

# THE Dental Trader

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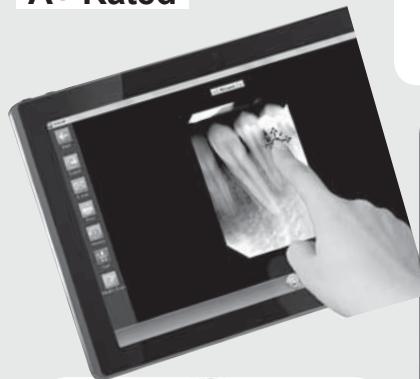
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Our total fee for getting you the \$21,250 money is \$2,500. You will not have to pay one cent more. We manage the complex application process for you completely. We weave through a complexity of government portals and websites and bureaucratic requirements on your behalf and in approximately 3 months you get a check from the State of California for \$21,250. You get to spend it as you wish.

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*Patrick J. Wood & Jason P. Wood*

December 11th, 2016

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- MELVIN WASHINGTON, DMD, Brookhaven, Georgia

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**Sacramento Dental** is looking for a GP Dentist Vietnamese/English, FT/PT, New grads welcome! Fax (916) 399-9413/ email: pacificdental65@gmail.com.

**Dental specialist** preferred to share a well-equipped dental office in San Jose next to Cupertino. Call/text Rachel at 4084217627.

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

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

**CALL 209-322-3429! Smart Practice Health** History & Registration Form for \$64.50/pack (Item #: RM027A).

**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.

**Dentist wanted** in Bakersfield. Full time. Fluent Spanish. email resume at luzdunlapdds@yahoo.com.

**Associate dentist** needed for 1-2 days a week in Sacramento private practice. Email resume to fondachanelle@yahoo.com.

**Halogen Dental Light Bulbs** - 3 different sizes. \$15 a piece. E-mail for more info. aharrisondds@yahoo.com.

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**Zoom Portable Dental Whitening Lamp** in good condition. \$100. Chico, CA aharrisondds@yahoo.com.





PRACTICE SALES AND LEASING

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

**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.

**LOS ANGELES COUNTY**

**ARCADIA #3** - (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**

**ARCADIA #4** - (4) op comput G.P. in a smaller prof. bldg. on a main thoroughfare. Annual Gross Collect. \$425K+. Cash/Ins/PPO. Easy Dental s/w & Pano equipped. Digital x-rays. Does no advertising & has no website. 40+ years of Goodwill. Lower overhead with an excellent Lease in place. Seller retiring but will assist with Transition. **NEW**

**PANORAMA CITY #2** - (6) op comput. G.P. in a retail store front, on a main thoroughfare. Excellent exposure, visibility, & signage. (5) ops eqt'd w Belmont eqt. Dentrax s/w. The office is presently seeing only Kids Denti-Cal & cash, & open p. t. Collect. \$500K/yr. on a three day wk. Was collecting \$900K+/yr when open f. t. & seeing adults & kids. Needs new full time DDS to rejuvenate. Seller will assist w a smooth transition. This is a GREAT OPPORTUNITY! **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. Dentrax (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, Dentrax 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**

**SHERMAN OAKS #4** - (4) ops/(3) fully eqt'd, comput. G.P. Located in a store front on a main thoroughfare w exposure & visibility. Cash/Ins & some PPOs. No HMOs & No Denti-Cal! Newer eqt., Digital x-rays (XDR), Central Nitrous, & Easy Dental s/w. Low overhead office. 2015 Gross Collect. of \$415K on a 3.5 day wk. 30+ yrs of Goodwill. Seller retiring, but would work back a little to help Buyer transition/retain goodwill & pt. base. **NEW**

**WEST L.A. (MAR VISTA/PALMS AREA)** - Recently remodeled, (4) op comput. G.P. on the very desirable West side. (3) ops eqt'd, 4th plmbd. Located in a strip ctr w excellent exposure, visibility, & signage. (27) years of Goodwill. Mixed pt. base. Annual Gross Collect \$250K+ on a p.t. schedule. T Docs s/w & two new Belmont ops. Growth potential. Seller refers out most specialty work & does no advertising. Seller is retiring. **NEW**

**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**

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

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**BEST DEAL GOING!** The Dental Trader publishes free ads for dentists and staff! Details at <http://thedentaltrader.com/faqs.htm>.

**Sacramento, vacuum former.** Excellent condition \$259 OBO. Call (916)420-5811.

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

**Cerac Compact** dental milling unit wanted. Could be non working. Please contact Dr. Glenn Sperbeck @ (310) 670-6944.

**FAIRFIELD** This practice is truly all about location and visibility! 1,333 sf w/ 3 ops + 1 add'l. \$160k w/ Cerec! (CG-607) WPS/800-641-4179.



# Over 100 Avvo<sup>®</sup> 5-star reviews.

*Robert represented both myself (seller) and the (buyer) in the sale of my practice. He of course disclosed that if a dispute arose at any time he could not represent either of us. However, he laid out the steps that would be necessary and after having each of us submit our preferences. He was able to counsel us on the legal aspects to protect each of us. He was always available to answer questions that arose by e-mail, phone call or conference calls if it was necessary. He was able to give us the steps to keep our timeline on track from the appraisal of the property to the final closing of escrow. We both felt he was there to make the process as simple as possible he even gave me a list of agencies that I needed to contact after the sale. I would confidently recommend him to anyone selling or buying a practice.*

Avvo Review #86

Posted March 16, 2015, by Ronald

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**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](mailto:jtaylor@aktcpa.com) or 760-431-8440.

**Unique Opportunity!** Bilingual Dental Practice and Corner Building at busy intersection now available in Scenic Coastal Northern California. Great growth potential as Doctor does not advertise. (415)730-8383.

**A 33-month study** of 43 patients with 121 recession sites treated using the Pinhole Surgical Technique was published in Oct., 2012, by The International Journal of Periodontics and Restorative Dentistry to international acclaim. Visit [pinholesurgicaltechnique.com](http://pinholesurgicaltechnique.com).

**Upland, CA Facility Only** Don't miss out on this Move-In ready, State-of-the Art Facility. Located in San Bernardino County, a rapidly growing area of sunny Southern California. Exclusive dental office located on a major thoroughfare in a highly desirable neighborhood. Occupies approx. 1350 sq ft and consists of 4 fully-equipped ops, reception, private office, lab, sterilization, storage, staff lounge. \$140,000 OBO [nehalzaveri@yahoo.com](mailto:nehalzaveri@yahoo.com) 909-786-5331.

