

THE Dental Trader

VOL. 14 NO. 4 • April '17
No. Calif. Edition

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APRIL 23, 2017
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Orthodontist Join private practice, Fremont/San Jose, 4-6 days/month, Start ASAP, Call 510.520.0136.

Endodontist Wanted for general practice in San Jose, PPO/Cash office. 1 day/month to start. Please send resume to: LWBIZ@yahoo.com.

Dental Equipment For Sale Typodonts - 3 \$59 each Whip-mix vacuum mixing kit Dr. Alla Zvonkina 415-440-4233.

Rembrandt Sapphire Curing Light. New condition, barely used. Asking \$600 OBO. Call 408-356-9144, serious inquiries only.

Ndyag laser Pulsemaster 600 American Dental Tech 2100\$. 831 6851533.

Biolase Waterlase IPlus Dental Laser 2015- Turbo handpiece, Gold handpiece must be sold- like new 714 719-9495.

13 Dental Chairs with Dental Units for sale. Call Lisa @ 661 267-4000.

Oral Surgeon wanted 1-2 days a month to perform all O.S. in my general practice in Sacramento area. Call (916)961-5363 or email fcwebber.dds@gmail.com.

FOR SALE-Recently retired DDS. Many new/like-new condensers and carvers for composites/amalgams. \$9.00 each (323) 851-6622.

NOVATO Located at busiest location in a well-known retail center in, 12+/- npts/mo, 4 ops in 1,90sf \$600k (CC-676) WPS/800-641-4179.

FOR SALE Recently retired DDS. New or almost-new perio scalers/curettes. Hu-Friedy or Hartzell only. \$9.00 each (323) 851-6622.

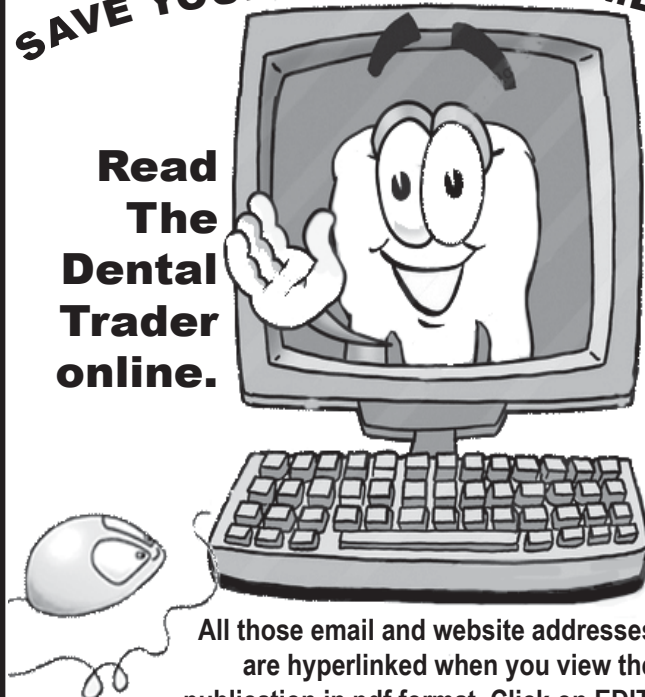
Dental Manager/Receptionist for a high tech GP office in Evergreen San Jose. Must know Dentrux. Call 408-608-4166.

Cecilia Chen, Esq. negotiated a 3-months rent abatement for my practice purchase, giving me the much needed capital during the transition period. — D. Aminov, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

Dental office for rent/sale in historic Jamestown. Great location @ 18259 Main St. 2 ops plumbed. \$700/month. 209-984-3035.

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X-ray film holders: replacement parts- \$10 all, X-ray aiming rings \$7 all, XCP bite blocks \$7 all Dr. Alla Zvonkina 415-440-4233 zvonkiny@gmail.com.

Contra Costa County DANVILLE ALAMO area 3 Ops gross \$400K long established good starter or merger Jim Rodriguez Golden State Practice Sales 925-743-9682.

OAKLAND PILL HILL near Sutter Health Gross \$646K 5 ops 1300 sft ORTHOPHOS XG 3D panorex Asking \$425K Golden State Practice Sales Jim Rodriguez 925-743-9682.

