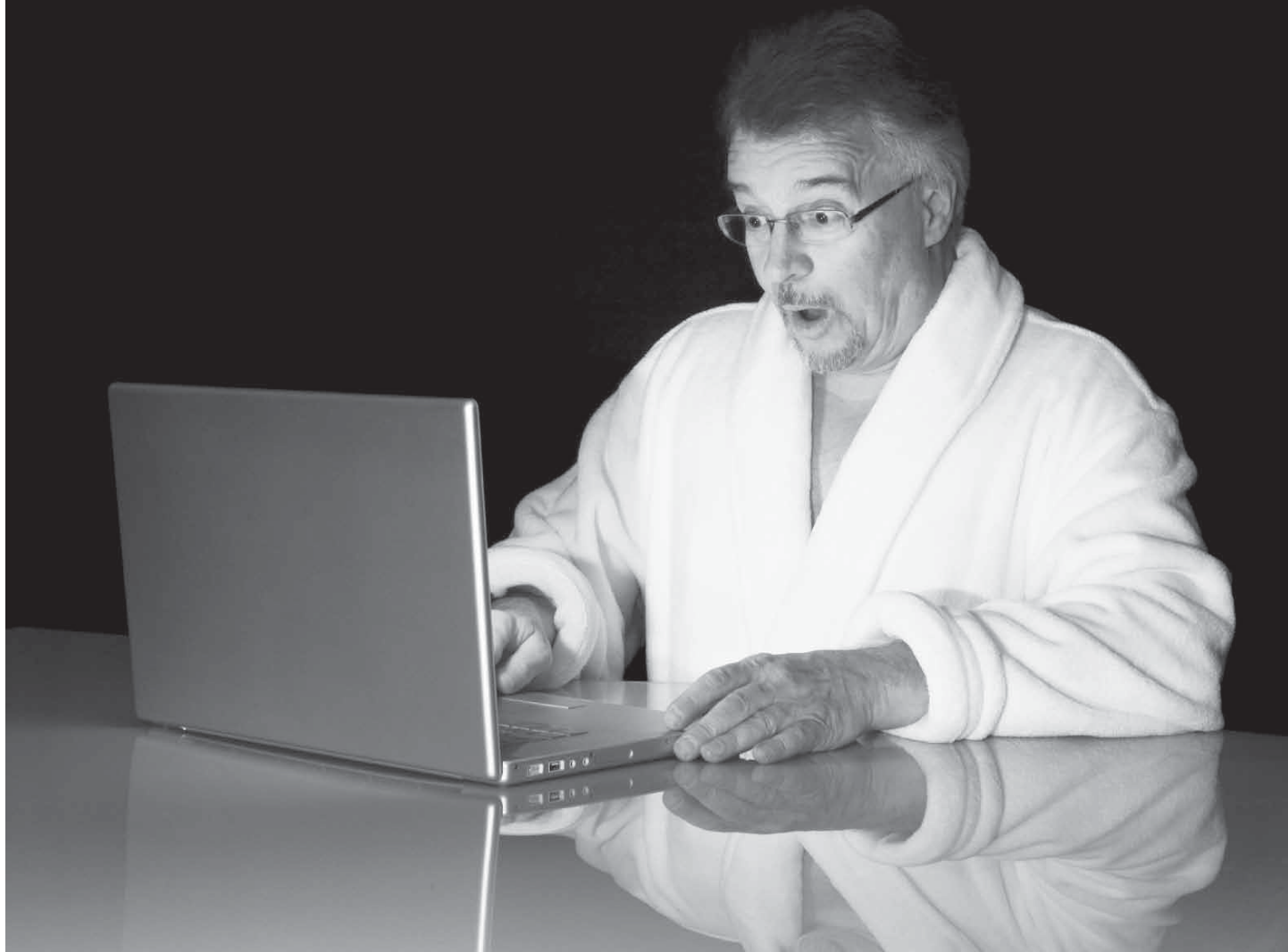
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Asking \$549,000

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Outstanding general dental practice for
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building, approx. 2,400 sq ft., six (6)
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seller retiring, 2015 gross \$494,804