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**RANCHO BERNARDO-- 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.

**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. **SOLD**

**UPCOMING:** General Practices in Mission Bay area and East County

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**PLEASANT HILL:** Unlimited growth potential by increasing office hours 2700 sf w 6 ops! \$575k (BG-622) WPS/800-641-4179.

**\*\*Part time/Full time Dentist needed \*\***Pediatric Dental office looking for a good Kid Friendly Dentist to be part of a good team. Please send CV to childrenslancaster@gmail.com.

**DENTAL PRACTICE** IN PICO RIVERA FOR SALE Gross ~\$530K. 25+ years goodwill. Retail Center. 2,450 sq.ft. 8 ops. Call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.com LCFPracticeSales.com.

**Moving sale Global microscope. Works perfectly. Wall Mount. Aprox 10 yrs old. 5000 dollars. Contact Humadds@gmail.com.**

**Rohnert Park** general dentistry practice for sale \$679K, great location near schools/Sonoma State University, beautiful 1763 sq. ft. 6 furnished ops with large window views, digital x-rays, professional building, assume lease, revenue ave last 3 years \$932K. Retiring after 37 years, will help with transition. Call Phil 707-486-2016.

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**Envision your dream** practice. Now let us make it a reality. Contact Live Oak Bank for your practice financing needs. 877.890.5867 [www.liveoakbank.com/healthcare](http://www.liveoakbank.com/healthcare).

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

#### 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.

#### Diamond Bar - New Listing!

- Gross ~\$245K. Retail Plaza.
- Freestanding Bldg. 3 Eq. Ops
- Affordable Rent. Good visibility.

#### Downey - Gross ~\$465K

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

#### Long Beach - Starter Practice

- Shopping Center. Busy Street.
- Major Anchor Stores. ~1,350 sf
- 2 Eq. Ops + 2 Add'l Plumbed

#### Long Beach - 20 Yrs of Goodwill

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

#### La Puente - Low Rent!

- 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 - Gross ~\$530K.

- Prime Corner Bldg. Busy street.
- 25+ yrs of goodwill. ~2,450 sf
- 7 Eq. Ops + 1 Add'l 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'l 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.

#### Santa Ana - Gross ~\$270K

- High Foot Traffic. Good visibility.
- Mixed Income. ~2,392 sq.ft.
- 5 Eq. Ops + 2 Add'l Plumbed

### 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

#### 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'l Plumbed.

#### San Diego - Excellent Exposure

- Gross ~\$270K on 2 days/wk
- Strip mall on main street.
- 3 Eq. Ops + 1 Add'l 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'l 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.
- 15 yrs goodwill. PPO/FFS.
- 6 Equipped Ops, 2400 sq.ft.

#### Modesto - Gross ~\$1 Mil

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

#### South San Francisco - Modern

- Gross ~\$500K. Cash/PPO.
- Retail Plaza. Excellent visibility.
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- Affordable Rent!

#### San Leandro - Gross ~\$260K

- PPO/FFS. State of the Art.
- 3 Eq. Ops + 1 Add'l Plumbed
- Approx. 1,350 sq.ft.

#### San Jose - Real Estate & Starter Practice for Sale

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- 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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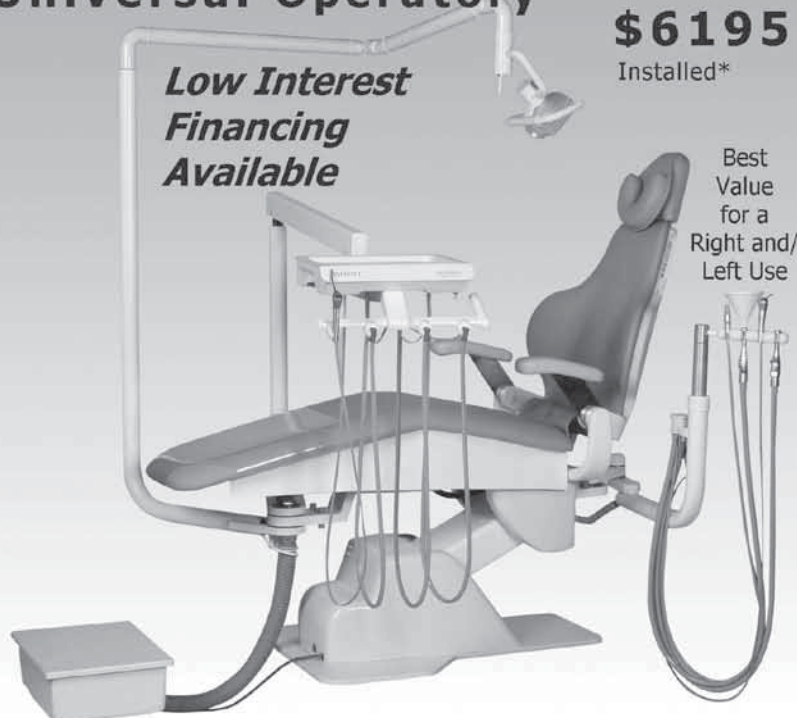
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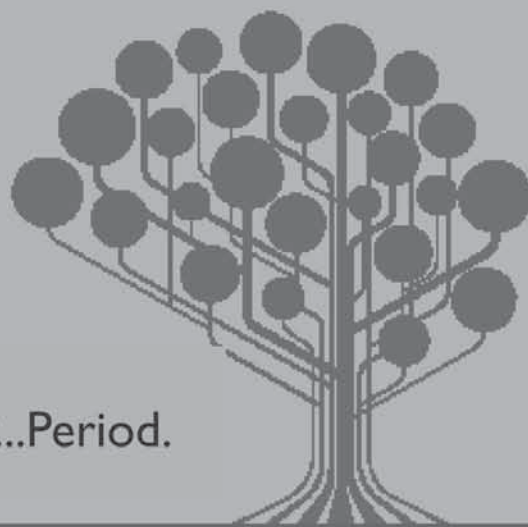
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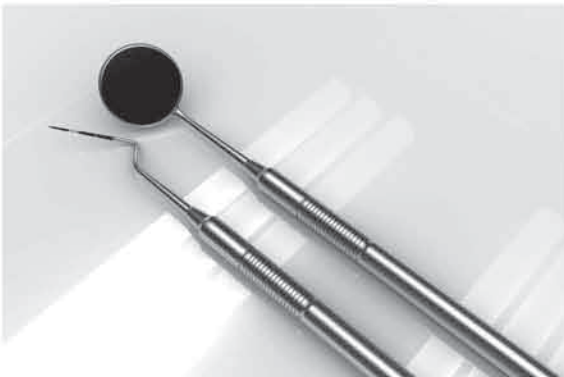


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**SAN FRANCISCO:** Periodontal Practice & Condo. 1,160 sq. ft. w/4 Op, 2014 GR \$714K w/\$363K Adj. Net. HSPPT-Dennis Hoover 209-605-9039-#CA274.