STOCKTON - 7 Ops, 2052 sq. ft., great lease. GR \$750,000, PPO, HMO and FFS patients. HSPPT-Jim Engel 925-330-2207-#CA361.

Associate Dentist@Modesto CA. 4days a week/send your CV to "pdentalcenter@gmail.com" or Contact me at 2096633689. Good Compensation.

Highly Profitable Dental Practice For Sale in Porterville, Ca. Price \$300,000. Call Perry Angress, Agent 661 301 6755 Sunbelt Business Brokers BRE# #01307469.

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ASSOCIATION OF PRACTICE BROKERS (NAPB)

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. 2016 Gross Collect \$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. **Back on the Market.**

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. **[SOLD]**

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. **ON HOLD**

ORTHO PRACTICE WITH (2) LOCATIONS - (#1) in SFV & (#2) IN EAST VENTURA CTY. Collect. approx. \$700K/yr. Cash/Ins/PPO. (14-15) new starts/mos. 45+ yrs of Goodwill. 500+ Active pts & 550+ in retainers. **[NEW]**

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. **[SOLD]**

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!**

WESTLAKE VILLAGE #5 - (4) ops/(3) 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

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

VENTURA COUNTY

OXNARD #9 - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. 2016 Gross Collect \$224K+ 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 equip. Dentrax s/w. Cash/PPO & some Denti-Cal. Gross Collect of ~ \$250K on a p.t. Associate run schedule. Averaging (15) new pts/mos. Sweetheart Lease & very low overhead. Seller does no advertising. Seller to concentrate on his main office. **PRICE REDUCTION.**

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Cupertino GP practice for sale 5 ops shared office, computerized, low overhead, collections over 500k. Seller motivated. Email to modbdental@gmail.com.

Trublend Trubyte shade guide for denture teeth \$15, Face bow (regular price \$185) \$60. Call Dr. Alla Zvonkina at 415-440-4233 zvonkiny@gmail.com.

Front desk scheduler needed for general Dentist office in Santa Clarita. Please email drlimsdental@gmail.com or call 661-255-0400.

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PRACTICE FOR SALE POWAY. High revenue GP with 7 days of Hygiene. 5 Ops in 1700 sq.ft. Professional Bldg. Digital SDPS: 760-500-7828.

Legal Tip: Sellers Does your lease allow you to assign the option term? Attorney Robert W. Olson, Jr., 805.963.1120, www.transdental.com.

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Dr. Seo



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Avvo Review #63

Posted December 1, 2013

Robert W. Olson, Jr., APC

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2 pelton and crane ops inc rear delivery cabs, pt chairs, assistant and doctor stools, will sell all or part if interested please call 209-712-5351.

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POWAY--JUST LISTED!! High Revenue GENERAL Practice with Insurance and Cash patients. 5 Ops in approx. 1700 sq.ft., along VERY Busy thoroughfare. Situated in single story Prof Bldg. Digital X-Rays. 7 days of Hygiene.

SANTEE--NEW LISTING!! Long-established GP with 4 Ops in approx. 1342 sq.ft. Located in strip center along busy thoroughfare.

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

IMPERIAL BEACH--NEW!! GENERAL Practice and **BUILDING** situated on busy thoroughfare near freeway. 4 Ops in approx. 1200 sq.ft.

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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OXNARD #9 Pract. & Condo for sale. (3) ops. Mixed pts. (\$4K+/mos.) Cap. Gross Collect \$224K+/yr p.t. D&M PRACTICE SALES 818.591.1401.

San Francisco Seller offering 37 year family practice. Prime location in the heart of San Francisco's financial district. Modern 1,537 square foot office built out in 2005. 3 year average gross receipts \$735K with 4 doctor days and 4 hygiene days per week. Lease expires 2025 with option to extend. Asking \$601K. Contact Carroll & Company at (650) 362-7004 or dental@carrollandco.info for details.

