

THE Dental Trader

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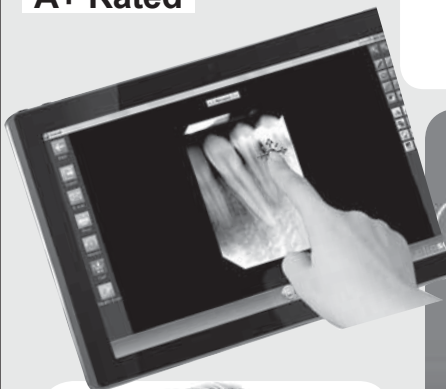
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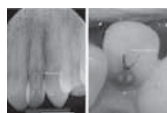


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FRESNO COUNTY

EMERGENCY SALE! SELLER PASSED AWAY!

(3) op computerized G.P. located in a store front on a main thoroughfare. Cash/Ins/PPO/Denti-Cal/HMO pt. base. (15+) years of Goodwill. Annual Gross Collections \$450K+. **[NEW]**

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]**

CANOGA PARK - (2) op computerized G.P. in a small one story prof. bldg. with some exposure & signage. Room for an additional op. Low overhead office. Cash/Ins/PPO/HMO/Denti-Cal patient base. Monthly Cap Check \$2K+. 2016 Gross Collections of \$320K+ on a two day week. More days & advertising will significantly increase the numbers! Priced Right! Seller to concentrate on main office & does not have time for this one. **[NEW]**

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. **Back on the Market!**

LOS ANGELES #6 (BEVERLY HILLS) - (4) op fully eqt'd, comput. G.P. Located in a Medical/Dental bldg. on a main thoroughfare. Cash/Ins pt base. No PPO's, No HMOs, No Denti-Cal, No Nights & No Weekends! 2016 Gross Collect of \$400K+ on a (3) day wk. 40+ yrs of Goodwill. 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! **[PENDING]**

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. **[PENDING]**

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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. **Back on the Market!**

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.

RIVERSIDE COUNTY

Room for Your Riverside County Practice Listing.

SAN BERNARDINO COUNTY

VICTORVILLE - (6) op comput. G.P. (3) ops eqt'd. (3) add. plumbed. Located in a one story prof. bldg. on a main thoroughfare. Cash/Ins/PPO. No HMO & No Denti-Cal. Gross Collections approx. \$280K/yr. 30+ years of Goodwill. Seller retiring. **[NEW]**

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.

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santa clara, office for sale. 2 op dental office sale w/o pt, near valleyfair shopping center, \$65,000. wfemw0@gmail.com.

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Avvo Review #77

Posted November 21, 2014

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Thank you for helping me and making the process so easy for me. - Safa Khaleel DDS, Mountain View, CA. www.TheDoctorsInsuranceBroker.com.

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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 – Retiring from GP with 18 yrs of Goodwill (FFS & PPO). 3 Ops in 1020 sq.ft. Situated on major thoroughfare near freeway.

SAN DIEGO – (San Carlos area) 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill.

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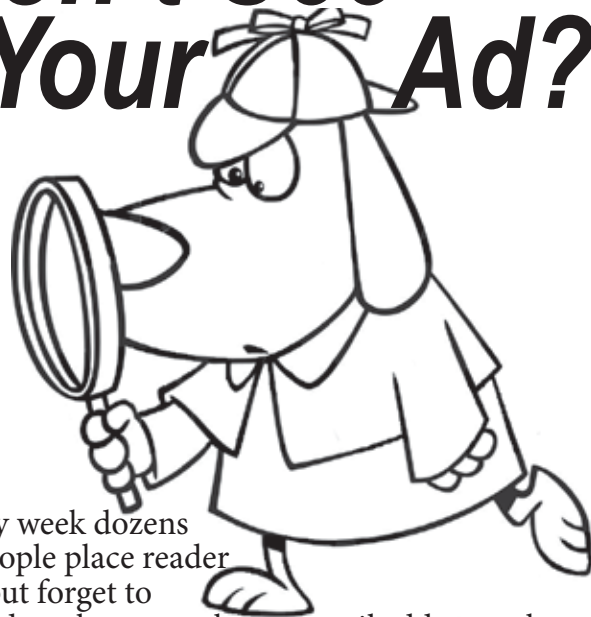
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Long Beach - Starter Practice

- Shopping Center. ~1,350 sf
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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

- Part-time General Practice.
- Busy intersections. Strip Plaza.
- Cash/PPO Only! 3 Eq. Ops.

