

# THE Dental Trader

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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** - Beautiful, newly remodeled, (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. **[NEW]**

**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 #5** - 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. **[PENDING]**

**ENCINO #6 - EMERGENCY SALE!** (3) op comput G.P. & implant pract. in a centrally located high rise prof. bldg. on a main thoroughfare with excell fwy. access. Pt base is Cash/Ins & one PPO. 2016 Gross Collections of \$205K+. Seller is very ill and pract. is priced to sell. **[NEW]**

**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. Dentrix 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. **[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. **[PENDING]**

**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!**

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**WESTLAKE VILLAGE #5** - (4) op fully eqt'd turnkey office. Ground level, street front location, in a two story prof bldg. on a main thoroughfare in a highly desirable upscale demographic area with exposure, visibility & signage. 1-5 year old eqt. Office is digital & networked. Seller is doing a new buildout & moving the practice closer to home. This location has been a successful dental office for this DDS plus (3) previous DDS. Now it's your turn. Offered at less than buildout & eqt. costs. **[NEW]**

**WESTLAKE VILLAGE #6** - (4) ops/3 fully eqt'd turnkey office. Located in a highly desirable upscale demographic area in a one story garden style prof. bldg. with easy access & ample free parking. Location has been a successful dental office since 1979. Office is networked, digital, has central nitrous & 2 1/2 year old eqt. Seller bought a bldg. & is building out a new office. Offered at less than buildout costs. **[NEW]**

### ORANGE COUNTY

**HUNTINGTON BEACH** - Fully Built out Dental Office for Lease in upscale community. The 1,962 sq ft suite is in a medical/dental bldg. on a main thoroughfare. 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

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### 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. Dentrix 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 equipment. Dentrix 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. **PRICE REDUCTION.**

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Avvo Review #110  
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**Santa Clarita** Canyon Country Dental Practice for sale by owner. 1950 sf, 5 ops 4 plumbed, lots of space. Low/long lease contract. 600+ charts. Open Dental/XDR digital office manager programs. Great location with high visibility in busy street. Growing community area. No HMOs. Yes PPO, Dential. No brokers. Only serious buyers. SCVDENTALTEAM@GMAIL.COM.

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**Diamond Bar - SOLD!!!**  
 ▪ Freestanding Bldg. Low Rent.  
 ▪ Retail Plaza. Gross ~\$245K  
 ▪ 3 Ops. ~1,230 sq.ft.

**Downey - SOLD!!!**  
 ▪ Gross ~\$465K.  
 ▪ Affordable Rent! New EQ

**La Puente - Low Rent!**  
 ▪ Corner Lot in Strip Plaza.  
 ▪ Busy Main Street.  
 ▪ Excellent Visibility.  
 ▪ 3 Equipped Ops, ~1,400 sqft

**Lawndale - New Listing!**  
 ▪ Equipment & Leasehold  
 ▪ Strip Mall, facing Main St.

**Long Beach - Starter Practice**  
 ▪ Shopping Center. ~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

**Los Angeles - Busy Street!**  
 ▪ Close to Retail/Shopping Ctr  
 ▪ 4 Operatories, ~1,397 sq.ft.

**Pico Rivera -Gross ~\$530K.**  
 ▪ Corner Bldg. 25+ years goodwill.  
 ▪ Retail Shopping Center.  
 ▪ ~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 on busy main intersections. Shopping Center.  
 ▪ 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.

### Dental Practice for Sale Orange County, California

**Brea - New Listing!**  
 ▪ Starter Office, ~2,400 sq.ft.  
 ▪ Gross ~\$350K, Cash/PPO  
 ▪ 3 Eq. Ops, 2 Add'l Plumbed  
 ▪ Located in Downtown Brea

**Fullerton - Gross ~\$825K**  
 ▪ Supermarket Shopping Ctr  
 ▪ 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.  
 ▪ 2-Story Bldg Facing Main St.  
 ▪ 30+ yrs Goodwill. ~5681 sf.  
 ▪ 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 San Bernardino County, CA