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ENDODONTIST NEEDED IN SACRAMENTO FOR A GP PRACTICE 1-2 DAYS A WEEK MAYBE MORE. 3D CBCT AND MICROSCOPE IN OFFICE. 916-900-7000

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



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Covina - SOLD!!!
Freestanding Building & Dental Practice for Sale!

- Gross over \$1 Mil. 6 Eq. Ops

Diamond Bar - SOLD!!!

- Freestanding Bldg. Low Rent.
- Retail Plaza. Gross ~ \$245K

Downey - SOLD!!!

- Gross ~\$465K.
- Affordable Rent. New EQ.

Lancaster - New Listing!

- No HMO and No Dental
- PPO/Cash, ~1,300 sq ft
- 2 Eq. Ops + 2 Add'l Plumbed

La Puente - Low Rent!

- Corner Lot in Strip Plaza.
- 3 Equipped Ops, ~1,400 sqft

Lawndale - Busy street!

- Equipment & Leasehold
- Strip Mall, Facing Main St.
- 5 Belmont dental chairs

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 Main Street!

- 4 Operatories, ~1,397sq.ft.
- Close to Retail/Shopping center

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 - Shopping Center

- Starter Location on busy main intersections. Good visibility.
- 3 Eq. Ops., ~1,100 sq.ft

Dental Practice for Sale Ventura County, CA

Fillmore - New Listing!

- Retail/shopping center
- 3 Eq. Ops + 2 Add'l Plumbed
- ~ 1000 sq feet

Santa Paula - New Listing!

- Located in a shopping plaza
- 3 Eq. Ops + 2 Add'l Plumbed
- ~ 1500 sq. feet.

Dental Practice for Sale Orange County, CA

Brea - Gross ~\$350K

- Located in Downtown Brea.
- Cash/PPO, ~2,400 sq.ft.
- 3 Eq. Ops, 2 Add'l Plumbed

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

Irvine - New Listing!

- Equipment & Leasehold
- In Shopping Center
- 4 Eq. Ops, Approx. ~1,635 sq.ft.

Laguna Hills - Beautiful Office

- Busy Retail Shopping Center.
- Cash/PPO. 4 Eq Ops, ~1,750 sf

Mission Viejo - Gross ~\$970K

- Large Shopping Center. 7 Ops.

Westminster - Freestanding Bldg & Dental Practice for Sale!

- Gross Over ~\$1 Mil.
- 2-Story Bldg Facing Main St.
- 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 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 - 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 - Dental Practice & Real Estate Available

- Gross ~\$125K on 3 days/wk
- Mostly Cash/PPO.
- 2 Eq. Ops + 2 Add'l Plumbed

Dublin - Starter Office

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

Fremont - Starter Practice & 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

Modesto - New Listing!

- Gross ~\$315K on 3days/wk
- 4 Ops. ~1,200 sq.ft.
- 50% Medical; 50% Cash/others

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 - Gross ~\$624K

- Mostly Cash/PPO. 4 - 5 Ops.
- Well-run office, 21+years.
- In Major Shopping Center.

San Jose - Gross ~\$850K.

- Mostly Dental, 5 Eq Ops.
- Shopping Center, ~1650 sf.
- Some PPO/Cash, No HMO.

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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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7	8	9	10	11	12	13
14	15	16	17	18	19	20
MOTHER'S DAY	21	22	23	24	25	26
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	MEMORIAL DAY					

CDA CONVENTION ANAHEIM 2017

April

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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 – 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 Pan and paperless charts linked to 10 computer workstations running MacPractice software. Owner retiring after 32 years in the community, 10 years at this location. Building may also be available for purchase! #CA374 Jim Engel - 925-330-2207.

CASTRO VALLEY – General Dentistry - Well established family practice housed in a warm 1700 sq. ft. office, near shopping and other business. 2015 Gross Revenue of \$530,000 on 4 day reduced schedule, 4 days of Hygiene. Eaglesoft PMS with 6 workstations, Schick Digital X-Ray, Fiber Optics & Laser. Age of Equipment is 4-14 years old and in great condition. Owner retiring after 27 years in the community, 20 years at this location. #CA368 Jim Engel - 925-330-2207.

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.