Pico Rivera -Gross ~\$530K.

- Corner Bldg. 25+ years goodwill.
- ~2,450 sf, 7 Eq. Ops, 1 plumbed

Torrance - Building for Sale

- In retail center. 3 Unit Building
- ~3,350 sq.ft. Asking \$1.5 Mil.

Van Nuys - New Listings!

- Starter Location in Shopping Ctr.
- 3 Eq. Ops., ~1,100 sq.ft.

Dental Practice for Sale Ventura County, CA

Thousand Oaks -Gross ~\$246K.

- Motivated Seller!
- FFS/Insurance. No HMO.
- 4 Equipped Ops, ~950 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

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.

Westminster - Freestanding Bldg & Dental Practice for Sale!

- Gross Over ~\$1 Mil.
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- 30+ yrs Goodwill. ~5681 Sq.ft.
- 14 Ep. Ops., 3 plumbed Ops.

Santa Ana - Gross ~\$270K

- High Foot Traffic. Mixed Income.
- 5 Ops + 2 Plumbed, ~2,392 sf.

Dental Practice for Sale Riverside County, CA

Moreno Valley - SOLD!!!

Practice & Building for Sale

- 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.

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

- Street Front Location.
- FFS. Paperless. ~1,200 sf.
- 3 Ops + 1 Add'l Plumbed

San Diego - Gross ~\$270K.

- Strip Mall. Exposure to main road. Approx. 1200 sf.
- 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

- Freestanding building
- Mostly Cash/PPO.
- 2 Eq. Ops + 2 Add'l Plumbed
- Approx. 1,500 sq.ft.

Dublin -Starter Office

- Equipment & Leasehold
- Major Shopping Ctr. 5 Ops.

Modesto - Gross ~\$1 Mil

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

San Leandro - SOLD!!!

- PPO/FFS. Gross ~\$260K
- 3 Eq. Ops + 1 Add'l Plumbed

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 ~\$360K

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

San Jose - New Listing!!!

- Grossed ~\$600K in 2016.
- Mostly Cash/PPO. 4 - 5 Ops.
- Well-run office, 21+years.
- In Major Shopping Center.