**Ontario - Seller Retiring!**  
 ▪ Busy main street. Low Rent!  
 ▪ 3 Equipped Ops, ~1,100 sf.

**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 Eq. Ops + 1 Add'l Plumbed

**San Diego - Strip Mall**  
 ▪ Gross ~\$270K on 2 days/wk  
 ▪ 3 Eq. Ops + 1 plumbed

**La Jolla - Gross ~\$310K.**  
 ▪ Mostly PPO/Cash, 2 Ops  
 ▪ New Equipment

### Dental Practice for Sale Northern California

**Concord -Freestanding Bldg. Practice & Real Estate Available**  
 ▪ Gross~\$125K on 3 days/wk  
 ▪ Mostly Cash/PPO.  
 ▪ 2 Eq. Ops + 2 Plumbed

**Dublin - Starter Office**  
 ▪ Equipment & Leasehold  
 ▪ Major Shopping Ctr. 5 Ops.

**Fremont - New Listing! Equipment & Leasehold OR Real Estate for Sale**  
 ▪ Main Shopping Center  
 ▪ New Office, Built in 2012  
 ▪ 5 Ops., ~2,000 sq.ft

**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

**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 sf.

**San Jose - New Listing!**  
 ▪ Grossed ~\$624K in 2016.  
 ▪ Mostly Cash/PPO. 4 - 5 Ops.  
 ▪ Well-run office, 21+years.  
 ▪ In Major Shopping Center.

**San Jose - New Listing!**  
 ▪ Grossed ~\$850K.  
 ▪ Mostly Dential, 5 Eq Ops.  
 ▪ Shopping Center, ~1650 sf.  
 ▪ Some PPO/Cash, No HMO.

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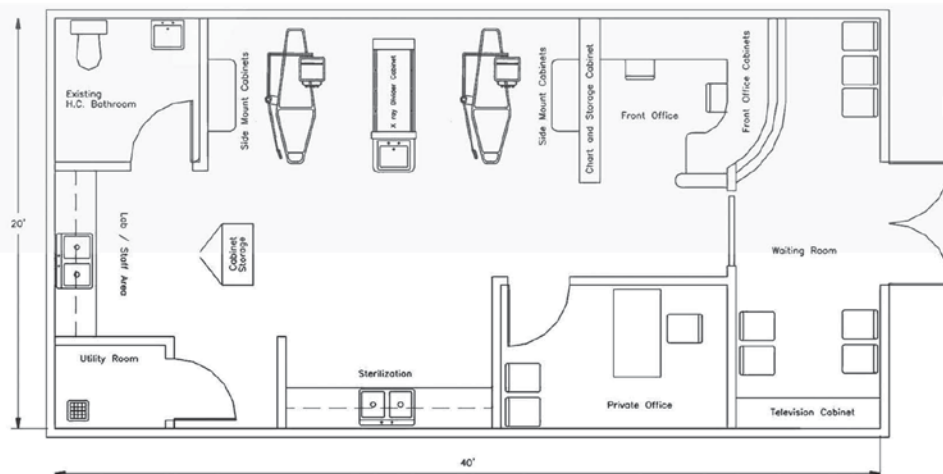
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**MODESTO** 2015 GR \$918,000, adj. net \$441,000. 2,800 sq. ft., 8 Ops, digital x-rays, Pano, Dentrix Software. HSPPT-Dennis Hoover 209-605-9039-#CA380.

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I am writing to attest to what an asset Art Fries has been to my disability process. I am a 55 year old dentist who, due to cervical spinal stenosis, lost feeling in my right hand. Art was recommended by my accountant and has been invaluable throughout the entire process.

When I initially hired Art he evaluated my disability policy and reviewed the coverage with me, making sure I fully understood my benefits and any possible loopholes. When it came time to file my claim he had specific ideas and examples on how to go about that, from the application itself to medical reports to detailed narratives. I feel some of his recommendations, especially the added narrative, made acceptance of my claim more straightforward than it possibly could have been. Art reads and reviews everything one submits to the insurance company prior to doing so. His critique of the application and his availability for any questions along the way, brought much comfort and decreased my uncertainty. After being in this business for many years, Art knows what the insurance companies are looking for and has great advice on the appropriate verbal terms to use to be successful.