ELK GROVE Facility Only Sale – **NEW LISTING** - Completely furnished office in a strip shopping center. Seller moved to larger location in Old Elk Grove, approximately 3 miles away. Signage faces Elk Grove Bl., plenty of parking in front of office. A total of 5 Ops with 4 fully furnished. The 4 Ops have touch screen computers, nicely furnished. a separate room has a Orthralix 8500 pano unit. The 4 Ops share 2 x-ray units that swing into each Op. #CA411- Steve Caudill - 951-314-5542.

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 Operator 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 4 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 4 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.

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GREATER SACRAMENTO – Prosthodontic Practice- 2,099 sq. ft. Prosthodontic office with 5 operatories, Fiber Optic, Eaglesoft software. 2015 Gross Receipts of \$926K on 4 day week. Established at current location for 15 years. #CA377- Thomas Wagner - 916-812-3255.

MARIN COUNTY – This Central Marin Village office offers approx. 1250 sq. ft. with 3 fully equipped treatment rooms. This downtown shopping area location has housed a dental practice for over 70 years, 38 with the present owner. Fee 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 – General Dentistry Practice. This 1480 SF office is located on a major throughfare. 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, 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 - 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, 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.

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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 billing 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. **SOLD**

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 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. **SOLD**

MODESTO – General Dentistry Practice: This office had receipts of \$918,000 in 2015 with net of \$441,000. The practice has 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 1600 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. **SOLD**

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. **SOLD**

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 **SOLD**

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

BELL – General Dentistry- 3 Ops, Dentrix, Digital x-rays, and intra-oral cameras with plenty of street visibility. Practice takes PPO and Dental-Cal. 2015 GR \$453K with \$259K Adj. Net. #CA317- Kerri McCullough - 949-300-0312. **SOLD**

BEVERLY HILLS – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7000 sq. ft. equipment. 4 days hyg/week. 2015 GR \$1.2MM+. #CA210- Kerri McCullough - 949-300-0312. **SOLD**

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.

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. 2015 GR of \$562K with \$430K Ad. Net. #CA257 - Kerri McCullough - 949-300-0312. **SOLD**

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

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 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. **SOLD**

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. **SOLD**

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. **SOLD**

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

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. **SOLD**

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MANHATTAN BEACH – NEW LISTING – Periodontal Practice- This Manhattan Beach Perio Practice is priced to sell. It features 3 Operatories, Dentrrix, Dexis Digital X-rays, Laser, and an Intra-Oral Camera. 20+ years of Goodwill in the community. 2016 Gross Receipts of \$857K. #CA410- 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 – 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 – Endo Practice in a highly desirable city with 4 Operatories, 3 Equipped, Cone Beam CT, Microscopes, Dexis Digital X-Rays, and a paperless TDO system. Over 20 years of goodwill with a very strong referral base. 2016 Gross Receipts of \$598K and 317K Adjusted Net Income. #CA412- Kerri McCullough - 949-300-0312.

ORANGE COUNTY - NEW LISTING– Orthodontic Practice with 5 chairs is located in an upscale OC location. Paperless charting with OrthoTrac. 2016 GR of \$519K. #CA409- Kerri McCullough - 949-300-0312.

ORANGE COUNTY – Ortho Practice with 6 chairs in an open bay, plus 2 Ops and a Consultation room. #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 – This General Dentistry Practice with 4 Operatories has been established for 30+ years in a professional building. The practice is paperless, utilizing Dentrrix, Digital X-rays, and an intra-oral camera. There are 6 days of Hygiene per week and long-term staff. Seller plans on retiring but will assist with a smooth transition. 2015 Gross Receipts of \$795K. #CA387- Thinh Tran - 949-533-8308.

PALM DESERT – NEW LISTING - General Dentistry Practice with 9 Operatories, 8 Equipped. High-end build-out with Dentrrix, Digital X-rays, Pano, and Lasers. Selling doctor works a 4 day week with 2015 Gross Receipts of \$1.3MM and Adjusted Net Income 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, Dentrrix, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282- Kerri McCullough - 949-300-0312.