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Sonoma County #1101

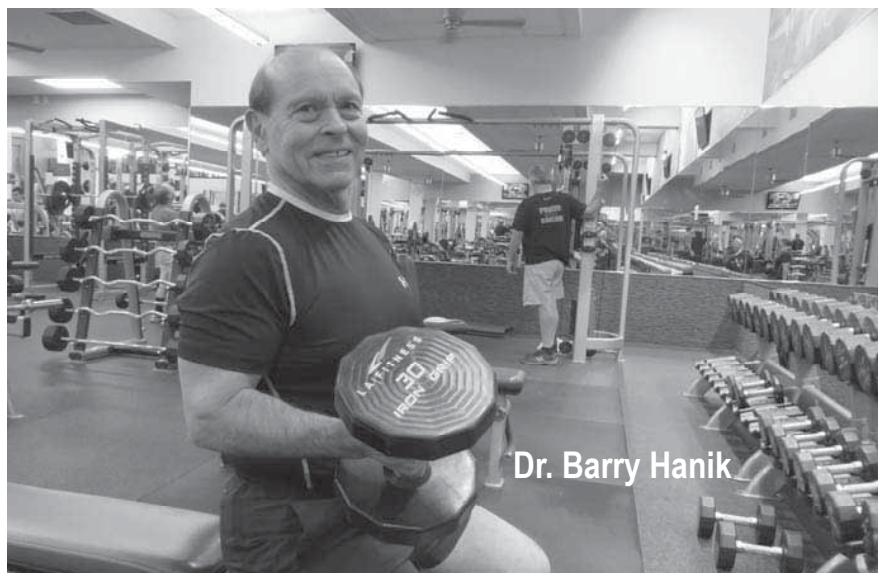
General dental practice
2,415 square foot, digital suite, five (5)
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South Orange County #1103

Shopping center location, digital
restorative practice, 2015 gross
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NORTHERN CALIFORNIA

BAY AREA – NEW LISTING - Periodontal practice in leased office near hospital, other specialists, GP's, and a dental radiography lab with 2,120 sq. ft., 6 Ops, Digital X-rays, Pulse Oximeter, Endoscope, Piezosurgery, and Dentrux software. 2015 GR \$1M. Practice open for almost 20 years. #CA373 Thomas Wagner - 916-812-3255.

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

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

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

CAMPBELL - NEW LISTING - Stunning practice, inside & out! Stand-alone 2050 sq. ft. one block from downtown on main thoroughfare. 2015 Gross Revenue of \$1,000,007 on 3 doctor days, 5 hygiene days with 100% fee for service. 5 treatment rooms, CAD/CAM, Digital Pan and paperless charts linked to 10 computer workstations running MacPractice software. Owner retiring after 32 years in the community, 10 years at this location. Building may also be available for purchase! #CA374 Jim Engel - 925-330-2207.

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 4 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. Schick Digital X-rays, Pano (not digital), 8 days hygiene/wk. 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 - 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 - NEW LISTING - Prosthodontic Practice- 2,099 sq. ft. Prosthodontic office with 5 operatories, Fiber Optic, Eaglesoft software. 2015 GR \$926K on 4 day week. Established at current location for 15 years. #CA377- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO - General Dentistry - Northern Sacramento Area practice, located in same location for 15 years. 6 Ops in approx. 1,200 sq. ft. with Dentrux software, fiber-optics, and X-rays in every op. 2014 combined Gross Receipts of \$1.1M. #CA237- Thomas Wagner - 916-812-3255

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

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

LIVERMORE - General Dentistry - Practice & Building sold together: Beautiful, Professionally designed office in the center of this Wine Country community. 4 completely equipped treatment rooms in approx. 1100 sq. ft. Digital Pan, Digital X-Ray and Laser. Office utilizes Eaglesoft 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 priced right for an energetic buyer ready to take on this well-known esthetic master. Eaglesoft Software, Schick Digital Sensors and Paperless Charts. Average age of Equipment is 10 years. Owner is retiring after 36 years of private practice and will help buyer with the transition. #CA286-Jim Engel - 925-330-2207.

MILLBRAE - General Dentistry- Beautiful, professionally designed office boasting 5 fully equipped treatment rooms in approx. 1500 sq. ft. 2014 Gross Revenue of \$670,000 with Eaglesoft PMS, Digital Pan, Digital X-Ray and state of the art equipment. Office fronts the 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 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, and EndoVision software. Average age of equipment is 10 years. Very low overhead with excellent referral base. Owner will help buyer with transition period as needed. Owner retiring after 38 years in the community. #CA214-Jim Engel - 925-330-2207.