Going on disability and filing for benefits is an intimidating and stressful process. I felt the insurance company was not working with me, but against me. Having Art on your side gives you an advocate and someone extremely knowledgeable to turn to during an uncertain time. Art has your back through the entire process! Not only that, but he has filing for disability down to a science, one that is thorough and successful.

Sincerely,  
DDS (Doctor's name withheld by request)

*Whether you want peace of mind knowing your disability coverage is sufficient to meet your needs, need to file a partial or full disability claim or are struggling with an existing claim, please call me for a complimentary consultation. The other side may be shadowing you with video surveillance, progress reports and other tools designed to reduce or eliminate your monthly benefits. Call or e-mail me for a **FREE** copy of my book, "**Preparing For Battle**"...a complete guide to the **ISSUES** related to a disability claim.*



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**OAKLAND** 2015 GR \$355K on 4 day week. Approx. 1000 sq. ft., 3 Ops, Dexis Digital X-Ray, Carestream PMS. HSPPT-Jim Engel 925-330-2207-#CA396.

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**SACRAMENTO** 3 Op office, desirable location, EagleSoft software. Av. age equipment 15 years. HSPPT-Thomas Wagner 916-812-3255-#CA400.

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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.

**FOLSOM** – *NEW LISTING* - 1,650 sq. ft. leased office in high income area, 5 fully equipped operatories, with Intra-Oral Camera, Dexis Digital X-ray, new Digital Pano, Laser, and Dentrux software. 2016 GR of \$787K in 11 months, very low overhead. Owner relocating. #CA405- Thomas Wagner - 916-812-3255.

**FOLSOM** – *NEW LISTING* - Well-designed, state of the art, digital, paperless, 2,900 sq. ft. office with 9 equipped operatories, 1 additional plumbed in standalone building (purchase available) in great location. Intra-oral cameras, Fiber Optics, Schick digital x-ray, Zoom system, and Eaglesoft software. 2016 GR of \$931K with low overhead on three day work week. Must see to appreciate. Owner relocating. #CA406- Thomas Wagner - 916-812-3255.

**GREATER EL DORADO HILLS** – *NEW LISTING* - Beautiful standalone 1,500+ sf office with 4 ops, Dentrux software, 2 Schick digital x-ray sensors, new server & CPUs. Building available with practice. Seller Retiring. #CA407- 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/AUBURN** – General Dentistry practice in a highly desirable location with 5 operatories. and 2015 collection of \$850,000. Buyer must purchase 1600+sf facility with practice. Owner is retiring. #CA338- Thomas Wagner - 916-812-3255.

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**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 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 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. 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.

**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 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- 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, Dentrix Software, Dexis Digital X-Ray and nearly 80 new patients per month. 2015 Gross Revenue of \$1M on 5 day week. PPO/HMO/FFS patients with continued growth over 20% in 2015. Owner is downsizing. #CA293- Jim Engel - 925-330-2207.

**PASO ROBLES AREA** – Looking for highly qualified buyer to purchase this 2.25 million dollar producing practice with only a 52% overhead. Buyer needs to be 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** - Very nice, updated 3 Op office with Eaglesoft software. Located in single story bldg. on mid-central Watt Ave. in Sacramento. Rent less than \$1,900 per month. Practice priced to sell at less than 50% of collections. Seller Retiring due to health issues. #CA400- Thomas Wagner - 916-812-3255.

**SACRAMENTO – NEW LISTING** - 1,200 sq. ft. stand-alone office with 3 equipped operatories, Intra-Oral camera and Patient Base software. Practice established 40+ years, owner retiring. #CA408- Thomas Wagner - 916-812-3255.

**SACRAMENTO** – General Practice: 8 operator office in stand-alone professional building, equipped with intraoral camera, Schick digital x-ray, Pano, Laser, and Eaglesoft software. Practice established for over 50 years. 2015 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.

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**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** Self-Admin 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 JOSE** – Facility Only Sale: Excellent Cambrian Park neighborhood office boasts 4 fully equipped Treatment Rooms in 1586 sq. ft. Includes all Equipment, Furnishings and Fixtures including a Panoramic X-Ray with Digital Scanner, Digital Sensor, multiple computer workstations running Dentrix PMS and ready to move in. Practice location has housed a dental practice for over 30 years and current owner is relocating after purchasing his own building 4 miles away. Current rent is \$4740.00 per month and tenant pays only for utilities and janitorial. A great location to bring your practice or start new one! #CA403- 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.