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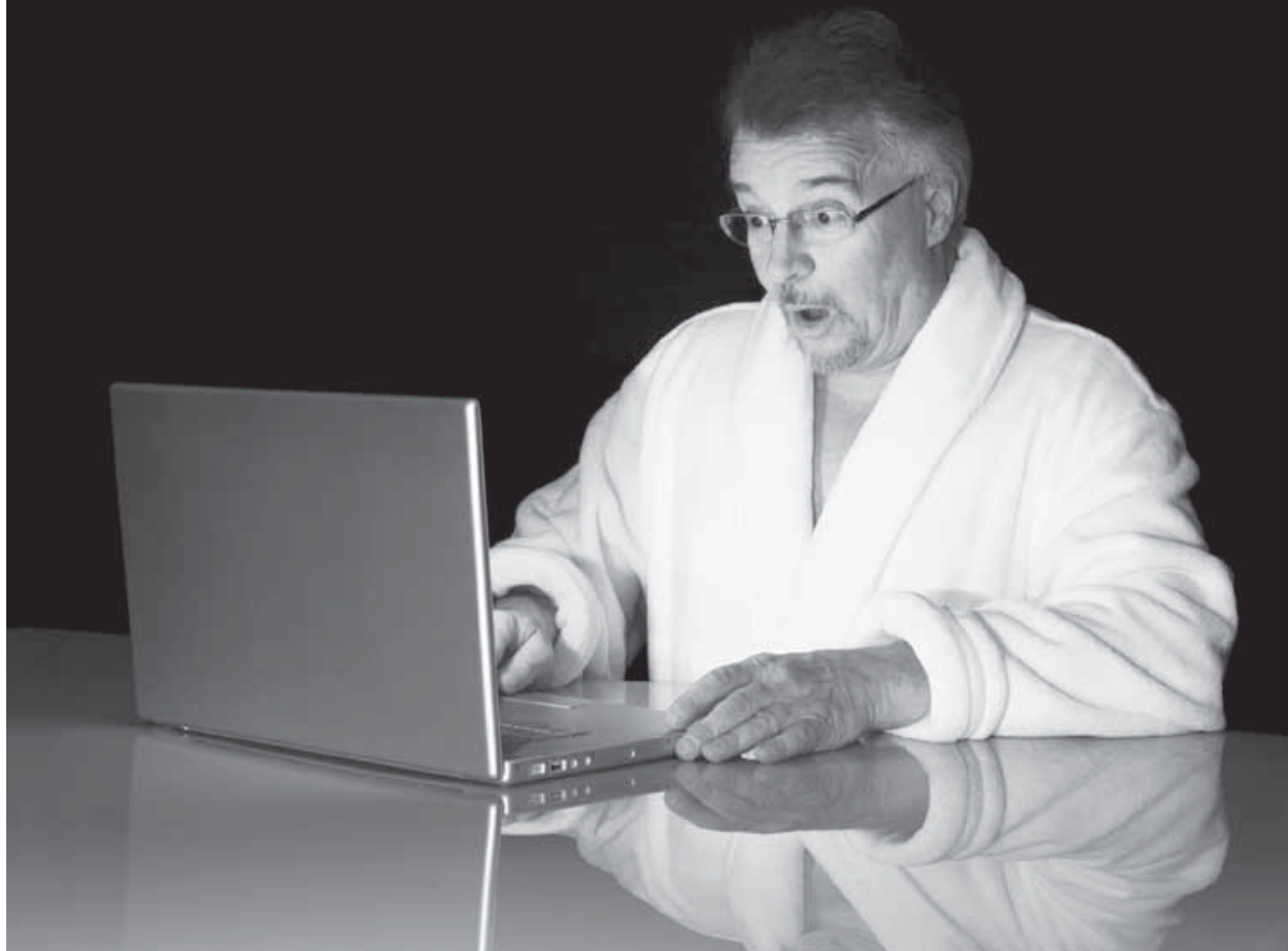
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ASK THE BROKER

“The Only Thing We Have to Fear is.....”

Franklin D Roosevelt finished this phrase in 1932 with “Fear Itself”. As a dentist looking at the current trends in dentistry I might finish this off with three things: 1) Corporate Dentistry 2) Massive Debt for Young Dentists and 3) Delta Dental. While I don't have time to elaborate on all three issues in this short column, I have written extensively on each of these subjects. These articles can be found on my website (www.westernpracticesales.com). I do believe that these three issues have affected dentistry and the normal transitional process of buying a practice and selling a practice when retirement arrives.

My company is normally involved in about 80 to 100 dental transitions each year. While 2016 was a very good year for us, we are definitely seeing a change in the marketplace for dentists that are buying and dentists that are selling practices. Practices are still changing hands, but the amount of interested buyers seems to be lagging behind. Our practices in the metropolitan areas will almost always sell at expected valuations, but our practices outside of the large cities will take much longer than normal. Even the practices in the city that do sell are garnering fewer buyers than in the past, and many times the buyers in the city already own multiple practices. In the past, most of our practice transitions were simple solo practitioners selling to another would-be solo practitioner. What is the reason for this new trend?

“FEAR ITSELF” is my explanation for this recent phenomenon. Young buyers are fearful of the current economics of dentistry. They have massive debt from dental school, sometimes approaching \$350K. They are concerned about buying a practice and having Delta cut their fee schedule if they are considering a traditional practice model. They look at Corporate Dentistry as a safer play.

The truth is that the best way to pay off your debt is to own your own successful practice! The multiple practice owners know this. Owners are supposed to make a profit from owning a business. Of course, it has to be a well-run business with a decent practice base. The large debt of school loans and the cost of building a scratch start practice make buying an existing practice from a retiring dentist with a good patient base the best way to fight that fear!

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.

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 - 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 X-ray 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.

CHICO - NEW LISTING - General Dentistry Practice with 7 Operatories, Dentrux, Dexis Digital X-rays, Pano, Diode Laser, and 3M True Definition. Practice has been established for over 60 years with current and previous owner. 6 days of hygiene per week. 2015 Gross Receipts of \$757K and Adjusted Net Income of \$327K. #CA402- Steve Caudill - 951-314-5542.

