

THE Dental Trader

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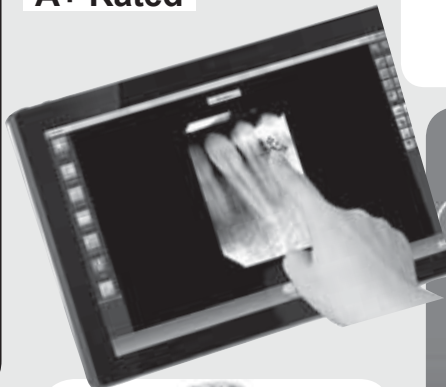
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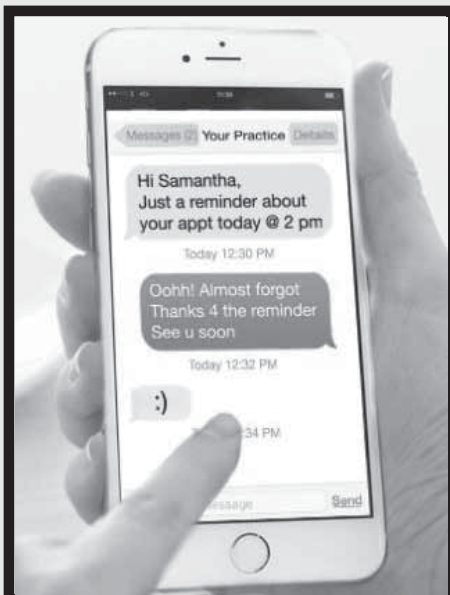
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Dental Office space for sale/lease. 1600 sq.ft., Old Town Folsom, CA. Additional 400 sq. ft. available - can be rented out etc. Amar (916) 220-1751.

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Dr. Stools Napa brand. \$10 each (also have Assistant Stools on a separate ad) Martinez, CA (925) 372-8450.

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AcucamIV (new) camera and 4 docking station for Sale. Make an Offer. 408 858-8017.

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

Dental office in San Rafael selling used dental equipment. For all information please e-mail at valeriya@evosmile.com.

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& Happy Holidays!**



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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. **Back on the Market!**

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. **PENDING**

ENCINO - Recently remodeled, (4) op G.P. in a prof. bldg. Cash/PPO pts. (3) ops eqt'd. Easy Dental & a Sweetheart Lease. Lower overhead office. Ave. Collect. \$200K/yr p.t. Excell. buy & combine, satellite office or "First Time Buyer." Listed at less than Buildout Costs. Seller Retiring. **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. Dentrux 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. Dentrux (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.41M+. Open (5) days/week with no nights & no weekends. Averaging 50+ new pts/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **SOLD**

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. **PENDING**

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. **SOLD**

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. Dentrux s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. **Landlord rental incentives being offered.** **SOLD**

VENTURA COUNTY

OXNARD #9 - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. Annual Gross Collect \$200K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter.

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

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt, Midmark cabinets, Dentrux s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **PENDING**

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SHERMAN OAKS (4) ops/(3) eqt'd. Store front. Newer eqt., Digital. Low overhead. 2015 Collect. \$415K+. Seller retiring. D&M Practice Sales 818.591.1401.

General Dental practice for sale in the business district of Oakland. 1,759 sq feet with 4 operatories 95K contact 707-372-6928 dentist1206@yahoo.com.

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SAN DIEGO (Bay Park) – JUST LISTED!! Established **GENERAL** Practice with 5 Ops in approx. 2000 sq. ft. Situated in Prof Bldg close to freeway. FFS and PPO. Lot of dentistry referred out.

LA MESA – JUST LISTED!! Long established **GENERAL** Practice in Prof Bldg in residential neighborhood. 3 Ops in approx. 1000 sq.ft. FFS and PPO.