**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** – 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

### 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 **SOLD** 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, 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** - General Dentistry Practice. 4 ops in in a two office free standing building near hospital. Office is 1626 sq. ft. Schick Digital X-rays, Cerec, Panoramic 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. 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 view. **SOLD** Practice takes PPO and Denti-Cal. 2015 GR \$453K with \$259K Adj. Net. #CA317- Kerri McCullough - 949-300-0312.

**BEVERLY HILLS** – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, **SOLD** New equipment. 4 days hyg/week. 2015 GR \$1.2MM+. #CA210- 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- 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 \$962K with \$430K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312.

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

**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** – This General Dentistry practice with 3 operatories is located near Huntington Harbour. Strong hygiene program with 4 **SOLD** 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 a newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283- Kerri McCullough - 949-300-0312.

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**INLAND EMPIRE** – Endodontic Practice – This 4 Op practice features 8 year new equipment, digital x-rays, 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, Dextrix, 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- 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** – 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 5 chairs is located in an upscale OC location. Paperless charting with OrthoTrac. 2016 GR of \$438K. #CA409- Kerri McCullough - 949-300-0312.

**ORANGE COUNTY** – Ortho Practice with 6 chairs in an open bay, plus 2 Ops and a Consultation room. Practice 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 Dextrix, Digital X-rays, and an intra-oral camera. There are 6 days of Hygiene per week and long-term staff. Seller plans on retiring but will assist with a smooth transition. 2015 Gross Receipts of \$795K. #CA387- Thinh Tran - 949-533-8308.

**PALM SPRINGS** – This General Dentistry practice with 4 Ops has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 GR of \$549K. #CA351- Steve Caudill - 951-314-5542.

**PASADENA AREA** – General Dentistry practice with 3 Ops, Dextrix, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282- Kerri McCullough - 949-300-0312.

**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 per week with 1 day of hygiene. 2015 GR of \$262K. #CA324- Kerri McCullough - 949-300-0312.

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

**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, professional building near hospital. 30 NP/mo. #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, Dextrix 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 – NEW LISTING** – This General Practice is in a great location, features 3 Ops, EagleSoft, and Digital x-rays in a Professional Building. The space is shared with another dentist, utilizing some common areas. 2016 GR of \$322K. #CA404- 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 Visibility, Seller 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, Intra-Oral, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara - 619-694-7077.

### OUTSIDE OF CALIFORNIA

**HONOLULU, HAWAII – NEW LISTING** General Dentistry Practice with 4 Ops Plumbed, 2 Equipped, Easy Dental, Excellent Location with Ample Parking, 811 Sq. Ft., Dentist is Retiring, Excellent Opportunity, Priced for Quick Sale. #HI106- Russell Okihara - 619-694-7077.

**HONOLULU, HAWAII – NEW LISTING** - General Dentistry FFS/PPO Practice. 6 Ops plumbed, 4 Equipped, Dextrix, 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, Dextrix, Dexis, Pano, Laser and CEREC BlueCam. 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 Office and CEREC. Excellent Location in Central Maui. 2015 GR over \$1.3MM. #HI101- Russell Okihara - 619-694-7077.

**OAHU, HAWAII** – General Dentistry practice with 3 Operatories. Practice utilizes Dextrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2015 GR over \$350K. #HI102- Russell Okihara - 619-694-7077.