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 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/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 - Approximately 1,000 sq. ft. office with 3 operatories, equipped with Intra-Oral, Digital X-Ray, Easy Dental software. Practice established over 20 years. 2015 gross receipts of \$433,000. #CA397- 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 with 3 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 - Prosthodontic Practice- 2,099 sq. ft. Prosthodontic office with 5 operatories, Fiber Optics, Eaglesoft software. 2015 Gross Receipts of \$926K on 4 day week. Established at current location for 15 years. #CA377- Thomas Wagner - 916-812-3255.

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 with the present owner. Fee for service. 2015 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.

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MILPITAS – NEW LISTING - General Dentistry Practice. This 1480 SF office is located on a major thoroughfare. 2015 receipts were \$425,000 with an adjusted overhead of just 54%. 4 treatment rooms, Intra Oral Camera, Pano, Kodak digital x-rays and 3 days of hygiene. #CA398-Dennis Hoover - 209-605-9039.

MOUNTAIN VIEW – 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 **SOLD** Computer Workstations, Dentrux 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- This is a great neighborhood practice near Laney College, Lake Merritt and just blocks from Downtown. Gross Revenue of \$355,000 with adjusted net of 42% on a 4 day work week. 3 Treatment rooms in approx. 1000 square feet with Dexis Digital X-Ray with Carestream PMS. Average age of equipment is 15 years with some newer items. Owner is retiring after 28 years in this location and will help with a smooth transition. #CA396- 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, Dentrux 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 skilled in restorative, surgical procedures and implant placement. 10 days of hygiene. Office is highly visible on a main thoroughfare. Purchase of Building to be considered. Owner is willing to work for buyer a couple of days a week. #CA355-Dennis Hoover - 209-605-9039.

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 – 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-Thomas Wagner - 916-812-3255.

SACRAMENTO – NEW LISTING - Updated 3 Op office in professional building with ample parking, desirable location, and Eaglesoft software. Av. age of equipment is 15 years. Seller Retiring. #CA400- Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 8 operator office in stand-alone professional building, equipped with intraoral camera, Schick digital x-ray, Pano, Laser **SOLD** 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, Dentrux/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. **SOLD** 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 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 Dentrux software. 2015 GR of \$911,000 on 4 day/week, practice established 25+ years. Owner retiring. #CA389- 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, 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, Dentrux 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 – General Dentistry Practice. 4 ops in in a two office free standing building near hospital. Office is 1,630 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 – 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. Dentrux, Digital, average equipment age is 5 years old. 2015 GR of \$675K. Seller plans on retiring but will assist with a smooth transition. #CA386- Thanh Tran - 949-533-8308.

BELL – General Dentistry- 3 Ops, Dentrux, 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, Dentrux 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.

CENTRAL ORANGE COUNTY – General Dentistry Practice with 3 Operatories, Paperless and digital, located in a retail center on corner of a busy intersection. 2015 Gross Receipts of 381K with 156K Adjusted Net Income. #CA328- Thanh Tran - 949-533-8308.

COASTAL ORANGE COUNTY – *NEW LISTING* – General Dentistry Practice with 4 Ops, 3 Equipped, Dentrux, 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- Thanh 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- Thanh Tran - 949-533-8308.

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

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

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

GREATER LOS ANGELES AREA – Periodontal Practice-5 Ops, Dentrux, 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 – This General Dentistry practice with 3 operatories is located near Huntington Harbour. Strong hygiene program with 4 days hygiene per week. Dentrux, 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-ray 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.

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

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- Thanh Tran - 949-533-8308.

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LOS ANGELES – 3 Ops and 50+ years of Goodwill. Pano, Digital, Laser, and Intra-oral camera. 2015 GR \$241K and Adj.Net of \$121K on 2 days/wk. #CA345- Kerri McCullough - 949-300-0312.

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

NEWPORT BEACH – 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 – 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.

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 Dentrix, 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 DESERT – **NEW LISTING** – General Dentistry Practice with 9 Op, 8 Equipped. High-end build-out with Dentrix, Digital X-rays, Pano, and Lasers. Selling doctor works a 4 day week with 2015 GR of \$1.3MM and Adjusted Net of \$388K. #CA401- Steve Caudill - 951-314-5542.