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

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**ALAMEDA – NEW LISTING** - Well established Central Alameda Business District practice boasts 50% adjusted net income on \$416,000 Collections. 2 fully equipped treatment rooms with a 3rd plumbed but not equipped. Office is professionally designed open space within approx. 800 sq. ft. with below market rent. Owner retiring after 20 years in this great, water oriented community but will help with a smooth transition. Great for first time owners or satellite for existing owners! #CA378 Jim Engel - 925-330-2207.

**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 Gross Receipts of \$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 ½ day week with 4 **SOLD** 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 Gross Receipts of \$305,000 on a 2 day week. Sister practice #CA322, sale combined or separate. #CA321-Thomas Wagner - 916-812-3255.

**BERKELEY – NEW LISTING** - Most desirable Berkeley neighborhood practice is 100% fee for service. This Advanced Restorative "spa" practice schedules 4 1/2 days of hygiene with 23 new patients per month. Housed in 1,700 sq. ft. with 4 completely equipped treatment rooms, Dentrux Software, Digital X-Ray, Laser, Patient Education and I.O. Camera. 2015 Revenue of \$1,288,000 with adjusted net of \$494,000. Average age of equipment is 10 years. Owner is relocating out of the area but will help with a smooth transition and ongoing consultation. #CA379 Jim Engel - 925-330-2207.

**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 - Well established family practice housed in a warm 1700 sq. ft. office, near shopping and other business. 2015 Gross Revenue of \$530,000 on 4 day reduced schedule, 4 days of **SOLD** care. 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 Gross Receipts of \$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.

**GREATER EL DORADO COUNTY** - General Practice: Four day per week practice in 1700 sf with 5 Operatories. Eaglesoft software, 8 computer stations, digital pan, 2 digital sensors, and 4 days of hygiene per week. Great location. Owner retiring. #CA343- Thomas Wagner - 916-812-3255.

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

**GREATER ROSEVILLE/ROCKLIN** - General Dentistry - Great location. 1,300 sq. ft. office with 4 operatories, intra-oral camera, digital x-rays, digital Pano, 3M Scanner, and Dentrux software. 2015 Gross Receipts of \$697K on 3 ½ day week. Established over 30 years. Owner is retiring. #CA331- Thomas Wagner - 916-812-3255.

**GREATER ROSEVILLE/ROCKLIN/AUBURN** - General Dentistry practice in a highly desirable location with 5 operatories. and 2015 collections of \$850,000. Buyer must purchase 1600+sf facility with practice. Owner is 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 Gross Receipts of \$926K on 4 day week. Established at current location for 15 years. #CA377- Thomas Wagner - 916-812-3255.

**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 Gross Receipts 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.

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**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 Gross Receipts 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.

**MOUNTAIN VIEW** – General Dentistry- Great Silicon Valley Location near Hospital and High School. 4 completely furnished treatment rooms in approx. 1100 sq. ft. with Dentrix G6 Software, 8 computer work stations, XDR Digital Sensors. Practice has been in the same location for 41 years, 15 with current owner. Gross Receipts 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.

**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. Gross Revenue 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 Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2015 Gross Revenue 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.

**PASO ROBLES AREA** – Looking for highly qualified buyer to purchase this 2.25 million dollar producing practice with only a 52% overhead. Buyer needs to be skill 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.

**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 Gross Receipts of \$110,427 with lots of room for growth. #CA332- Thomas Wagner - 916-812-3255.

**SACRAMENTO** – *NEW LISTING* - 1,020 sq. ft. HMO practice with 3 operatories, intra-oral, digital x-ray, Open Dental software, new paint and flooring. Practice established at current location for 20 years, great neighborhood with low rent. 2015 Gross Receipts of \$420,000 with very low overhead, owner only works 4 days per week, great potential for growth or as a satellite practice. #CA384- Valerie Higgins - 209-627-9347.

**SACRAMENTO** – General Practice: 8 operatory 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 Gross Receipts of \$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 Gross Receipts 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** – 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. Gross Revenue of \$796,000 on 3 day work week with only 55% overhead. Eaglesoft PMS, Dexis Sensor, Panoramic, Laser and 8 computer workstations. Updated just 5 years ago and gorgeous inside and out. Great lease rate with options to renew. Seller relocating out of the area but will help with a smooth transition. #CA358- Jim Engel - 925-330-2207.

**SAN RAMON** – Facility Only Sale: This is truly a gorgeous office, boasting 4 completely equipped treatment rooms with high end Pelton & Crane Equipment, Digital X-Ray, Digital Pan and I.O. Cameras. Professionally designed and decorated in approx. 1654 sq. ft. corner suite. This office is located in Bishop Ranch, home to Fortune 100 & Fortune 500 companies, entrepreneurial & professional business' and healthcare. Priced at less than 1/3 the cost to set up a similar office. #CA370- Jim Engel - 925-330-2207.

**SANTA ROSA** – This 3 Operatory office is part of a larger complex, owner is selling interest in building. 4 days of hygiene seeing 10-12 patients per day, booked 6 months in advance. 2015 Gross Receipts 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.

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**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. Gross Revenue 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 Gross Revenue of \$519,000 on a 3 day work week. Sister practice #CA321, sale combined or separate. #CA322- Thomas Wagner - 916-812-3255.

### CENTRAL CALIFORNIA

**HANFORD** – General Practice. This practice on the corner of a major thoroughfare where other professional offices are located. 4 days of hygiene, 1,345 active patients. 2015 receipts were \$509K. Digital x-rays, Intero ~~SOLD~~ cameras, and Imaging System. Ideal as a first satellite practice. Owner is retiring. #CA336- Dennis Hoover - 209-605-9039.

**MODESTO - NEW LISTING** - General Dentistry Practice: This office had receipts of \$918,000 in 2015 with net of \$441,000. The practice has 8 treatment rooms, 4 days of hygiene, digital x-rays, Pano, Dentrix Software, and no associates. 27 years in same location. The office is approx. 2,800 sq. ft. in a two tenant free-standing building. Owner is retiring. #CA380- Dennis Hoover - 209-605-9039

**MODESTO** - Dental Air Space Condominium. This 1,511 square foot 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.