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!!**

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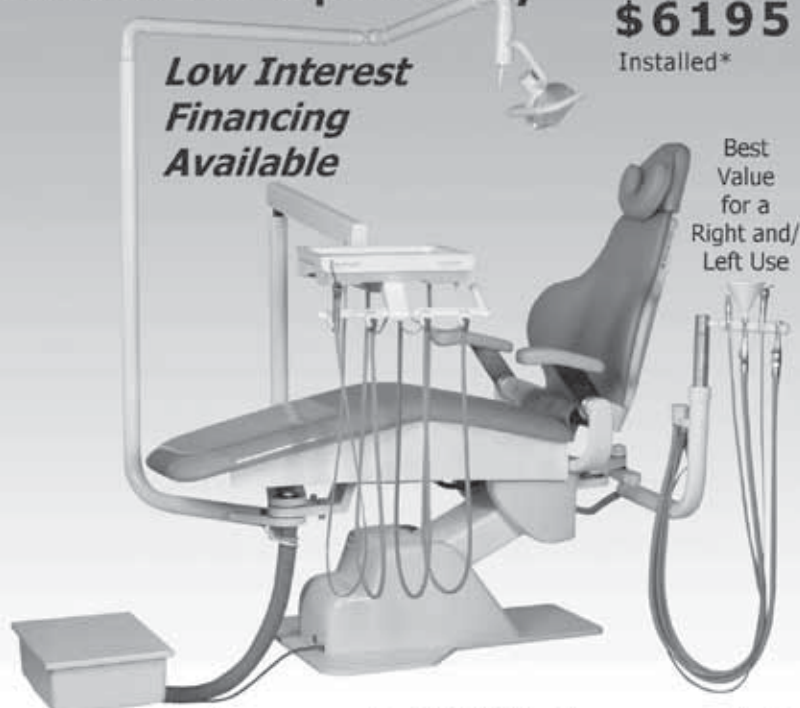
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Covina - Freestanding Bldg & Dental Practice for Sale!

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

Diamond Bar - Gross ~\$245K

- Freestanding Bldg. Retail Plaza
- Low Rent. 3 Ops. ~1,230 sq.ft.

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!

- Strip Plaza. 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 - Building for Sale

- 3 Unit Building, total 3,350 sq.ft.
- Located in retail on major street.
- Asking \$1.5 Mil.

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.

Thousand Oaks - Gross ~\$246K.

- FFS/Insurance. No HMO.
- 4 Equipped Ops, 1,200 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 Ops + 1 Add'l Plumbed

San Diego - Excellent Exposure

- Gross ~\$270K. Strip Mall.
- 3 Eq. Ops + 1 Add'l Plumbed

La Jolla - Gross ~\$310K.

- Great visibility. 2 Eq. Ops.

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.
- Fully renovated, 3 upgraded Ops
- 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