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, Dentrix, 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 Operator 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 a 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.

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.

WESTERN SAN FERNANDO VALLEY – NEW LISTING – Pediatric Dentistry. In an upscale location, this 4-op practice features EagleSoft, Intra-oral camera, and a Pano. 9 years of goodwill at this professional building location, near a hospital. 30 new patients per month. #CA399- 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, Dentrix Software. \$493K 2013 GR, seller is retiring. #CA109- Russ Okihara - 619-694-7077.

LA JOLLA – Quality-driven General Practice, 3 Ops, FFS, Delta Premier, PT Hygienist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - Russell Okihara - 619-694-7077.

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

SAN DIEGO – Modern and Spacious Restorative/Implant Practice with onsite lab. State of the Art Equipment, Beautiful facility 5 Ops, 2 ORs. Digital, i-CAT. Excellent location and opportunity, Prosthodontist Preferred. High Grossing Practice. Great Oppt'y for a Multi-Specialty Center. #CA334- Russell Okihara - 619-694-7077.

SAN DIEGO – Large GP Listing for sale, HMO/PPO, 34 Years at this Location, Excellent Location, Great Opportunity, Seller is willing to assist with a transition, Year Upon Year Consistent Revenues. #CA381- 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 Endo, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara - 619-694-7077.

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HONOLULU, HAWAII – NEW LISTING - General Dentistry FFS/PPO Practice. 6 Ops plumbed, 4 Equipped, Dentrix. 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, Dentrix, 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 Dentrix, 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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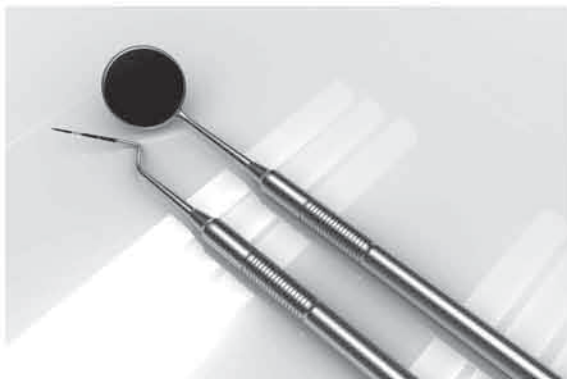
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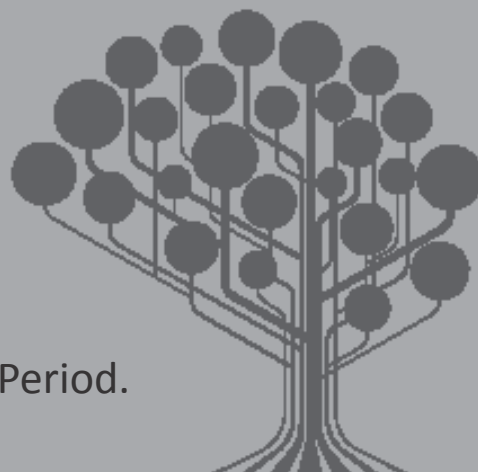


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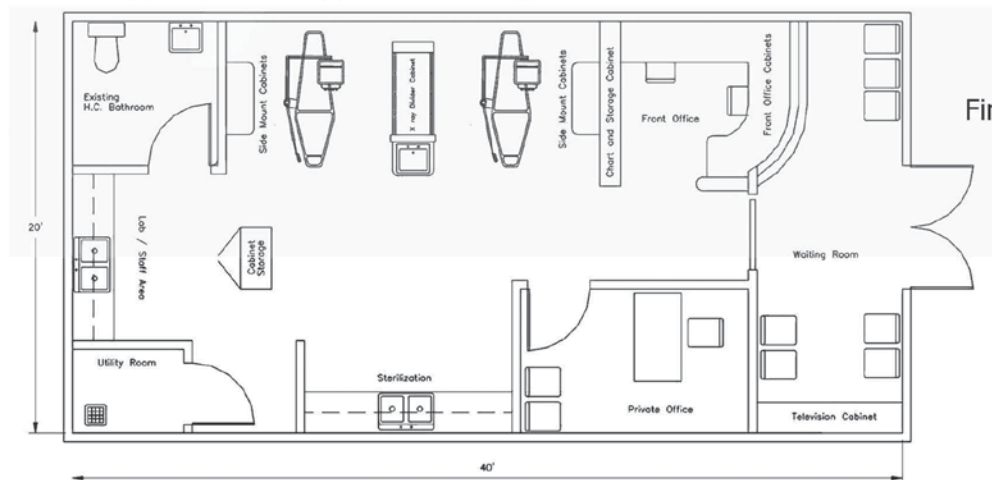
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DC-480 SILICON VALLEY: Multi-Specialty Practice, 14+ops in 7500 sf, Owner Financing avail-Terms **\$1.075M**