### 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

**BAKERSFIELD** – **NEW LISTING** - This General Dentistry Practice with 5 Operatories has been established for 20+ years. Dentrix, Digital, average equipment age is 5 years old. 2015 GR of \$675K. Seller plans on retiring but will assist with a smooth transition. #CA386- Thinh Tran – 949-533-8308.

**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** - Periodontal Practice - 4 Ops, beautiful design, ~~SOLD~~ Dentrix software and has 24 years of Goodwill. 2015 GR \$382K. #CA342- Kerri McCullough - 949-300-0312

**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.

**COASTAL ORANGE COUNTY** – **NEW LISTING** – General Dentistry Practice with 4 Ops, 3 Equipped, Dentrix, 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.

**CYPRESS** – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg/week, most specialty work referred. 2015 GR \$362K 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. Dentrix, Digital X-rays, and is paperless. 2015 GR of \$410K. #CA352- Kerri McCullough - 949-300-0312.

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

**HUNTINGTON BEACH** – **NEW LISTING** – This General Dentistry practice with 3 operatories is located near Huntington Harbour. Strong hygiene program with 4 days of hygiene per week. Dentrix, Digital x-rays and an intra-oral camera. Most specialty work is referred out to local specialists. 2015 GR of \$432K. #CA382- Kerri McCullough - 949-300-0312.

**INLAND EMPIRE** – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone ~~SOLD~~ CT. 60+ years of goodwill and is near freeway. 2015 GR of \$1MM+ 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** - This General Dentistry Practice with 6 Ops, 5 Equipped is located in a prof. bldg and has been established for 35+ years. Paperless, digital, Dentrix, and a Pano with 4 days hyg./week. 2015 GR \$833K and \$368K Adj. Net. #CA346- Kerri McCullough - 949-300-0312.

**LA HABRA** – **NEW LISTING** - General Dentistry Practice with seven operatories, six equipped in a 2,700 sq. ft. suite. 2015 Gross Receipts of \$555K with \$231K Adj. Net on a 3 day work week. Practice features EagleSoft, Digital X-Rays, Intra-Oral Camera and Pano. #CA379- Kerri McCullough - 949-300-0312.

**LAGUNA BEACH** – General Dentistry, 5 Ops, 3 Equipped, great location ~~SOLD~~ \$503K GR. 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 center ~~SOLD~~ with signage. 38 years of goodwill, Dentrix, 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.

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**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** - Endo Practice with 6 Ops and a strong referral base for 25+ years. Paperless, digital with microscopes and 5 year new equip. 2015 GR of \$736K with \$325K Adj. Net. #CA327- Kerri McCullough - 949-300-0312.

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

**OXNARD – NEW LISTING** – This General Dentistry Practice with 4 Operatories has been established for 30+ years in a professional building. The practice is paperless, utilizing Dextrix, Digital X-rays, and an intra-oral camera. There are 6 days of Hygiene per week and long-term staff. Seller plans on retiring but will assist with a smooth transition. 2015 Gross Receipts of \$795K. #CA387- Thinh Tran - 949-533-8308.

**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 and patients are seen 3 days per week with 1 day of hygiene. 2015 GR of \$262K. #CA324-Kerri McCullough – 949-300-0312.

**SOUTH ORANGE COUNTY** – Pediatric Dentistry. 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222-Thinh Tran - 949-533-8308.

**VICTORVILLE** – General Dentistry - 3 Ops plus 3 plumbed for expansion, 2,150 sq. ft., SoftDent, 2014 GR of \$273K, Est. 34 years. #CA149-Kerri McCullough - 949-300-0312.

**WHITTIER** – General Dentistry - 4 Ops, 3 equipped, 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, Dexis, Laser. \$493K 2013 GR, seller is retiring. #CA109- Russ Okihara - 619-694-7077.

**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.

**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.

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

**SAN DIEGO – NEW LISTING** - Large GP Listing for sale, HMO/PPO, 34 Years at this Location, Excellent Location, Great Visibility, Seller is willing to assist with a transition, Year Upon Year Consistent Revenues. In Escrow. #CA381- 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. 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 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, Endo, Implant 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 Practice. This is a FFS/PPO practice with 6 Operatories plumbed, 4 Equipped. The practice utilizes Dextrix, and is in an excellent location with great visibility. Established for 30 years. 2015 Gross Receipts of \$921K with \$314K Adjusted Net Income. #HI105- Russell Okihara - 619-694-7077.

**HONOLULU, HAWAII** – 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. 2015 GR over \$1.3MM. #HI101- Russell Okihara – 619-694-7077.

**OAHU, HAWAII** – 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. 2015 GR over \$350K. #HI102-Russell Okihara – 619-694-7077.