NORTH EAST OF SACRAMENTO – General Practice: 2,500 sq. ft. office with 7 Ops in seller-owned professional condo. Equipped with 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. 1,000 sq. ft., 6 Ops, and 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, 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 – 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.

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.

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, 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, Pano, Laser, and Eaglesoft software. Practice established for over 50 years. 2015 GR \$1.9M. #CA337-Thomas Wagner - 916-812-3255

SAN FRANCISCO – 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 – GP Chart Sale: Saratoga Avenue lease cannot be renewed and owner wants to retire! 2015 GR of \$550,000.00 on two and a half day work week. Selling all Active and Historical Charts. Computers and some equipment also for sale if needed. Enhance your current practice with an influx of patients and revenue. #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.

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, Digital X-ray, and Intra-oral cameras. 2013 Gross Receipts of \$523K in 180 Dr. days. 5 days of hygiene. Close to hospital, Comm. College, and freeway. Seller owns the suite and is retiring. #CA166- Jim Engel - 925-330-2207.

SANTA ROSA – This 3 Op office is part of a larger complex, owner selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 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, and Dextrix software. 2014 Gross Receipts of \$869K on 30 hour/week. Practice established for 18 years, owner retiring. #CA246-Thomas Wagner - 916-812-3255.

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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 **SALE** 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 **SALE** 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 – 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, Dextrix software. 2015 GR \$519,000 3 day/week. Sister practice #CA321, sale combined or separate. #CA322-Thomas Wagner - 916-812-3255

WALNUT CREEK – Prosthodontic Practice with 3 Ops, fully equipped, near a retirement community. Doctor is retiring after 28 years in the same location. Practice 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 **SALE** member 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

HANFORD – General Practice. This practice on the corner on a major thoroughfare with where other professional offices are located. 4 days of hygiene, 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 **SALE** building. 2014 receipts were \$850,000. Dextrix 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 **SALE** treatment for sleep apnea, cosmetic dentistry, including full mouth reconstruction, and Invisalign as part of his general dentistry services. There are 10 days of hygiene. Owner moving out of state. Call for information. #CA273-Dennis Hoover - 209-605-9039

TUOLUMNE COUNTY - General Dentistry Practice & Building. Gross Receipts averaged over \$1M in 2013, 2012, & 2011 with just 59% overhead, and 8 days of hygiene. There are 6 Ops in approx. 2,000 **SALE** 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 **SALE** were \$700,000 with \$347,000 adj. net income. The practice features 5 days of hygiene, Dextrix 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 **SALE** X-rays, paperless. 8 days of hygiene per week. 2015 GR of over \$1.6MM+. #CA183- Steve Caudill - 951-314-5542.

BELL – General Dentistry- 3 Ops, Dextrix, 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 **SALE** new office. 2 Ops, 1 equipped. OpenDental, Digital, paperless. GR \$120K on 3 days/week. FFS & PPO. #CA215- Mario Molina - 323-974-4592

BEVERLY HILLS - Periodontal Practice - 4 Ops, beautiful design. Dextrix software **SALE** 24 years of Goodwill. 2015 GR \$382K. #CA342- Kerri McCullough - 949-300-0312.

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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** – General Dentistry Practice with 4 Ops, 3 Equipped, Dextrix, Digital x-rays, and high-end equipment that is less than 10 years old. Over 21 years of goodwill. Seller is moving out of the area. #CA375 -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, Dextrix, Digital **SALE** X-rays, professional building location with 48+ 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 **SALE** dentistry work referred. 2015 GR \$962K with \$430K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312.

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 **SALE** 25 years of goodwill. Seller works a 3 day week with 1 day of hygiene. PPO/FFS practice. 2015 GR of \$276K with \$103K Adjusted Net Income. #CA329- Thinh Tran – 949-533-8308

HUNTINGTON BEACH – General Dentistry. 5 Ops, Est. for 28 years. Digital x-ray, Pano, Laser, Intra-Oral Camera, 12 days of hyg./wk. **SALE** 2015 GR of \$1.1M+. #CA263- Kerri McCullough - 949-300-0312.