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**

DN-631 CAMPBELL: Rare Opportunity! 1100 sf w/ 3 ops, busy retail shopping center **\$249k**

DG-519 SANTA CLARA Facility: Move In Ready! 2240 sf w 6 fully equipped ops **\$225k**

DG-530 SAN JOSE: Dentrux JUST Installed! Highly respected quality practice! 2015 collections \$1M+ **\$795k**

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 \$65k**

DG-581 SAN JOSE: Must See to Appreciate! Gorgeous Practice, stable patient base & loyal staff **\$496k**

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-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!**

EG-639 CITRUS HEIGHTS: Real Estate for Sale – **Call for Details!**



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Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



Edmond P. Cahill, JD

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**

EN-634 ROSEVILLE: Beautifully designed, well-appointed and fully digital! 2352 sf w/4 ops + 2 add'l **\$235k**

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! **\$275k**

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 Reduced **\$125k**

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**

CENTRAL VALLEY

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

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**

SPECIALTY PRACTICES

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 of the I-80 commuter corridor! Call for Details! **Only \$40k**

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

EG-629 PLACER Co. Ortho: 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 Pedodontics: 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**

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

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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, Cecilia@practiceatty.com or www.practiceatty.com.

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

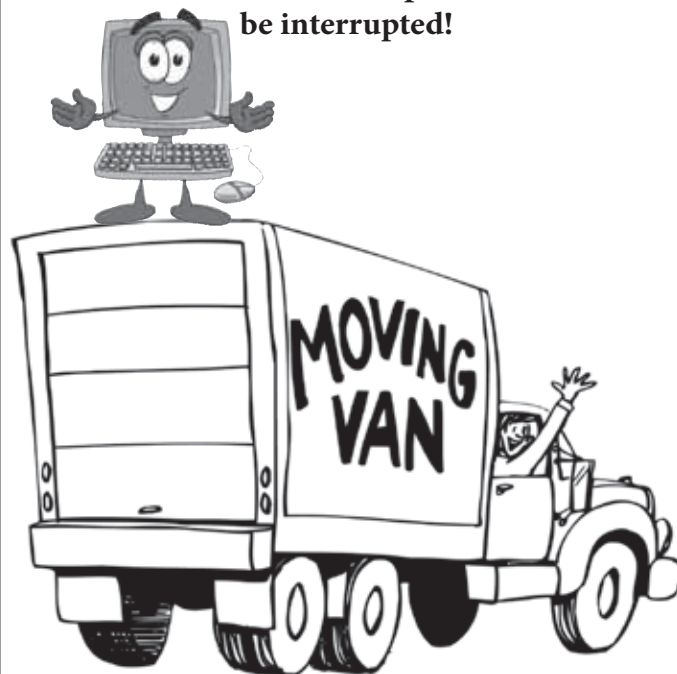
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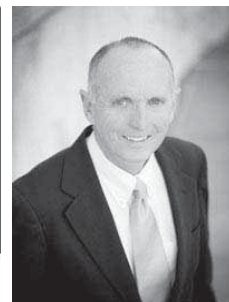
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Fee-for-service restorative
Practice beautiful contemporary
High tech office
Seller retiring
2015 revenues of \$945,414

Asking \$540,000

South Bay #1111

Outstanding fee-for-service
General dental practice
34+ years goodwill
Five (5) treatment rooms
Seller retiring

Asking \$575,000

South Orange County #1110

Restorative general practice
Busy location
30+ years of goodwill
2016 Gross revenues \$347,172
Seller retiring