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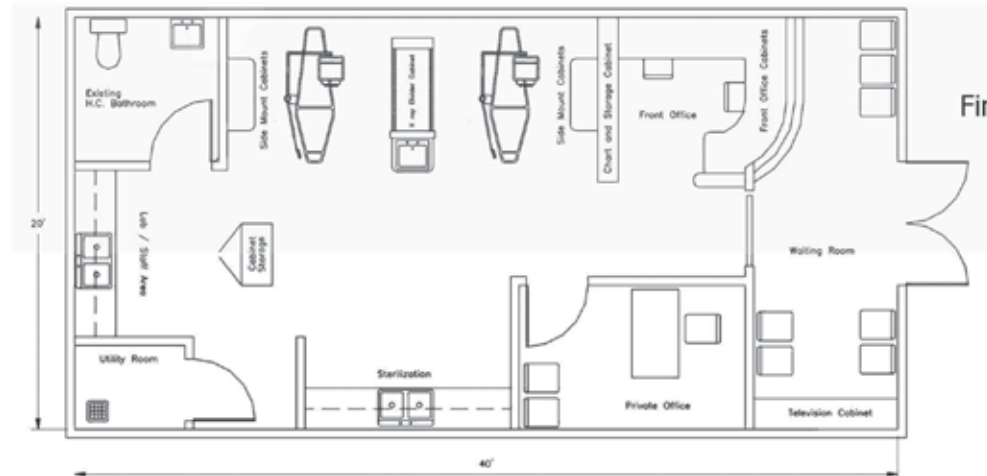
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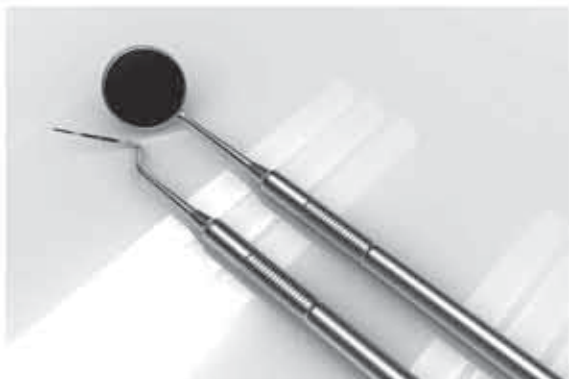
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Mr. Wood, your seminar Navigating the Dental Transition Minefield was comprehensive, relevant, experience supported, organized, helpful in complex areas, and the team approach you and the other advisors took was exceptional. I highly recommend every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

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Timothy Giroux
DDS/Broker

ASK THE BROKER

How NOT to tell your staff you just sold your practice!

The staff is a key component in the transfer of the goodwill of the practice to the buyer of the practice. Normally they are not informed of the impending sale of the practice until all the contingencies of the contract are met, but when the time comes to inform the staff, it needs to be done with regards to making sure the staff is on board with the new buyer. They will sometimes be shocked & saddened at the news. They will sometimes believe that they might lose their jobs & begin to look for a new job, when in fact, they are more important to the new buyer than they ever have been to the seller. We strongly advise any new buyer to keep everything concerning the staff as is, including pay, hours, vacation & vesting in a pension plan where applicable.

Recently one of my clients asked his insurance carrier if there was any special advice they had in the sale of his practice. This particular company is one of the largest & most well-known dental insurance carriers in his state. They actually did have a package for him to give to all of his employees. In this package was a form letter that simply stated that the staff was all fired upon the sale of his practice. It also encouraged the seller to write all of the staff's final checks & distribute them on or just before the date of the close of the sale. The seller followed these instructions to the letter & on Monday, the new buyer arrived at the practice without two of the employees even showing up for work! Just the week prior, the buyer actually did meet the staff, bought all of them lunch & told them that he looked forward to working with them. They were obviously confused after receiving the package with their termination check they were given by the seller just days later.

While it should be self-evident that all of the staff's positions are essentially "terminated" as the prior business no longer exists, there is obviously a better way to break this news. I am confident that the attorney for the insurance company that came up with this plan has a great argument as to why the staff needs to understand the completeness of the transition. What he failed to understand is that he now exposed his client to possible action against him if the buyer fails & part of the reason given is that the staff issue caused improper transition of the goodwill of the practice.

It is our recommendation that the buyer and seller work together to carefully explain the process with their staff and assure them that they are a highly cherished asset in the transition.

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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ALAMEDA – 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 – 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 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 - 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.

BRENTWOOD - NEW LISTING - 1,600 sq. ft. with 4 operatories in a large upscale strip mall. Dentrux, Digital X-ray, Pano, intra Oral Camera. Endo, Oral Surgery and implants referred out. 4 days of hygiene. Owner willing to work a couple days a week for new owner. 2015 collections \$600K. #CA391- 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 - 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 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 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.

EL DORADO COUNTY – NEW LISTING - 1,200 sq. ft. office with 3 operatories, equipped with Pano, and EZ 2000 software. 2015 Gross Revenue of \$342K on 3 day week. Great satellite practice! #CA390- 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 camera, 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 3½ 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, 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.