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INLAND EMPIRE – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam **SOLD** 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, Dentrrix, 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. **SOLD** 503K 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, Dentrrix, 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. **SOLD** Transaction 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 - 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. Bldg. with Dentrrix 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, Dentrrix, 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. **SOLD** 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. **SOLD** \$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, Dentrrix, Dexis, est. for 50+ years on a main street. Most specialty work is referred out. 2014 GR \$217K. #CA276- Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3½ days of hygiene, Dentrrix Software. \$493K 2013 GR, seller is retiring. #CA109- 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. **SOLD** 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 – *NEW LISTING* - General Dentistry practice with 3 Ops, Digital X-Rays, Eaglesoft, in an excellent location. The suite is bright and modern. 2015 GR of \$397K. #CA376- Russell Okihara - 619-694-7077.

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

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, Dentrrix, 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, **SOLD** 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 **SOLD** out. 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 Endo, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. **SOLD** #CA308- Russell Okihara - 619-694-7077

OUTSIDE OF CALIFORNIA

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

MAUI, HAWAII – 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 Dentrrix, and digital X-rays. FFS/PPO, excellent opportunity. #HI100-Russell Okihara - 619-694-7077.

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

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

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Timothy Giroux
DDS/Broker

ASK THE BROKER

As the year comes to a close...

As we approach the end of the year, interestingly enough, it is still a "seller's market" out there. Having said that, practices in the smaller, rural areas still take more time to sell and "facility-only opportunities without patients" are not moving as well as they had in the pre-economic shake-up, even in the larger urban markets. At some point in the next few years, hopefully sooner than later, we do expect a large increase of inventory as the baby boomers who graduated in the late 70's and early 80's will finally retire. I believe we are just starting to see a more normalized market and sellers who have been hanging on are finally starting to decide to hang up their drills.

Here is my year end advice for Sellers

If your practice is currently on the market or you are contemplating selling your practice next year, **finish the year strong!!** Lenders and Buyers value your practice almost exclusively on the most current year-end P&L. Try not to take too much time away from the office until January. Make all of your December bank deposits on time and try to have them posted before January, as opposed to some accountant's advice for you to wait until January so that the tax burden is delayed for a year. If you are currently in contract, most accountants will again advise their sellers to close in January. If you are thinking of selling next year, begin the process to put your practice in tip-top condition with strong financials and "ready to market curb appeal" in mid-to-late January, which is traditionally the busiest time of the year for buyers coming into the market!

Here is my year end advice to Buyers

If you are frustrated searching for the right opportunity, we are expecting a healthy surge in listings and our inventory sometime soon. I expect that this activity will continue to increase. Sellers who have been holding on may decide that it is finally time to retire next year as they probably realize that taxes and expenses will only increase in the future. Their investment portfolios should have rebounded from the 2008 crisis and hopefully they can now consider retirement on their own terms!

Again, I wish you much success and continued prosperity for the years ahead and a safe and happy holiday season with the people you care about.

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

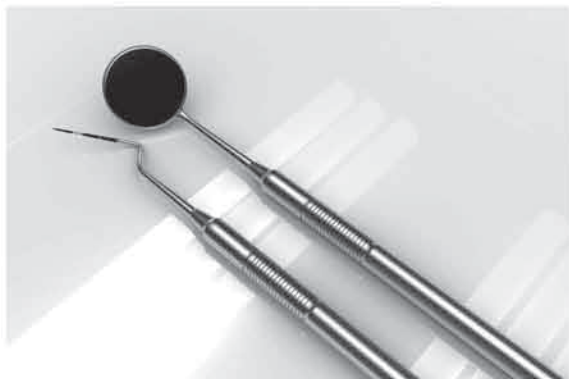
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Mr. Wood, your seminar, Navigating the Dental Transition Minefield was comprehensive, relevant, experience supported, organized, helpful in complex areas, and the team approach you and the other advisors took was exceptional. I highly recommend every doctor attends this course prior to moving forward with their dental transition." LLOYD TURNER, DDS Glendale, California.