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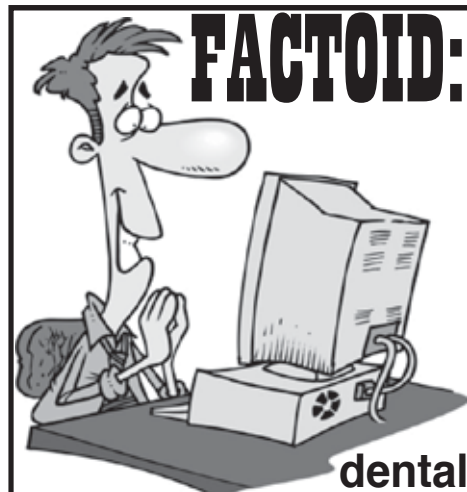
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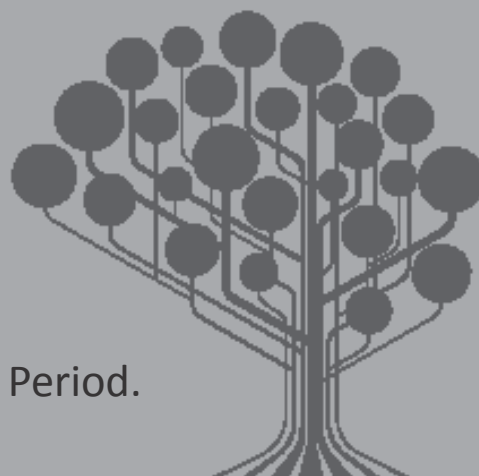


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**CC-611 S. MARIN CO:** Desirable, well-established neighborhood, 20npts/mo 3ops, 1100 sf **\$650k**

**CC-632 SAN RAFAEL:** Small town life, vibrant-growing city, 6-8 pts/day, 3ops in 800sf office in beautiful bldg **\$165k**

**CC-661 SAN RAFAEL:** Starter Practice in beautiful location w/ like-new Equipment hardly used, 3 ops, 900sf **\$250k**

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

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

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

**DC-671 SAN JOSE:** Starter Practice in desirable neighborhood, 6 npts/mo, 3ops in 900sf **\$150k**

**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:** Dentrix JUST Installed! Highly respected quality practice! 2015 collections \$1M+ **\$795k**

**DG-635 CASTRO VALLEY:** Excellent Location & Stellar Reputation! Solo Group Practice **\$650k**

**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**

**DG-620 SAN JOSE:** Location, Stable Educated Patient Base, Spacious 2100 sf 3 op office! **ONLY \$290k**

**DG-657 SARATOGA:** Once in a Lifetime Opportunity! 1750sf 6 ops. Steadily increasing annual collections! **\$1.05M**

**DN-647 SANTA CRUZ:** Family-Oriented with low overhead! 850 sf w/3 ops **\$210k**

### 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**



Timothy Giroux, DDS



Jon B. Noble, MBA



Mona Chang, DDS



John M. Cahill, MBA



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**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!**

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

**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**

**EN-660 ROSEVILLE:** Highly-esteemed, well-respected, fee-for-service practice w/ loyal patient base. 2,950 sf w/ 5 ops **\$995k**

**EN-654 CITRUS HEIGHTS:** Well-Established, & loaded with 30+ years of goodwill! 1300 sf, 3 ops + 2 add'l. **\$150k**

**EN-651 SACRAMENTO:** Well-known for delivery excellent & compassionate care. 1750 sf, w/ 4 ops. **\$150k**

**FC-489 CLEARLAKE:** Great lifestyle. 2015 Gross \$915k on 3 day week, 4ops. Real Estate 3600 sf shared, interest **"Pride Institute" designed office \$470k**

**FC-650 FORT BRAGG:** Beautiful, family-oriented Practice, 5ops in 2000sf, 6 npts/mo **\$350k (Real Estate \$400k)**

**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**

**GN-656 NO. TEHAMA CO:** **Great Location!** Ideal place to work, live and raise a family! 2,468 sf w/ 5 ops **\$275k**

**GN-667 OROVILLE:** **Great place to work & play!** Constant growth attracting an influx of residents! 1000 sf w/ 3 ops **\$325k**

**HN-213 ALTURAS:** Well managed, consistent revenues! **Collected ~\$760 in 2016!** 2200 sf w/ 3 ops + 1 add'l. **\$195k**

**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**

**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**

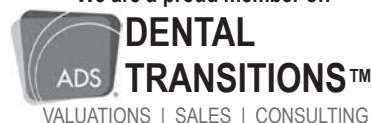
**EG-637 CITRUS HEIGHTS (Prosthodontics):** 1,680 sf w/ 2 ops. Plumbed for 1 add'l & Room to expand. **\$390k (Real Estate Also Available)**