SAN BERNARDINO – NEW LISTING – Facility Only, No Patients - includes equipment – Beautiful 4 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, new equipment, OpenDental, Digital X-Rays, and Pano. \$236K GR with room to grow. #CA222- Thinh Tran - 949-533-8308.

VALENCIA – NEW LISTING - This General Dentistry Practice with 5 Ops, 4 Equipped, 1 Plumbed, E4D, Dentrrix, Dexis, and is paperless. 29 years of Goodwill, long-term staff, and 4 days of hyg./week. 2016 Gross Receipts of \$723K with \$358K Adj. Net. #CA413- 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, Dentrrix X-Ray. \$493K 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 – 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 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.

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, Dentrrix. Excellent location with great visibility. Established for 30 years. 2015 GR of \$921K with \$314K Adj. Net. #HI105- Russell Okihara - 619-694-7077.

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

MAUI, HAWAII – NEW LISTING - General Dentistry Practice with 3 Ops, Innova, equipped with a Planmeca panoramic X Ray, excellent location and patient base, dentist retiring, seller is motivated. #HI107- 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 Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2015 GR over \$350K. #HI102- Russell Okihara - 619-694-7077.

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AG-564 SAN FRANCISCO: 25 + yrs goodwill. Large 5600+ sf w/ 9 ops near Land's End **\$2.225M**

AG-645 SAN FRANCISCO: Low Overhead, compact practice ready for expansion or relocation. Retail/Commercial area. 2nd Floor **\$125k**

AG-669 SAN FRANCISCO: RARE opportunity in the heart of the City! 2 ops LOW OVERHEAD! **\$88k**

AN-514 SAN FRANCISCO Facility: Located in the bustling financial district! 1007 sf w/4 ops **Only \$75k**

AN-513 REDWOOD CITY: The practice of your dreams! 900 sf w/ 4 ops + 2 add'l **Now \$350k**

AN-642 SAN BRUNO: Don't miss this one! FFS, 5 ops 1950 sf **\$740k (Real Estate \$1.2M)**

BC-432 PITTSBURG: Family-oriented Practice! 1640 sf w/ 6 ops. Seller retiring. **\$350k**

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

BC-646 ORINDA: Well-established, family-oriented Practice, Word-of-Mouth Refs, 4ops in 1080sf. **\$825k**

BC-662 HAYWARD: Starter Practice in the "Heart of the Bay", near Hospital, 3 ops in 1056sf **ONLY \$75k**

BN-504 RICHMOND: Established Practice & Real Estate! 1450 sf w/ 2 ops + 2 add'l **\$100k /RE \$700k**

BN-679 ANITOCH: Established for more than 50 years W/ Large patient base! 3,600 sf w/ 9 Ops. **\$1.1mil/RE \$1.2mil**

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

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

CC-611 SO. MARIN CO: Desirable, well-established neighborhood, 20npts/mo 3ops, 1100 sf Price Reduction **\$625k**

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**

CC-676 NOVATO: Located at busiest location in a well-known retail center in, 12+/- npts/mo, 4 ops in 1,900sf **\$600k**

CG-616 NAPA: State of the Art Practice - Seller moving out of state! **\$425k**

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, 3 ops in 900sf **\$150k**

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 **\$650k**

DG-643 SAN JOSE: Seller Motivated! 3,300 sf w/ 4 ops + 2 add'l available! Call for Details! **Only \$65k**

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**

DN-665 SANTA CRUZ AREA: Loyal, stable, multi-generational patient base. FFS. 1,460 sf w/ 4 ops. **\$540k**

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

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!**

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EN-680 GREATER SACRAMENTO: Pristine in rural Northern California! Practice dentistry like it used to be! 1,500 sf w/ 4 ops. **\$295k**

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: Family-oriented Practice, 5ops in 2000sf, 6 npts/mo **\$350k for the Practice & \$400k for the Real Estate**

FC-677 FORT BRAGG: Beautiful, FFS Practice, 4ops +1 add'l, in 2375sf, Grosses over **\$1M annually \$500k**

GC-472 ORLAND: Live & Practice in charming small town community. 1000 sf w/ 2ops, Seller Retiring. **\$160k**

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

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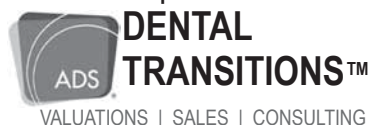
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Dental School Debt Affects Everybody – Sellers Too!