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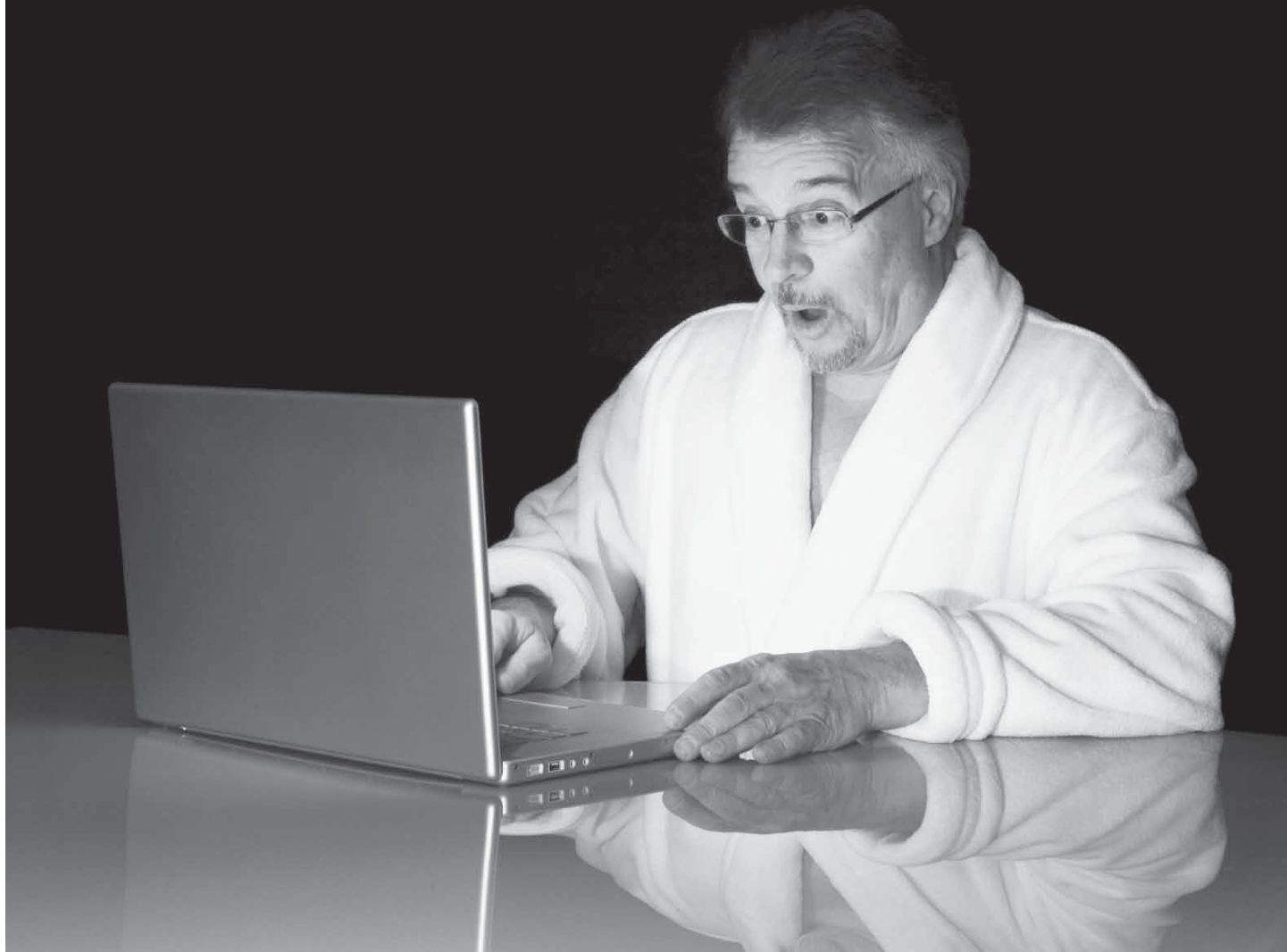
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**BN-608 SAN LEANDRO:** Ideally located & a must see! 1700 sf w/ 4 ops **\$485K.**

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

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

**CC-599 SANTA ROSA:** Stable pts base, Well-respected Practice, 3 ops in 1040 sf **\$250k.**

**CC-611 S. MARIN CO:** Desirable, well-established neighborhood, 20npts/mo 3ops, 1100 sf **\$650k.**

**CG-583 SEBASTOPOL:** Practice & Real Estate. Seller Willing to consider all reasonable offer. Health Forces Sale **\$875K.**

**CG-607 FAIRFIELD:** Great location & visibility! 1333 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 7500 sf, Owner Financing avail-Terms **\$1.075M.**

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

**DC-623 MENLO PARK:** LOTS of room for GROWTH w/ close proximity to Facebook, Stanford, Google & Telsa **\$380k.**

**DN-497 PLEASANTON Facility:** Great Location! 870 sf w/ 3 ops + 1 add'l. Owner Financing w/10% Down! **\$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+ **\$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-557 SALINAS:** 3000 sf w/ 7 ops & collecting over \$2.225M. **\$1.4M.**

**DG-619 SAN JOSE:** One of the most unique practices you will ever see! 1450 sf w/ 5 ops **\$1.1M.**

### NORTHERN CALIFORNIA

**EC-525 SACRAMENTO:** Great Location! Excellent Visibility! 1500 sf w/ 3ops, 10-15 new pts/mo **\$220k.**

**EC-531 GREATER SACRAMENTO:** Practice & Real Estate 1750 sf w/ 4ops + 1 add'l, 8npts/mo **\$800k.**

**EN-464 ROCKLIN Facility:** Don't miss out on this remarkable opportunity! 2150 sf w/ 4 ops **\$100k.**

**EG-589 SACRAMENTO:** Perfect Downtown Location near Capitol. 2300 sf w/ 6 ops **\$475k.**

**EG-560 CARMICHAEL:** Focusing on quality care! 1200 sf w/ 3 ops + 1 add'l **\$130k.**

**EN-573 SACRAMENTO:** Excellent Reputation! 1075 sf w/ 2 ops **\$93.1k.**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

**EG-579 ROCKLIN Perio/Gen:** Attractive, well-appointed, prestigious Whitney Oaks area. 1600 sf w/3 op + 1 add'l **\$235k.**

**EN-588 SACRAMENTO:** Well-established, Awaits your talent & skill! 1500 sf w/ 4ops **\$295k.**

**EN-603 ELK GROVE:** One of California's most desirable communities! 1300 sf w/ 3 ops **\$299k.**

**EN-609 SACRAMENTO:** Remarkable, well-established, grosses \$1.7million+ /yr 3700 sf w/ 10 ops **\$1.7M.**

**FC-415 FT. BRAGG:** Excellent Practice! Dr. avgs 18+ pts/day & 20+ npts/mo, 1800 sf w/ 5 ops + 1 hyg. Op **\$425k.**

**FC-489 CLEARLAKE:** Located on "4-Corners" of Hwy 53, 4 ops in shared 3600 sf facility **\$470k / 50% interest in Real Estate 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. 1000 sf w/ 2ops, Seller Retiring. **\$160k.**

**GG-453 CHICO:** 5000 sf w/ 7 ops Perfect for 1 or more dentists! **\$325k.**

**GG-454 PARADISE:** 2550 sf w/ 9 ops, 40 yrs goodwill! Amazing Opportunity! **\$525k.**

**GG-617 YUBA CITY:** Rare Opportunity to purchase Dental Facility with REAL ESTATE! **\$325k.**

**GN-244 OROVILLE:** Must See! Gorgeous, Spacious 2500 sf w/5 ops! **\$315k.**

**GN-399 REDDING:** Loyal patient base & relaxed workweek schedule, 1440 sf w/3 ops **\$150k.**

**GN-507 CHICO:** It just doesn't get any better than this! 3500 sf w/ 7ops **\$535k.**

**GN-546 CHICO AREA:** Catering to fearful patients, offering quality sedation dentistry, 2600 sf w/ 4 ops **\$350K.**

**GN-606 BUTTE COUNTY:** Hesitate & you'll miss out on this one-of-a-kind opportunity! 1700 sf w/ 4 ops **\$275k.**

**GN-605 CHICO Facility:** Turn-key! Ideal to merge or move your existing patient base! 1600 sf w/3 ops **\$40k.**

**HN-213 ALTURAS:** Well managed, consistent revenues! 2200 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-618 SIERRA FOOTHILLS:** Seller Retiring! Much room for growth by increasing office hours! 750 sf w/ 2 ops **\$95k.**