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

**HG-644 NORTH AUBURN (Orthodontics):** 1750 sf w 5 chairs in open bay! **Call for Details!**

**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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## ASK THE BROKER

### What to do when a trusted source gives you bad information?

Recently a retiring doctor perused the website of a large and trusted dental insurance company and found information relating to practice sales. Part of that information included letters for sellers to give to their staff to make sure the selling doctor would be in compliance with state labor law upon the Close of Sale. The seller gave this letter to his staff and the following week when the buyer arrived for his first day after the purchase of the practice, half the staff did not show up for work!!! The buyer was rightfully shocked as a full day of dentistry was scheduled. The letter was incredibly blunt about the reality that the previous business no longer existed, therefore technically they were all fired. The selling doctor swore that he told the staff verbally that they all had jobs with the new buyer, but obviously the letter made it seem as if all their previous years of employment did not matter.

Goodwill is 75 to 80 percent of the value of any existing practice. Once the selling doctor is out of the office, the staff represents much of that goodwill. While the selling doctor in our above situation might have kept himself from being sued for some sort of labor law infraction, he set himself up to be sued by the buyer for harming the goodwill of the practice with that letter to the staff. The trusted website also stated "the buyer is not bound to keep the staff or status quo." It encouraged the buyer to look at all the current policies and then announce all changes to the staff, stating that all employees should then sign, and initial and date these changes in the employee handbook. Doesn't that sound like a great way to get new staff to love you? Of course, the poorly written information from this company carried a disclaimer, but that won't help the dentists who have followed that bad advice. I strongly recommend to our buyers that they keep the staff salaries and benefits the same for at least 3 to 6 months before making any changes.

After perusing this document and the related website myself, I did find some good pearls of information, but there were several other areas of misinformation that most dental attorneys in the field of transitions would also disagree with. **Don't believe everything you read on the internet!** Ask questions of experienced dental attorneys, dental accountants, dental brokers and dental consultants. If some opinion seems confusing or contrary to what you would think makes more sense, ask them to explain. Normally there will be a good explanation as to why most of us in this industry with experience give similar advice.

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

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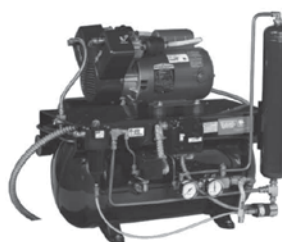
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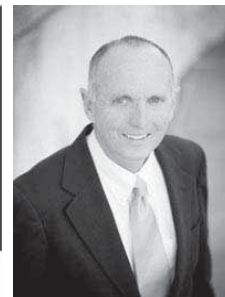
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Fee-for-service restorative  
 Practice beautiful contemporary  
 High tech office  
 Seller retiring  
 2015 revenues of \$945,414

**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**

### Inland Empire #1108

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

**Asking \$767,500**

### Fresno County #1091

Outstanding general practice  
 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**