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Sacramento Ortho Great opportunity for a first time buyer. 35 years of goodwill. 4 chairs in 1,500 sqft. ORTHO \$85,000	Kern County Make as much as an LA practice with less overhead. Large office. 7 ops in 3,000 sqft. \$850,000	Camarillo Diamond in the rough. Great community. Room to expand. 5 ops in 2,100 sqft. \$320,000	Oxnard Nice office with lots of goodwill. 5 ops in 1,800 sqft. (855) 337-4337
Santa Clara Professional building, real estate available also. Large office with 7 ops. \$1,500,000	Lake Isabella Quaint well established practice. Seller is retiring. 3 ops in 1,450 sqft. \$95,000	Gardena Family practice with ties to the community. Seller wants to retire. 2 ops in 500 sqft. \$220,000	Pacoima Well established practice with 34 years of goodwill and room to grow. 3 ops in 800 sqft. \$200,000
Santa Clara County Well established Pedo practice in the heart of Silicon Valley. 4 ops in 1,800 sqft. PEDO \$750,000	Porterville 6 ops in 2,600 sqft. Call for details. \$330,000	Glendale General and cosmetic dentistry with great exposure. Consistent collections and easy parking. 4 ops in 1,000 sqft. \$900,000	Pasadena Area Ortho 25 years of goodwill. Very desirable location. 4 chairs in 950 sqft. ORTHO \$210,000
St. Helena Established in wine country. 3 ops in 825 sqft. \$450,000	Central Coast California ▼ San Luis Obispo Perio 4-op modern practice in the happiest city in America. 1,100 sqft. PERIO \$640,000	Glendale Bread and butter traditional practice. Buyer must have experience \$950,000	Ventura Quaint office in great location. Established for 35 years. Family oriented, 3 ops in 860 sqft. \$120,000
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Bakersfield Call for details. TURNKEY \$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	Hemet/San Jacinto Great location, visibility and staff. Decades of goodwill. (855) 337-4337
Bakersfield High tech office with 4 ops and room to expand. High patient volume. \$850,000	San Luis Obispo County Modern, well-equipped office with cerc. 3 ops in 1,500 sqft. \$420,000	Lancaster Well established practice with high end patient base. Generates great revenue. (855) 337-4337	Lake Elsinore Call for details. NEW! (855) 337-4337
Bakersfield Large high tech office with lots of patient referrals. 5 ops in 1,890 sqft. \$220,000	San Luis Obispo County Own real estate and a fantastic practice in the coastal part of San Luis Obispo County. (855) 337-4337	Long Beach General practice in a great location and solid patient base. 2 ops in 1,300 sqft. (855) 337-4337	San Diego California ▼ San Diego Ortho Very well established ortho practice. 1,730 sqft. ORTHO \$300,000
Bakersfield 4 ops with room for 4 more with property opportunity in great location and room for technology. \$477,000	Central Coast 3 ops in 1150 sqft. \$259,000	Mission Viejo Beautiful office in an upscale location with all amenities. 3 ops in 1,200 sqft. \$110,000	San Diego Large general practice perfect for a specialty center. Diverse culture. 10 ops in 3,129 sqft. (855) 337-4337
Bakersfield 4 ops with room for at least 4 more. Great opportunity & location. \$180,000	Santa Maria GP office is beautifully decorated. This practice has exceptionally high net income. (855) 337-4337	Montebello Great opportunity to grow an established office in a great location. 4 ops in 1,200 sqft. \$160,000	Vista Busy strip mall with high traffic visibility. 2015 collections \$455k. 2 ops in 600 sqft. \$300,000
Bakersfield 4 ops in a shopping center location. Lots of room and foot traffic. \$270,000	Santa Maria Exciting opportunity to purchase a fee-for-service practice. Large free standing building with parking. \$252,000	Monterey Park Large new digital office. Centrally located with great street exposure. 6 ops in 1,800 sqft. \$225,000	
Bakersfield Fractional ownership in a high-profile practice. Simply enter and start dentistry with 60 staff! \$850,000	Santa Maria Well-established 3-operator office in 1100 sqft. Grow by adding days, 100% fee-for-service. \$252,000	Newbury Park Own your own dental space in an upscale building. 4 ops in 1,100 sqft. \$500,000	