## CENTRAL VALLEY

**IC-468 SAN JOAQUIN VALLEY:** High-End Restore Practice! 6 ops in 2500+ sf office. Call for Details! **\$425k.**

**IN-506 TURLOCK:** Practice in the heart of the Central Valley! 2000 sf w/ 5ops + 1 add'l **\$425k.**

**IN-577 W. STANISLAUS CO:** Offering that "Main Street" feel & quality of life. 1800 sf w/ 4ops + 1 add'l **\$250k.**

**JC-541 FRESNO Facility:** 1210 sf & consists of 2 fully equipped ops & plumbed for add'l op **Call for Details!**

**JN-551 COALINGA AREA:** Serving community of working families! Paperless Practice. 1200 sf w/ 3 ops **\$395k.**

**JN-593 FRESNO:** Change smiles in this quality family-oriented practice! 2430 sf, 6 ops **\$375k.**

## SPECIALTY PRACTICES

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

**BC-544 ALAMEDA CO. Pedo:** 1056 sf w/ 4 chairs in growing, revitalized community, Seller Retiring **\$225k.**

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

**BC-612 CONTRA COSTA COUNTY Ortho:** Just off the I-80 commuter corridor! **\$40k.**

**CC-346 SO MARIN COUNTY Perio:** Beautiful 1142 sf w/ 3 ops **No reasonable offer will be refused! 150k.**

**CG-424 NAPA Prostho:** Digital X-ray & NEW 3D Imaging Unit! On track to collect just under \$1m **\$690k.**

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

**EG-629 PLACER Co. Ortho:** Prime Location, Highly Successful Practice! 2912 sf w/ 7 open bay chairs **\$290k & Real Estate Also Available.**

**FN-536 LAKE COUNTY Pedo:** Focusing on Prevent dental problems *before* they begin! 1750 sf w/ 3ops **\$225k.**

**IC-543 CENTRAL VALLEY Ortho:** 1650 sf w/ 5 chair bays & plumbed for 2 add'l, Strong Refs & Satisfied Pts Base **\$125k.**

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

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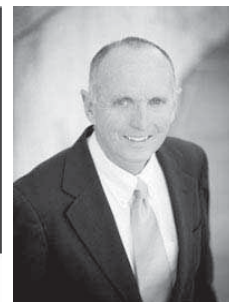


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Phil Potter, DDS, FAGD  
Broker #01780656

## 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 #1109

Restorative practice  
Six (6) equipped treatment rooms  
2015 gross = \$1M+  
Seller retiring

**Asking \$812,000**

### 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**

### Fresno County #1091

Outstanding general practice  
Option to purchase dental building  
Approx. 2,400 sq ft.  
Six (6) treatment rooms  
Practice fully equipped w/ digital  
X-ray equipment  
Seller retiring  
2015 gross \$494,804

**Asking \$327,500**

### Inland Empire #1108

General practice  
Free standing building  
2015 gross revenues \$1.1 million  
Eight (8) treatment rooms  
Room to expand

**Asking \$767,500**

**More Premium Practices  
Coming Soon!**

## Specialty Listings

### San Joaquin Valley #1094

**ENDO** practice  
Three (3) treatment rooms,  
With one additional plumbed room  
Digital with microscopes  
2015 gross revenues \$809,866  
Net profit approx 47.3%

**Asking \$549,000**

### Northern California #1106

**PERIO** practice  
Four (4) treatment rooms  
1,350 square feet  
Solid 40% net grossing over \$1,000,000  
Office condominium is available for purchase