School debt is diminishing the number of active buyers in the market. Since the economic crash of 2009, we saw a seller's market as many aging baby-boomers that had planned on retiring decided to work a few more years to make up for their lost portfolios. Now that we are starting to see more practices coming to the market, we are not seeing as many interested buyers as we'd expect, especially considering the additional dental schools that have been built in the past 10 years. I attribute this slowdown in buyer activity to three issues:

1) Since Jim Pride passed away in 2004, there has been no voice to replace his message of "Go out to the small towns and knock it out of the park." He was a big component of making it big in smaller towns where the overhead costs and cost of living are much lower than in the big cities. I believe his line was "Work 4 days in the country and fly your plane into the city on the weekends and take your city classmates out for dinner". Our practices located in the desirable parts of the Bay area are still getting record offers, higher than we have seen in the past. However, practices in the Central Valley from Fresno to Redding are seeing less activity than ever before, and even the Sacramento area is slower.

2) Corporate dentistry is attractive to new graduates who have a large amount of debt. I understand as I worked for corporate for 2 years after my graduation. I believe I honed my dental skills much quicker than some of my classmates because I was exposed to more dentistry in that time than they were. However, as my last article on corporate dentistry* pointed out, corporate dentistry exists to make a profit from the hands of the dentist. This brings us to our third reason there are less buyers out there.

3) DEBT. The current new graduate has an estimated \$350,000 of combined school debt. That number rises every year as college, dental school costs and the cost of living goes up. Many of the graduates are afraid of entering into more debt through the purchase of a practice. They choose to sign onto a corporate position and stay there indefinitely.

What these students don't realize is that purchasing a successful practice is the best way to pay off this debt. Their best path initially is to get an associate or GPR position to hone their skills and speed. Once this is accomplished in a couple of years or so, they need to realize that they will take home on average 50 to 75 percent more as an owner performing the same amount of dentistry. This "extra profit" is why corporate dentistry exists, and wouldn't it be better for the young dentist to use that profit as a business owner to pay off their debt?

*Previous Corporate Dentistry Article available at: <http://westernpracticesales.com/wp/publications-and-articles/>

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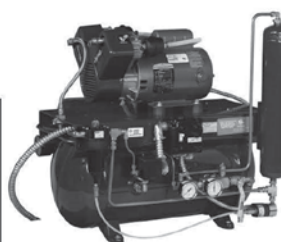
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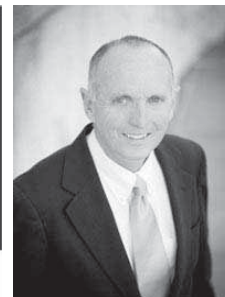