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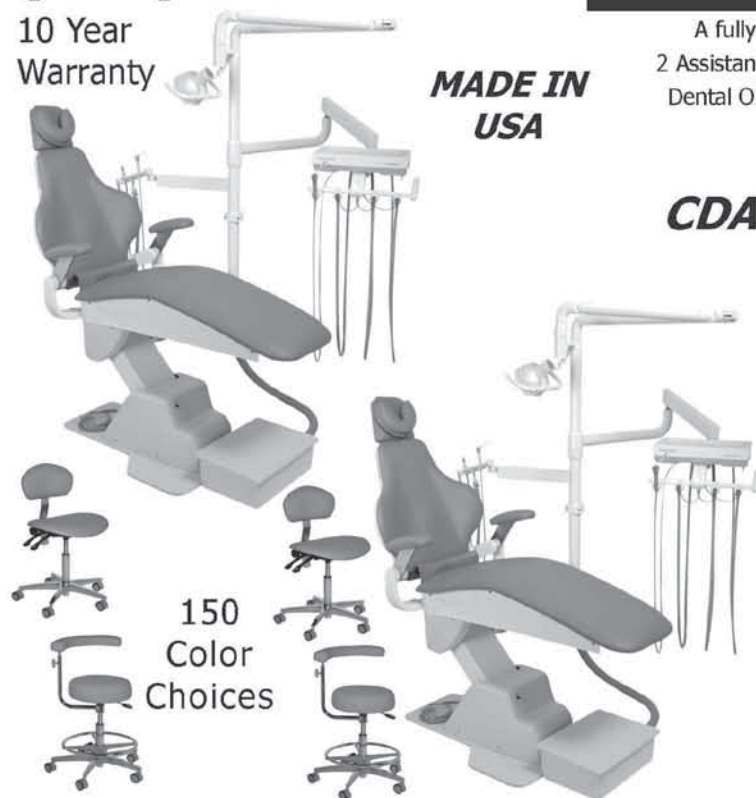
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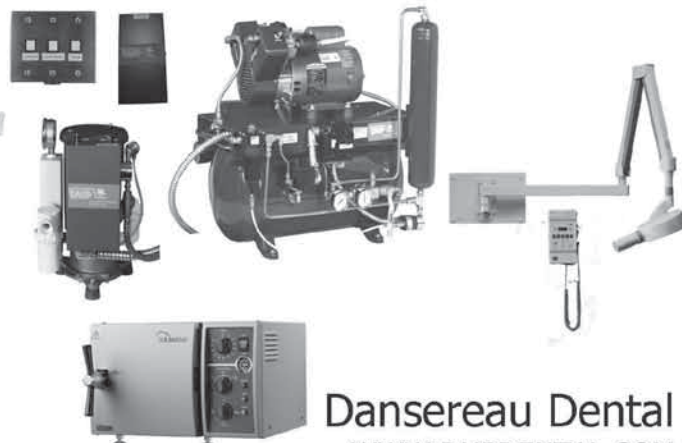
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AC-335 SAN FRANCISCO: Great Practice! 2100sf, 8ops in desirable location of SF. Call for Details **\$475k**

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

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**

AG-615 SAN FRANCISCO: Move-In Ready Facility in charming desirable neighborhood. 1400 sf w/ 4 ops **\$125k**

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

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

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

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

BC-614 SAN LEANDRO Charts Only: Increase your Production & continue TX to this stable patient base **\$150k**

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**

CC-599 SANTA ROSA: Wonderful & stable pts base in well-respected Practice, 3ops in 1040sf. **\$250k**

CC-611 SOUTHERN MARIN COUNTY: Desirable, well-established neighborhood, 20npts/mo 3ops in 1100sf **\$650k**

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 **\$875K includes building**

CG-607 FAIRFIELD: This practice is truly all about location and visibility! 1,333 sf w/ 3 ops + 1 add'l. **\$160k w/ Cerec!**

CG-616 NAPA: State of the Art Practice - Seller moving out of state! **Call for Details!**

DC-480 SILICON VALLEY: Multi-Specialty Practice, 14+ ops in 7500sf, Owner Financing avail-Terms & Priced to Sell **\$1.075M**

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 **\$496k**

DG-582 SAN JOSE: Collections over \$900k! 3000 sf w/8 ops. Top of the Line Buildouts! **\$550k**

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**

DG-619 SAN JOSE: One of the most unique practices you will ever see! 1,450 sf w/ 5 ops. **\$1.1M**

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**

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**



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Jon B. Noble, MBA



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EG-579 ROCKLIN Perio/Gen: Attractive, well-appointed practice in the prestigious Whitney Oaks area. 1,600 sf w/3 op + 1 add'l. **NOW ONLY \$235k**

EN-588 SACRAMENTO: well-established practice awaits your talent and skill! 1,500 sf w/ 4ops. Now Only **\$295k**