### South Orange County #1112

General practice  
 2016 gross revenues \$332,548  
 Seller retiring

**Call for more details**

## Specialty Listings

### San Joaquin Valley #1094

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

**Asking \$549,000**

### Northern California #1106

PERIO practice  
 Four (4) treatment rooms  
 1,350 square feet  
 Solid 40% net grossing over  
 \$1,000,000 Office condominium is  
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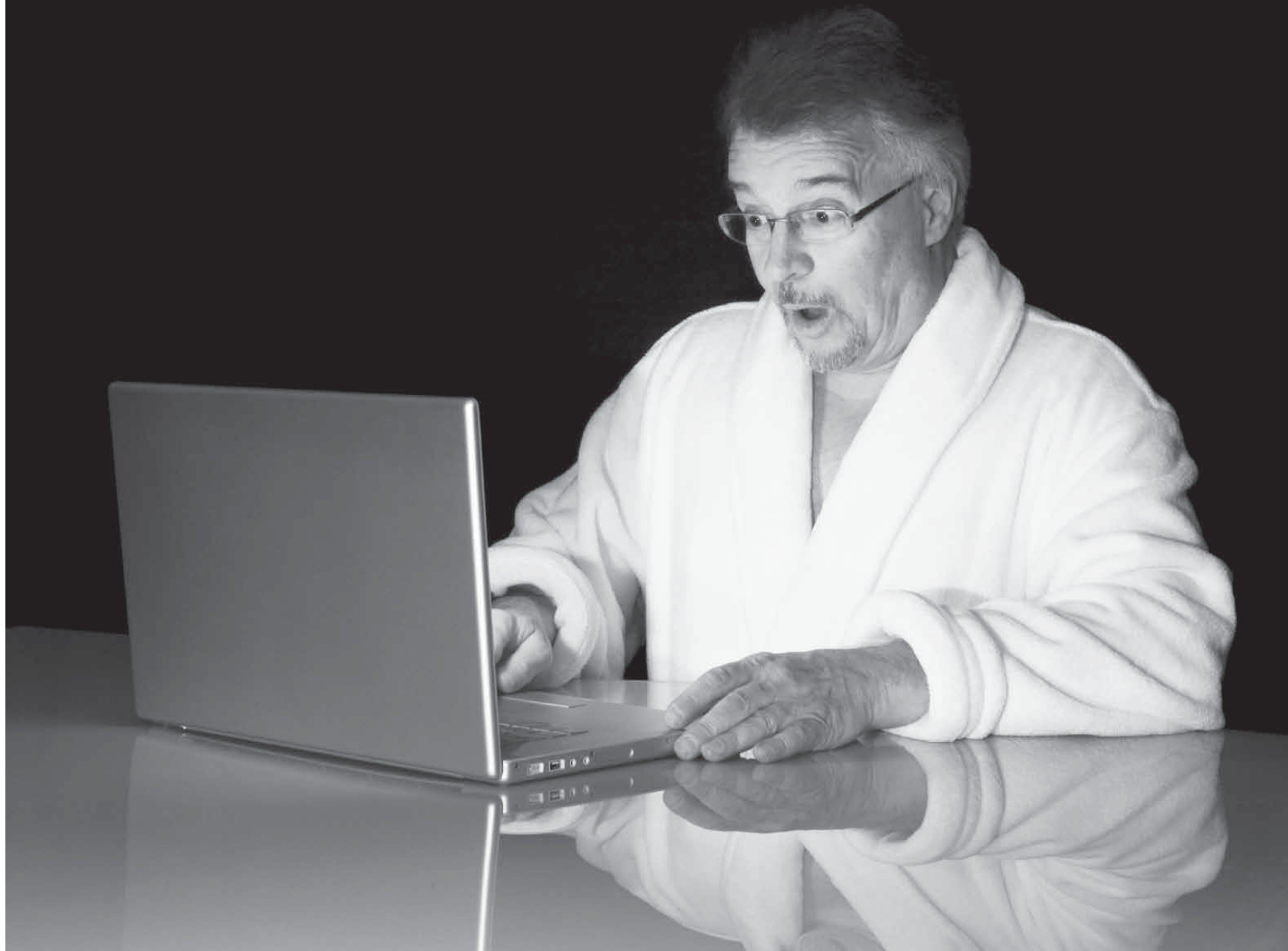
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**Cecilia Chen, Esq.** always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. –Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, [Cecilia@practiceatty.com](mailto:Cecilia@practiceatty.com) or [www.practiceatty.com](http://www.practiceatty.com).