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



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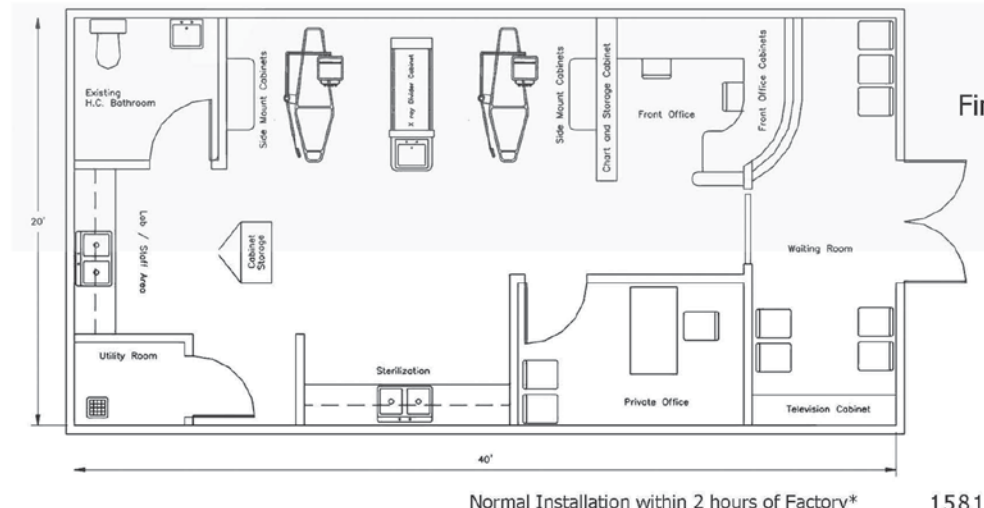
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Northern California ▼		Southern California ▼	
<b>Berkeley</b> New listing in the heart of Berkeley. Affordable practice with 3 ops. (855) 337-4337	<b>Bakersfield</b> Fractional ownership in a high-profile practice. Simply enter and start dentistry with 60 staff! \$850,000	<b>Beverly Hills Turnkey</b> Large, 4-ops room to grow. Possible multi-specialty. <b>TURNKEY</b> (855) 337-4337	<b>Newport Beach</b> Upscale Newport marina adjacent, great views and affluent area. <b>TURNKEY</b> (855) 337-4337
<b>Sacramento Ortho</b> Great opportunity for a first time buyer. 35 years of goodwill. 4 chairs in 1,500 sqft. <b>ORTHO</b> \$85,000	<b>Fresno</b> Well established practice, great opportunity. 7 ops in 2,000 sqft. (855) 337-4337	<b>Camarillo</b> Diamond in the rough. Great community. Room to expand. 5 ops in 2,100 sqft. \$320,000	<b>Oxnard</b> Nice office with lots of goodwill. 5 ops in 1,800 sqft. (855) 337-4337
<b>Santa Clara</b> Professional building, real estate available also. Large office with 7 ops. \$1,500,000	<b>Kern County</b> Make as much as an LA practice with less overhead. Large office. 7 ops in 3,000 sqft. \$850,000	<b>Gardena</b> Family practice with ties to the community. Seller wants to retire. 2 ops in 500 sqft. \$220,000	<b>Pacoima</b> Well established practice with 34 years of goodwill and room to grow. 3 ops in 800 sqft. \$200,000
<b>Santa Clara County</b> Well established Pedo practice in the heart of Silicon Valley. 4 ops in 1,800 sqft. <b>PEDO</b> \$750,000	<b>Lake Isabella</b> Quaint well established practice. Seller is retiring. 3 ops in 1,450 sqft. \$95,000	<b>Glendale</b> General and cosmetic dentistry with great exposure. Consistent collections and easy parking. 4 ops in 1,000 sqft. \$900,000	<b>Pasadena Area Ortho</b> 25 years of goodwill. Very desirable location. 4 chairs in 950 sqft. <b>ORTHO</b> \$210,000
<b>St. Helena</b> Established in wine country. 3 ops in 825 sqft. \$450,000	<b>Porterville</b> 6 ops in 2,600 sqft. Call for details. \$330,000	<b>Glendale</b> Bread and butter traditional practice. Buyer must have experience \$950,000	<b>Ventura</b> Quaint office in great location. Established for 35 years. Family oriented, 3 ops in 860 sqft. \$120,000
<b>Sunnyvale</b> New listing! Call for details. <b>NEW!</b> (855) 337-4337	<b>Central Coast California ▼</b> <b>San Luis Obispo</b> Opportunity to purchase an office that has incredible production. 3 ops in 1,300 sqft. \$675,000	<b>Huntington Beach</b> Lease or purchase a fully equipped office in an upscale location. 5 ops. <b>TURNKEY</b> (855) 337-4337	<b>Inland Empire California ▼</b> <b>Hemet/San Jacinto</b> Great location, visibility and staff. Decades of goodwill. (855) 337-4337
<b>Central California ▼</b> <b>Bakersfield</b> Call for details. <b>TURNKEY</b> \$450,000	<b>San Luis Obispo County</b> Modern, well-equipped office with cerc. 3 ops in 1,500 sqft. \$420,000	<b>Lancaster</b> Well established practice with high end patient base. Generates great revenue. (855) 337-4337	<b>Lake Elsinore</b> Call for details. (855) 337-4337
<b>Bakersfield</b> High tech office with 4 ops and room to expand. High patient volume. \$850,000	<b>San Luis Obispo County</b> Own real estate and a fantastic practice in the coastal part of San Luis Obispo County. (855) 337-4337	<b>Long Beach</b> General practice in a great location and solid patient base. 2 ops in 1,300 sqft. (855) 337-4337	<b>San Diego California ▼</b> <b>San Diego Ortho</b> Very well established ortho practice. 1,730 sqft. <b>ORTHO</b> \$300,000
<b>Bakersfield</b> Large high tech office with lots of patient referrals. 5 ops in 1,890 sqft. \$220,000	<b>Central Coast</b> 3 ops in 1150 sqft. \$259,000	<b>Mission Viejo</b> Beautiful office in an upscale location with all amenities. 3 ops in 1,200 sqft. \$110,000	<b>San Diego</b> Large general practice perfect for a specialty center. Diverse culture. 10 ops in 3,129 sqft. (855) 337-4337
<b>Bakersfield</b> 4 ops with room for 4 more with property opportunity in great location and room for technology. \$477,000	<b>Santa Maria</b> GP office is beautifully decorated. This practice has exceptionally high net income. (855) 337-4337	<b>Montebello</b> Great opportunity to grow an established office in a great location. 4 ops in 1,200 sqft. \$160,000	<b>Vista</b> Busy strip mall with high traffic visibility. 2015 collections \$455k. 2 ops in 600 sqft. \$300,000
<b>Bakersfield</b> 4 ops with room for at least 4 more. Great opportunity & location. \$180,000	<b>Santa Maria</b> Exciting opportunity to purchase a fee-for-service practice. Large free standing building with parking. \$252,000	<b>Monterey Park</b> Large new digital office. Centrally located with great street exposure. 6 ops in 1,800 sqft. \$225,000	
<b>Bakersfield</b> 4 ops in a shopping center location. Lots of room and foot traffic. \$270,000	<b>Santa Maria</b> Well-established 3-operator office in 1100 sqft. Grow by adding days, 100% fee-for-service. \$252,000	<b>Newbury Park</b> Own your own dental space in an upscale building. 4 ops in 1,100 sqft. \$500,000	



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Doctor retiring, 5 OP's \$700k collections

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## ASK THE BROKER

### The Chart Review: Part One

The chart review is a key element for the due diligence of every buyer of a dental practice. I have seen some dentists bring in a checklist and spend over two days doing their chart review. I have also seen some dentists spend less than an hour with their chart review. Personally, I believe that the dentist that thinks they need to spend 10 hours on a chart review is more likely to fail than the dentist that only spends an hour.

**Am I expressing this opinion as a broker that does not like chart reviews? Absolutely not!**

The chart review should be the culmination of a number of processes to give the buyer a "feel" for the practice. The process starts with a cash flow analysis of the practice to make sure the practice falls into the normal metrics of the type of dental practice one is looking for. A Production by Procedure Report should also be analyzed to make sure that each individual buyer understands the types of procedures performed to get to the cash flow analysis. Is the buyer able to perform all of these procedures? Would the buyer be able to increase production by performing more or different procedures than the seller?

Interviewing the dentist to get a feel for his treatment planning and what he likes to do should also be done prior to a chart review. The chart review is the last part of the process as it is done to verify the buyer's "feel" for the office after digesting all the information he can absorb. In fact, we believe that the chart review should come after an offer is made on the practice as the buyer should already have enough information to make an intelligent and informed offer.

In part two, we will discuss the most important aspect of the due diligence process and the role advisors should play in the decision making process.