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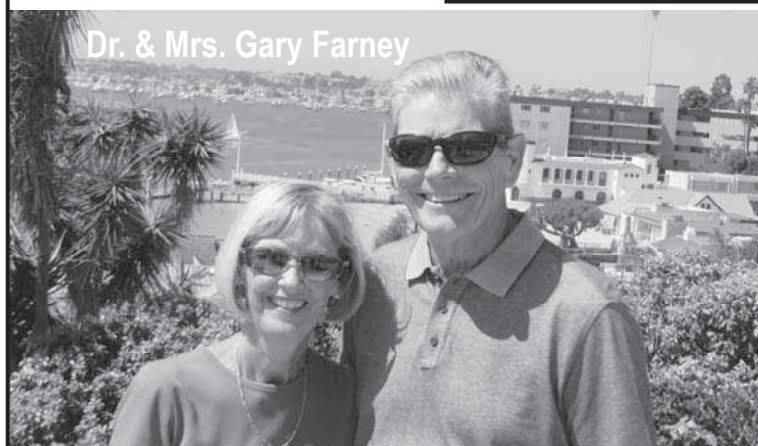
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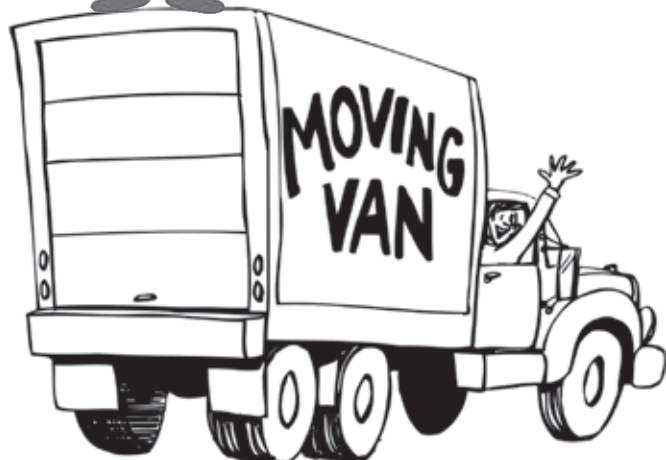
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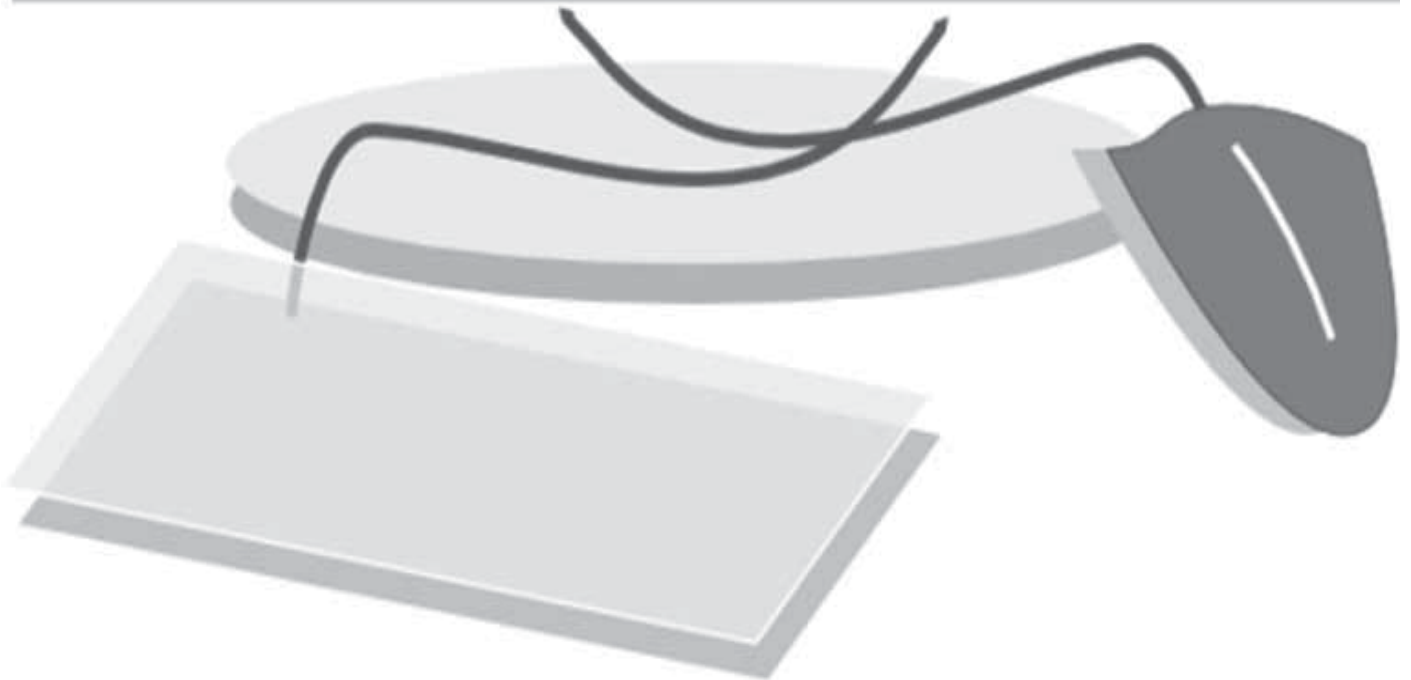
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