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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.

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 **SOLD** 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 - NEW LISTING - Most desirable Mountain View neighborhood on the city's busiest roadway. This Eco Friendly "green" practice schedules 2 days of hygiene per week with 15-20 new patients per month. Housed in 1150 sq. ft. with 4 treatment rooms, 3 equipped. Paperless Charts, 6 Computer Workstations, Dentrix Software, Dexis Digital X-Ray, Laser and I.O. Camera. 2015 Revenue of \$514,000 on 4 day work week. Average age of equipment is 5 years. Owner is relocating out of the area but will help with a smooth transition and ongoing consultation. #CA384- 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, 2 additional rooms plumbed, not equipped & EasyDental Software. 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 skilled in restorative and 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 operator office in stand-alone professional building, equipped with intraoral camera, back 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 cites. #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 - 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 – *NEW LISTING* - 1,342 sq. ft. office with 4 operatories, equipped with intra-oral camera, Gendex digital x-ray, Pano, Laser, and Dentrix software. 2015 GR of \$911,000 on 4 day/week, practice established 25+ years. Owner retiring. #CA389- Thomas Wagner - 916-812-3255.

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 **SOLD** GR was \$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.

MODESTO - 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 - *NEW LISTING* - General Dentistry Practice. 4 ops in in a two office free standing building near hospital. Office is 1630 sq. ft. Schick Digital X-rays, Cerec, Panographic X-Ray, Eaglesoft. 2015 collections were \$450K with a 52 % overhead. Owner is retiring. #CA388- 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.

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. Dentrix software and has 24 years of Goodwill. 2015 **SOLD** 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 **SOLD** \$501K 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 – 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 – *NEW LISTING* - General Dentistry practice with 5 Operatories, PracticeWorks dental software, and digital x-rays. Practice has 4 days of hygiene per week. 2015 Gross Receipts of \$950K with low overhead. #CA393- Kerri McCullough - 949-300-0312.

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 EMPIRE – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, and Cone Beam CT. 60+ years of goodwill and is near freeway. 2015 GR of \$1MM+ on 4 days/week with low overhead. #CA281- Steve Caudill - 951-314-5542.

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 **SOLD** with signage. 38 years of goodwill, Dentrix, and XDR digital x-rays. #CA341- Kerri McCullough - 949-300-0312.

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

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.

NORTH EAST ORANGE COUNTY – *NEW LISTING* – General Dentistry practice with 6 Operatories, EagleSoft dental software, Pano, and digital x-rays. Practice has 4 days of hygiene per week. 2015 Gross Receipts of \$771K with \$271K Adjusted Net Income. #CA392- 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. Dentrrix 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 Dentrrix, 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 – 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.

SAN BERNARDINO – *NEW LISTING* – Facility Only, No Patients - includes equipment – Beautiful 4 Operatory office, nicely decorated, been in the same location 30+ years with street signage. Selling dentist produced \$1M/year at this location and is moving to another city. Selling as is. #CA395- Steve Caudill - 951-314-5542.

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, 2 year new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222-Thinh Tran - 949-533-8308.

UPLAND – *NEW LISTING* – Leasehold Improvements (Office only-no patients and no equipment) very high-end build-out, polished tile floors, custom cabinetry in 4 Operatories, 2nd floor office building, doctor moving and bought a building. #CA394- Steve Caudill - 951-314-5542.

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.

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.

LA JOLLA – Quality-driven General Practice, 3 Ops, FFS, Delta Premier, Dentist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - 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 – 3 Operatories, EagleSoft, Excellent Strip-Mall location, Perfect opportunity to get into a practice. Priced to sell quickly. Doctor is selling for health reasons. #CA340- Russell Okihara - 619-694-7077.