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

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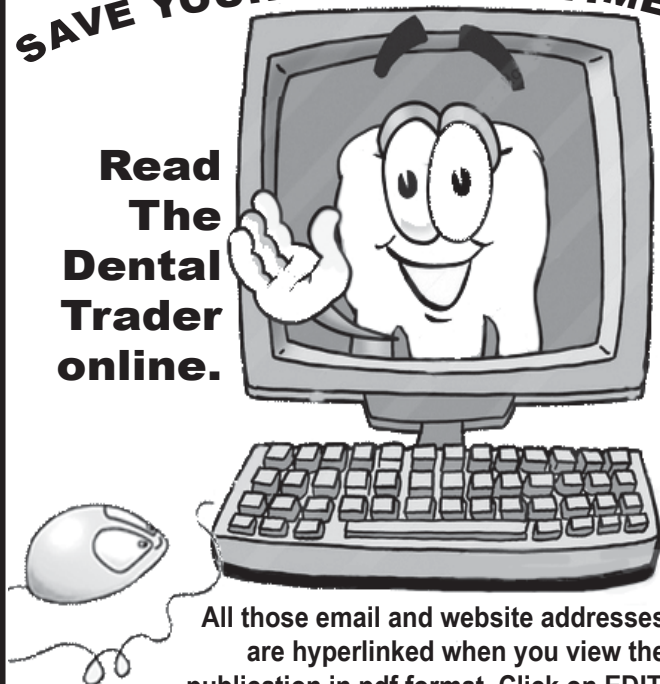
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**Cecilia Chen, Esq.** always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. —Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, [info@practiceatty.com](mailto:info@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

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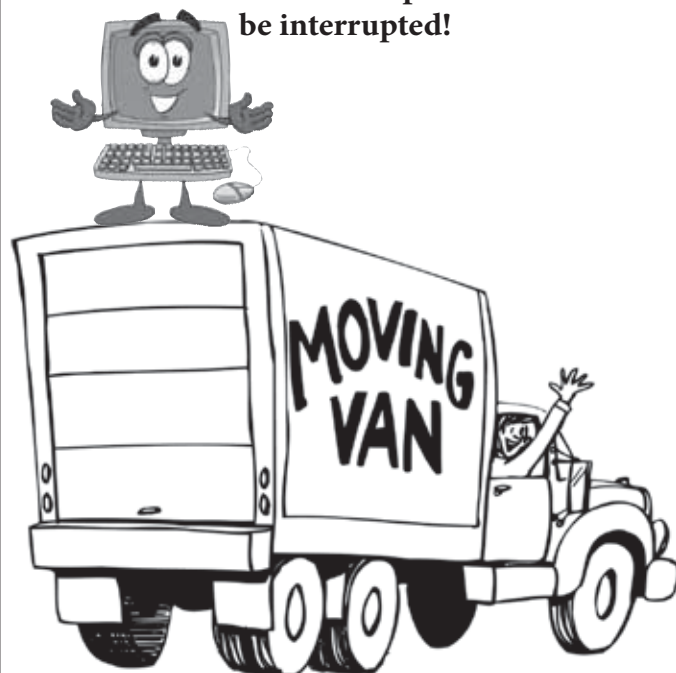
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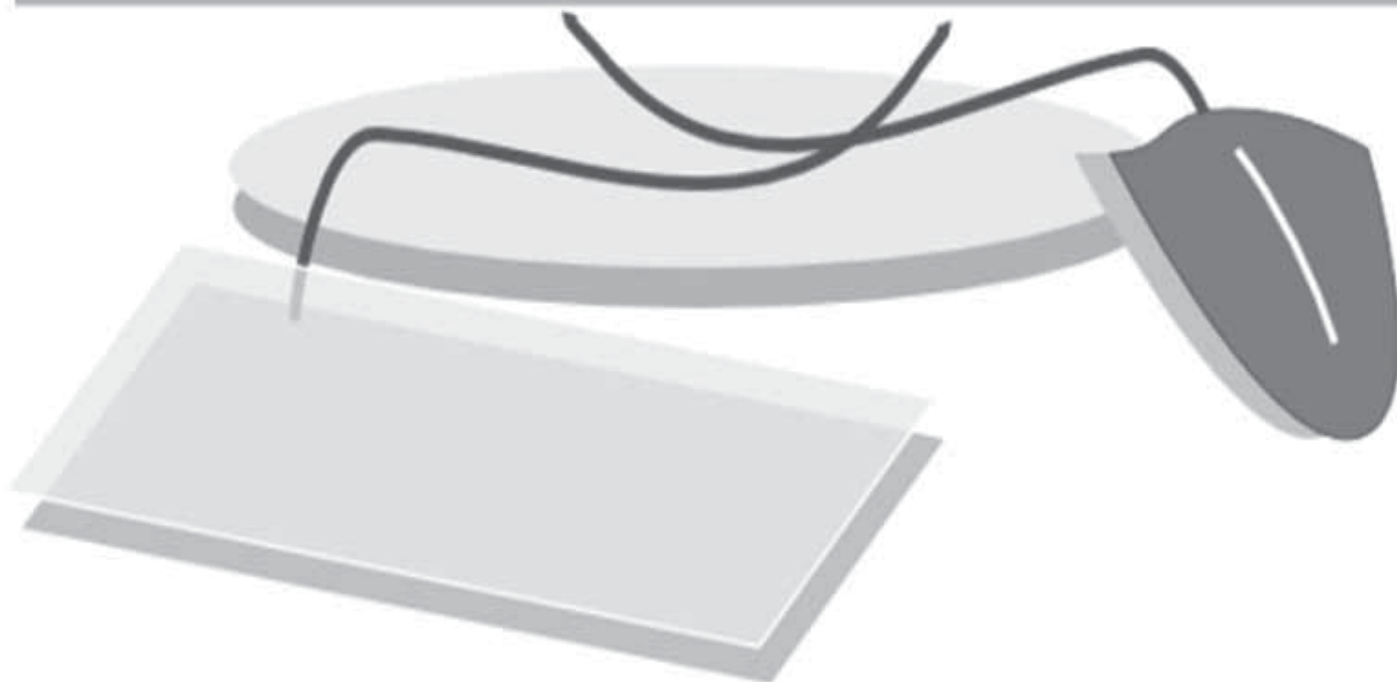
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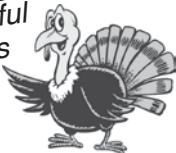
tinue the success I experienced. Ray literally found the perfect match and I have not had a single complaint, call or issue. Thanks Ray for all you've done." **Joel Boriskin, DDS**

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