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

EN-609 SACRAMENTO: Truly a "cut above", this remarkable, well-established opportunity grosses more than \$1.7million annually! 3,700 sf w/ 10 ops. **\$1.7M**

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**

GG-617 YUBA CITY: Rare Opportunity to purchase Dental Facility with REAL ESTATE! **Only \$350k**

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**

GN-606 BUTTE COUNTY: Hesitate and you will miss out on this one-of-a-kind opportunity! 1,700 sf w/ 4 ops. **\$295k**

GN-605 CHICO Facility: Turn-key! Ideal to merge or move your existing patient base into! 1,600 sf w/3 ops. **\$50k**

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**

CENTRAL VALLEY

IC-468 SAN JOAQUIN VALLEY: High-End Restore Practice! 6 ops in 2500+ sf office. Call for Details! **\$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!

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**

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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 Pedo: 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**

BC-600 CONCORD PEDO & ORTHO Charts Only: Continue treatment to these Pedo & Ortho patients **Call for Details! \$400k**

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 Pedo: 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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Practice Sale: A Case Study #1581

Two buyers had been “kicking the tires” for several months. Buyer A’s wife just had a new baby and that delayed his offer. In the meantime, Buyer B was indecisive and delayed any offers. A couple of months later Buyer A renewed their interest and began talks with the Seller and moved toward putting in an offer. Buyer A submitted an offer within \$40,000 of the asking price. The seller was anxious to retire and spend time with grandchildren. Buyer B finally offered \$175,000 below asking price. The seller was inclined to accept Buyer A’s offer. Since the seller had initially met Buyer “B” first, they were given the option of matching that offer. Buyer B increased their offer by \$80,000, still substantially below the other offer. Buyer A’s offer was accepted. Buyer B was upset because they incurred costs for a consultant to assist them.

Summary:

1) Buyer B was upset because they paid a consultant but did not get the practice. The Buyer refused to provide the appraisal from their consultant or their name. (An otherwise emotional seller without our help might have refused to even respond.) The buyer’s offer included a cover letter with negative comments trying to justify the low price.

2) Always present offers in a positive light. Never be critical. Never rationalize or justify your offer. Compliments and carrots go much farther than sticks and criticisms.

3) Timing is everything. Months might pass with no activity. Then, bam! One, two then three offers. Be decisive and keep the transaction moving quickly.

4) Buyers, be prepared and stay one step ahead. Buyer A was pre-approved and quickly submitted all the papers to the lender for a formal approval. They showed the seller a copy of the lender approval for the full amount. That gave the seller a lot of confidence. It also insured the buyer that the practice had sufficient cash flow to justify the price.

TIP: (Note: Smaller grossing revenue will not cash flow (net profit) and cannot be valued by cash flow alone.)

5) Be fair. Buyer A presented a reasonable offer along with a friendly and positive cover letter. The seller felt it was lower than they wanted. However, they liked the buyer and chose to accept. In the end both sides probably felt the other got a little better deal than the other. –That’s the definition of a win-win scenario.

. -- 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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						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
	COLUMBUS DAY					
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					
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September

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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
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
70	24,000	59,000	303,000	362,000	1,086,000