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

OUTSIDE OF CALIFORNIA

HONOLULU, HAWAII – *NEW LISTING* - General Dentistry FFS/PPO Practice. 6 Ops plumbed, 4 Equipped, Dentrrix. Excellent location with great visibility. Established for 30 years. 2015 GR of \$921K with \$314K Adj. Net. #HI105- Russell Okihara - 619-694-7077.

HONOLULU, HAWAII – General Dentistry. 6 Op, 5 equipped, Dentrrix, Digital 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 Dentrrix, 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.

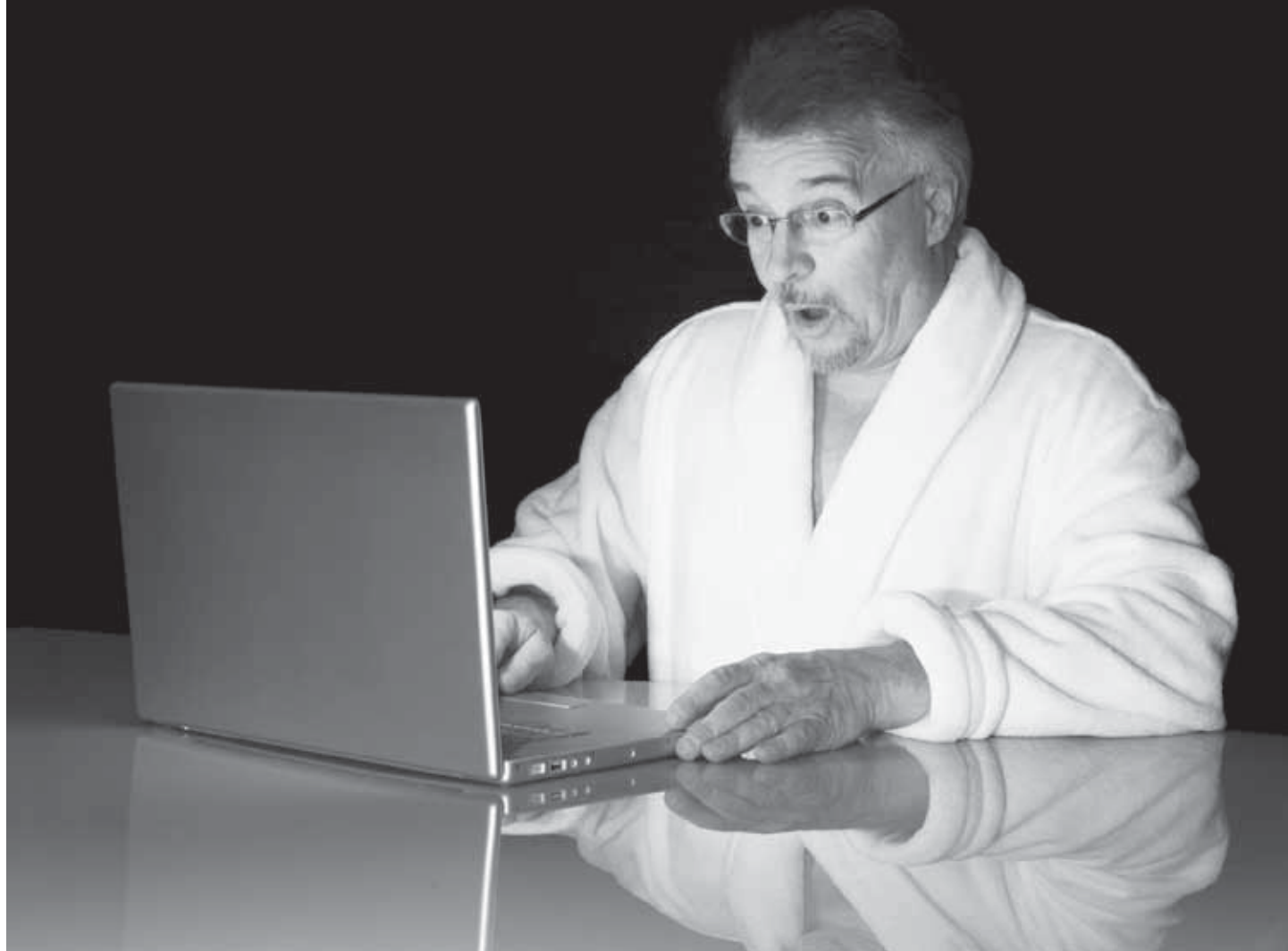
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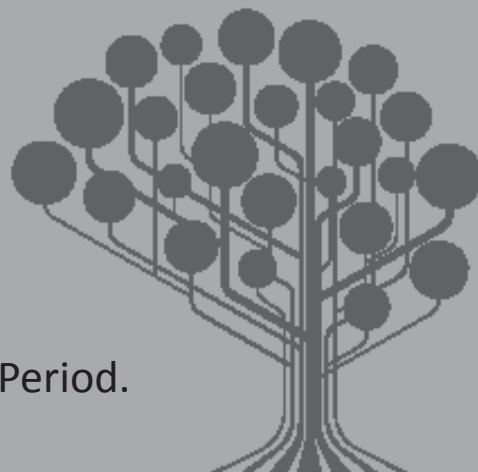
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DG-530 SAN JOSE: Highly respected quality practice! 2015 collections **\$1M+ \$899k**