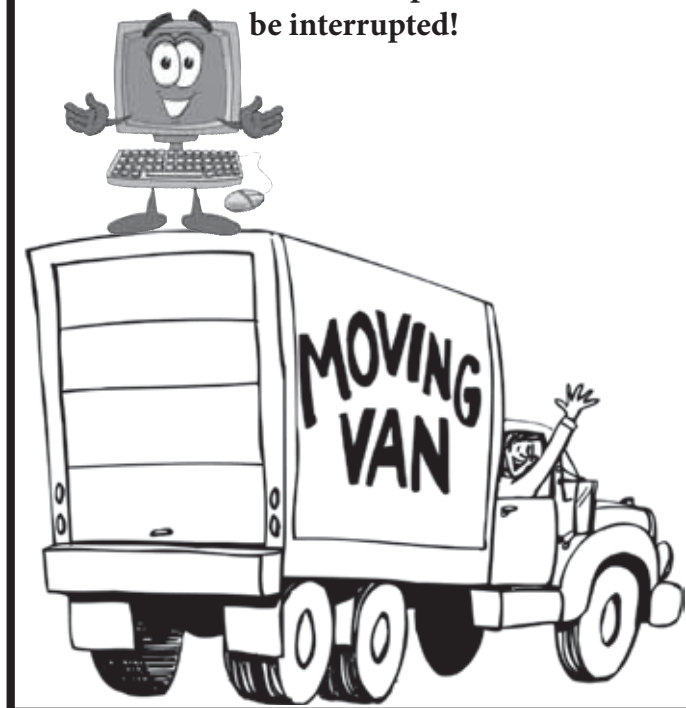
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**Luis Kong, DDS** (San Francisco, CA)- Thank you Dr. Chester Jeng of Law Offices of Jeng and Associates. Your prompt attention to my concerns is something I am so thankful for. Definitely, you are the "go to" attorney for me. Call Jeng & Associates 714-858-0536.

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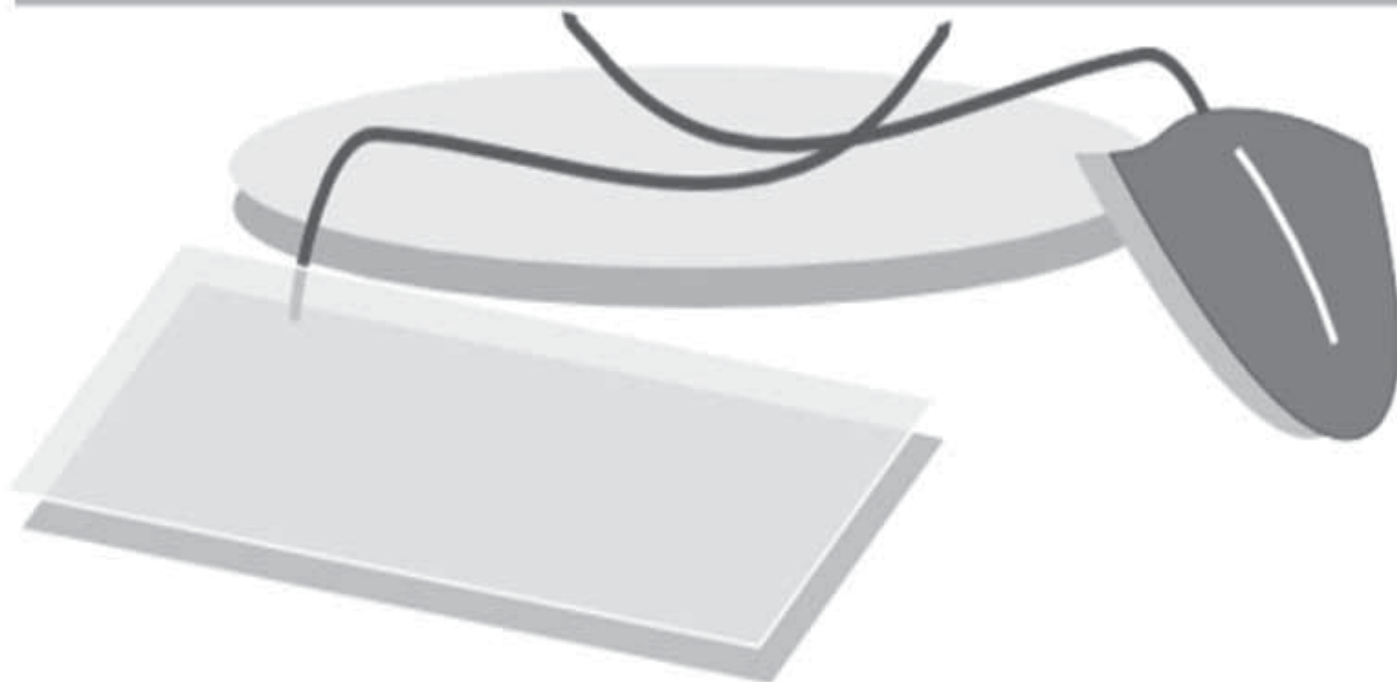
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