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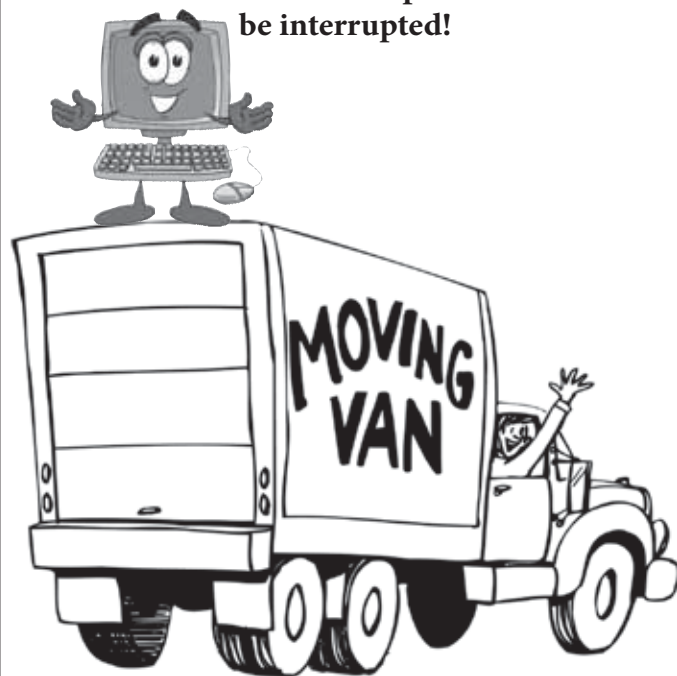
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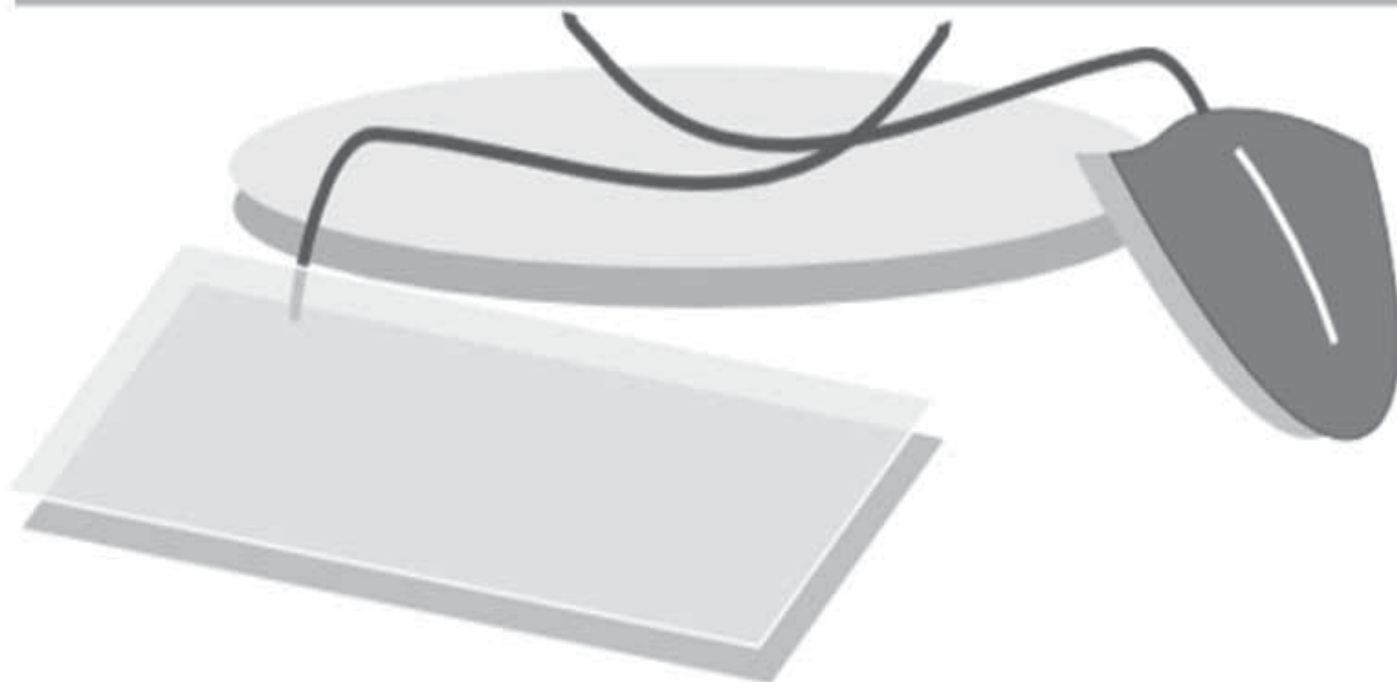
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- 6107 EUREKA** 100% out of network with insurance industry. Produced \$918,000 and collected \$895,000 on 20-hour week. Practice booked 3-months in advance. 7+ days of Hygiene. Well respected. Full price \$250,000.
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- 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** 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.
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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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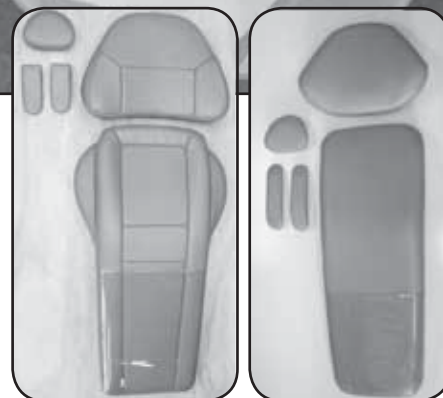
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