Asking \$265,000

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

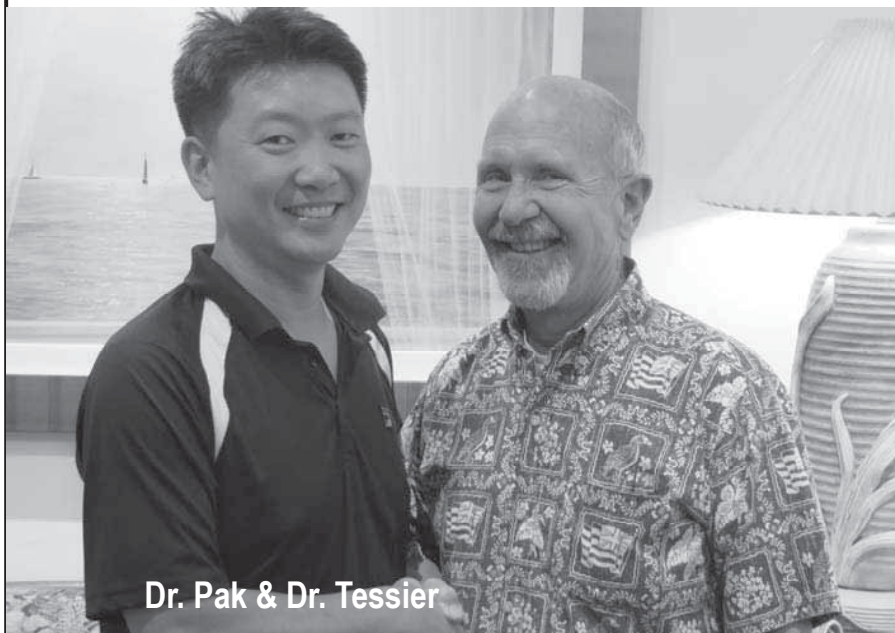
ENDO practice
Three (3) treatment rooms,
With one additional plumbed room
Digital with microscopes
2015 gross revenues \$809,866
Net profit approx 47.3%