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

DG-635 CASTRO VALLEY: Excellent Location & Stellar Reputation! Solo Group Practice **\$690k**

DG-643 SAN JOSE: Seller Motivated! 3,300 sf w/ 4 ops + 2 add'l available! Call for Details! **Only \$75k**

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. Motivated Seller **\$195k**

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

EG-638 CITRUS HEIGHTS: Focus on Crown & Bridge. 1,680 sf w/ 2 ops. Plumbed for 1 add'l & Room to expand. (Real Estate also Available) **CALL for DETAILS!**

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



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

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

EN-625 SACRAMENTO: Looking for a HMO practice in a great Location? 2,500 sf w/ 5 ops **\$450k**

EN-621 ELK GROVE: This opportunity comes loaded with goodwill galore! 1400 sf w/ 3op + 2 add'l **\$195k**

EN-626 CARMICHAEL: Lifestyle you just can't be beat! HMO 1,250 sf w/ 3 ops **\$350k**

EN-628 ORANGEVALE: Great place to work, play & live. HMO 1,310 sf w/ 4 ops + 1 add'l **\$375k**

EN-627 CARMICHAEL: Remarkable HMO opp. awaits your talent & skill! 1,200 sf w/ 3 ops + 1 add'l **\$268k**

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: Great lifestyle. 2015 Gross \$915k on 3 day week, 4ops. Real Estate 3600 sf shared, interest **"Pride Institute"** designed office **\$470k**

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-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 Only **\$245k**

GN-605 CHICO Facility: Turn-key! Ideal to merge or move your existing patient base! 1600 sf w/ 3 ops Only **\$25k**

GN-641 YUBA CITY: Fantastic signage & visibility. **Building available for purchase!** 2,400 sf w/ 5 ops **\$475k**

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**

HN-633 AUBURN VICINTY: Loaded w/ warmth, charm & goodwill galore! 1,430 sf w/ 4 ops **\$525k**

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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**

IN-569 MADERA: Stellar reputation and load with goodwill! 2,900 sf w/ 7 ops **\$634k**

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**

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

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

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

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

CG-424 NAPA Prosthodontics: 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. Orthodontics: Prime Location, Highly Successful Practice! 2912 sf w/ 7 open bay chairs **\$290k & Real Estate Also Available**

EG-637 CITRUS HEIGHTS (Prosthodontics): 1,680 sf w/ 2 ops. Plumbed for 1 add'l & Room to expand. **\$390k (Real Estate Also Available)**

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

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

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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. Law Offices of Wood & Delgado 800-499-1474.

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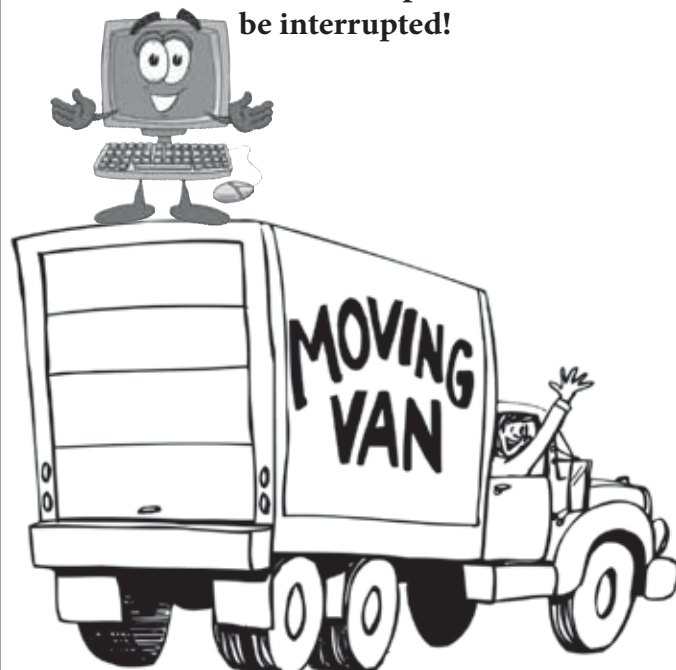
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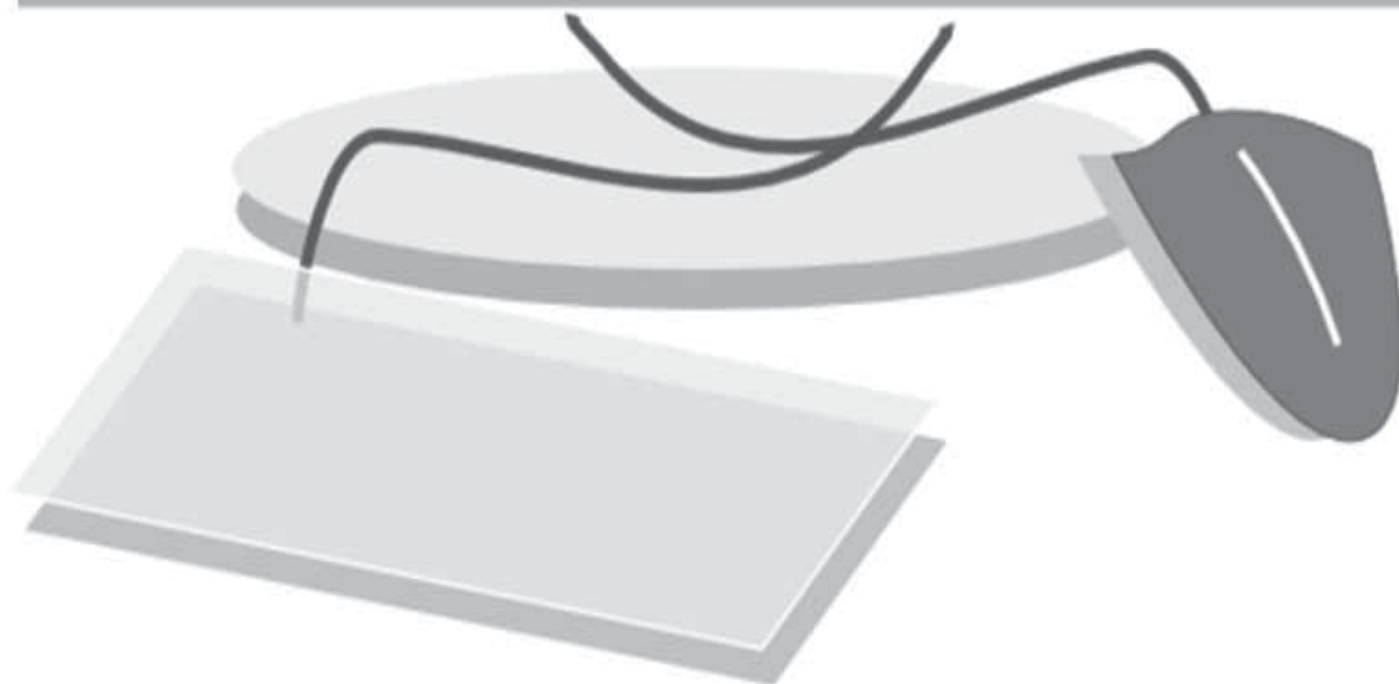
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- 6113 FRESNO** Consistently collecting \$600,000+ per year. Shopping center location with fixed rent. Extremely profitable.
- 6112 HEALDSBURG** Ideal as part-time practice in desirable locale or foundation to grow. 100% out-of-network. Trending \$200,000 in collections, Profits of \$100,000+. Full Price \$30,000.
- 6111 SANTA ROSA** Perfectly positioned for next Owner. Best equipment, networked and digital including Pano. 3-days of Hygiene. 2016 trending \$520,000+ with profits exceeding \$250,000. Conservative Owner. Best location.
- 6110 CONCORD** 2015 collected \$260,000. 3-ops. 580 patients. Great curb appeal. Little done in marketing. Great merger opportunity for nearby practice.
- 6109 CALIFORNIA'S NORTH LAKE TAHOE** "Best-of-the-best!" Solid foundation anchored by 8.5 days of Hygiene. Consistent \$1 Million per year performer. Beautiful office with unsurpassed views. Enjoy great Alpine lifestyle.
- 6107 EUREKA** 100% out-of-network with insurance industry. Produced \$918,000 and collected \$895,000 on 20-hour week. Doctor's schedule booked 3-months out. 7+ days of Hygiene. Highly respected. Full Price \$250,000.
- 6106 SACRAMENTO'S EL DORADO HILLS** No rush and no chaos here. Beautiful facility 2015 collected \$640,000. UCR Fees. Very special opportunity. Median household income in 2013 was \$104,500. Great schools, growing business parks and very up-scale community.
- 6105 MODESTO** Collected \$430,000+ on 3-day week. 3-days of Hygiene. 5-ops. Central location. Successor should open 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.