Asking \$549,000

Northern California #1106

PERIO practice
Four (4) treatment rooms
1,350 square feet
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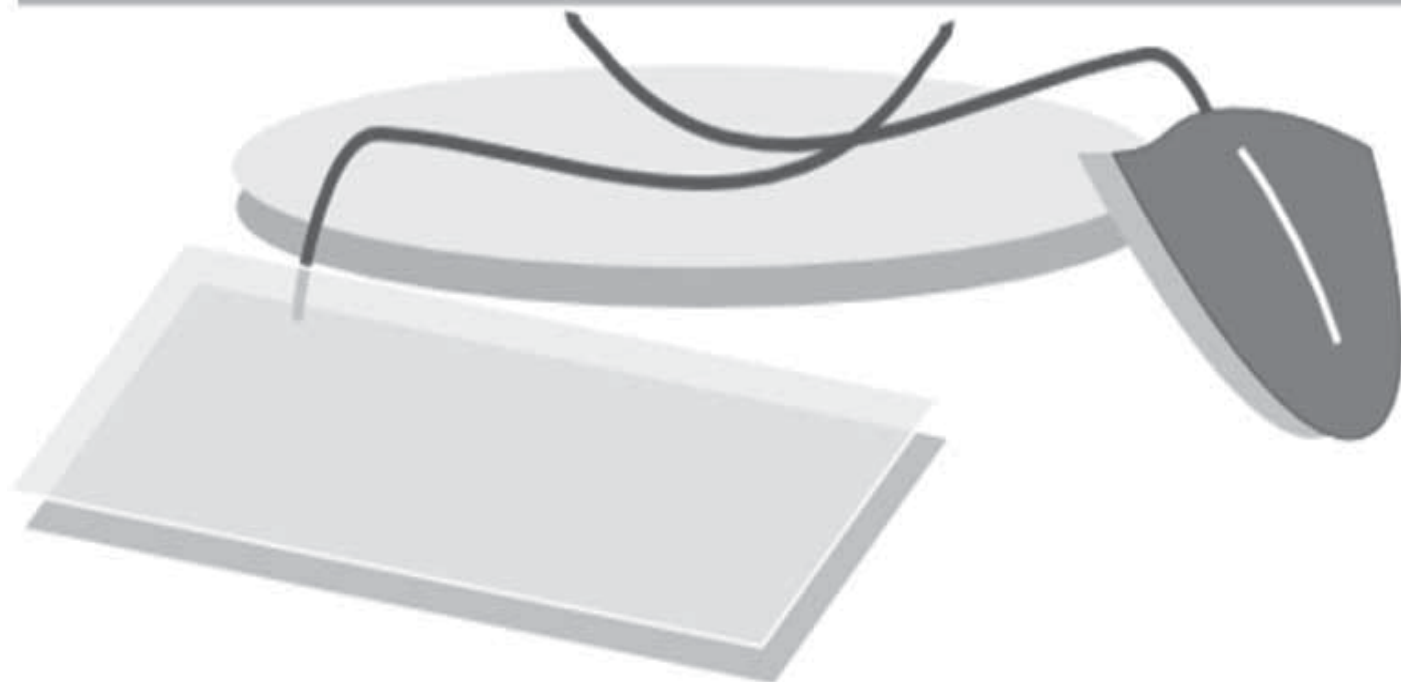
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- 6117 PATTERSON AREA** 2016 collected \$657,000 with \$365,000 in Profits. PPO practice. Full Price \$275,000.
- 6115 SAN FRANCISCO'S RUSSIAN HILL - CHINESE PRACTICE** 2016 shall collect \$300,000 with Profits of \$145,000. Has been a \$400,000 year performer. Full Price \$120,000.
- 6114 AUBURN - ROSEVILLE AREA** 2016 realized another \$1.1+ Million year. Profits making \$425,000+. Beautiful and extensive facility. Leases for \$1.60 sq.ft. Not a Premier Practice.
- 6113 FRESNO** Consistently collecting \$600,000+ per year. Shopping center location with fixed rent. Profits topped \$370,000 in 2016.
- 6112 HEALDSBURG** Ideal as part-time practice in desirable locale or foundation to grow. 100% out-of-network. 2016 topped \$210,000 in collections. 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** Well cared for practice. 2016 collected \$260,000. 3-ops. 580 patients. Great curb appeal. Little done in marketing. Great merger opportunity for nearby practice. Full price \$135,000.
- 6107 EUREKA - GP Practice Operates at Prosthodontist Standards!** 100% out-of-network with insurance industry. 2016 produced and collected \$1 Million on Doctor's 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** 2015 collected \$640,000. UCR Fees. Beautiful office. Very solid opportunity.
- 6105 MODESTO** Collected \$430,000 on 3-day week. 3-days of Hygiene. 5-ops. Great location. Successor should open 4th day.
- 6103 SAN FRANCISCO'S UNION SQUARE** Opportunity to acquire highly regarded practice with condo. Beautiful 5-ops, digital and paperless. 6th op available. 2015 collected \$658,000.
- 6098 WEST PETALUMA** 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.
- 6089 MOUNT SHASTA** Small town living renowned for outdoor lifestyle. 3-day week collected \$950,000. Very strong bottom line. Digital including Pano. Full Price \$350,000.



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"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 other agents were force-feeding practices on me, you searched for the appropriate one. When this practice came on the market, you contacted me. You told me that you had the one I was looking for. You were absolutely right!" **Joel Boriskin, DDS**

"Ray, thank you for all your work although you represented the seller. Thank you for being fair to me, the buyer, and your comments along the way during the purchasing process. You earned my trust and business. For my next purchase, I would definitely work with you again." **Hyo Kang, DDS, Modesto**

"Ray Irving makes sure both the buyer and seller are a good match. He does his homework to make sure no stones are unturned. I dealt with other brokers in a previous purchase and none showed the care and concern Ray offers. Because of Ray's diligence I have a practice that is rewarding and successful." **Frank di Bari, DDS, Redway**



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Selling One's Practice is a Unique Event

This is a huge decision as there
is a lot at stake.
And you have one chance
to get this right!

You have many concerns.

Professional Practice Sales has been assisting
California Dentists since 1966.

We understand the changing marketplace.
We understand today's Buyer.
We understand today's valuations.

And we know how to effect this change
wherein your concerns are addressed
and you can comfortably move on
with your life.

Our singular focus is to shepherd you
through this career changing event.

This is not about selling a practice.

This is all about you!