- 6103 SAN FRANCISCO'S UNION SQUARE – INCLUDES CONDO** Opportunity to acquire highly regarded practice with condo. Beautiful 5-ops, \ Digital and paperless. 6th op available. 2015 collected \$658,000.
- 6100 SANTA CLARA** Phenomenal launching pad for next Owner. Fantastic location, 5-op facility. Management not taking advantage of what is possible even though 2015 collected \$758,000 with Profits of \$323,000. Perfectly positioned to be a \$1 Million+ year performer immediately! Needs young DDS.
- 6098 WEST PETALUMA** Petaluma is THE business center of the North Bay! Business parks are growing and young families are drawn to this great family community per the unique amenities of this historic river city. Collected \$468,000 with Profits of \$212,500. 4-days of Hygiene. Full Price \$275,000.
- 6089 MOUNT SHASTA** Small town living renowned for outdoor lifestyle. Best air and water! Escape Rat Race and corporate intrusion. 3-day week collected \$881,000. Available Profits totaled \$485,000. Digital radiography including Pano. Full Price \$350,000.



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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**

Merry Christmas
Happy Holidays &



Happy New Year!!

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Robert Olson took on and efficiently completed the task of writing and reviewing my sales agreement. And, during the holidays, really stepped up and took care of the needed reviews and revisions. Highly recommended!! Great communication, excellent service, knowledge is exemplary!

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Posted January 13, 2015

Robert W. Olson, Jr., APC

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