

# THE Dental Trader

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

**Kodak 8000** panoramic.. please call 626-825-4406 or email [chofi2771@hotmail.com](mailto:chofi2771@hotmail.com).. for sale. thank you.

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

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

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**PANO for SALE..** Belmont X-Caliber-H EX-1000, yr 2000. Good working cond. In San Jose. Plug 'n use. \$1,500. Local pick-up prefer. Call (408) 910-4470.

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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. 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 \$301K+ 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]**

**CARSON** - (3) op comput. G.P. on a main thoroughfare w/ HUGE SIGNAGE! Newer eqt. Paperless, digital x-rays & pan/ceph. Started from scratch late 2012. Mixed pts. \$2.5K/mos Cap. Cks. 2016 Collect. \$244K & growing. Seller moving. **[NEW]**

**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]**

**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]**

**PANORAMA CITY #3** - (3) op comput G.P. in a retail ctr @ a major intersection. Excellent exposure, visibility, & signage. Cash/PPO pts. Digital x-rays. Gross collect ~ \$185K p.t. Does no advertising. Practice will skyrocket w/ more hours & some advertising. Sale due to partial disability. **[NEW]**

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

**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

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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 & 10% Denti-Cal. Gross Collections approx. \$275K/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

**CENTRAL CA COAST** - High producing & very profitable G.P. with Seller work back. (7) op comput. G.P. located street level in a smaller professional bldg. near the downtown business district. 2016 Collections of \$1.6M. Projecting \$1.8M in 2017. Pract. does no advertising. Averages (12) days of Hygiene/wk. Cash/Ins & one PPO. 78+ yrs of Goodwill. Digital x-rays & digital Orthopantomograph. Refers out Implant placement, diff O.S., all Ortho, all Perio Surgery and most molar Endo. The two Sellers wish to work back for 8-24 mos. to facilitate a successful transition, & to wind down their careers with less administrative demands prior to retiring. This practice is ready to go to the next level & Sellers are anxious to help. **[NEW]**

### 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. **PRICE REDUCTION**

**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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**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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**Cecilia Chen, Esq.** is very knowledgeable in dental law, particularly when it comes to partnership buyouts and practice acquisition. – Richard Lindsay, DMD. 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).

**General Dentist** wanted for an upscale private practice in Ridgecrest, CA. Looking for a talented & responsible dentist to work as an associate & that would like a long term opportunity. Call 760-446-9011 or email [rfdridgecrest@hotmail.com](mailto:rfdridgecrest@hotmail.com).

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**For Sale TUTTNAVER** Valuklave steam sterilizer good condition Model 1730MK V \$1,200 Matrix Centuron N2O mixer complete with hoses and tanks and nose pieces \$950 Two complete Electrotorque motors transformers and three Gentle power LUX 25LPR high speed hand pieces with tubing and hoses \$2,500 Call Jim Harrower 530-279-1210.

**WALNUT CREEK** Recently remodeled office located in this semi-rural community in a serene environment. 1000sf w/ 4 Ops. \$432k (BC-681) WPS/800-641-4179.

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**Plaster block** of teeth (model) prepared for crowns or amalgam – 2 \$3 each Dr. Alla Zvonkina at 415-440-4233 [zvonkiny@gmail.com](mailto:zvonkiny@gmail.com).

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**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.

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

#### **Baldwin Park - New Listing!**

- Equipment & Leasehold
- In retail shopping center
- Ortho/pedo office
- ~4,369 sq ft, 18 Ops.

#### **Covina - SOLD!!!**

#### **Freestanding Building & Dental Practice for Sale!**

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

#### **Downey - SOLD!!!**

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

#### **Lancaster - New Listing!**

- No HMO and No Denticol
- 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 - New Listing!**

- Across from shopping plaza
- Reasonable rent.
- ~1300 sq. ft., 4 Ops.

#### **Pico Rivera - Gross ~\$480K.**

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

#### **Van Nuys - Shopping Center**

- Starter Location on main st.
- 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!**

- Shopping plaza, ~1,500 sq.ft.
- 3 Eq. Ops + 2 Add'l Plumbed

### 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 ~\$850K**

- 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 in Large Retail Centers.
- Rialto: ~3,500 sq.ft., 8 Ops
- Rancho: ~2,100 sq.ft., 5 Ops

#### **Rancho Cucamonga - New Listing**

- Practice & Real Estate for Sale
- Gross ~\$575K, CASH/PPO
- 4 Eq. Ops. + 4 add'l plumbed
- Freestanding bldg, ample parking

### 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 & Central 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 Jose - Real Estate & Starter Practice for Sale**

- Constructed in 2014.
- Modern. Retail Center.
- Major Intersection.
- 6 Equipped Ops, ~2,500 sq.ft.

#### **San Jose - SOLD!!!**

- Gross ~\$360K. Medical 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 Denticol, 5 Eq Ops.
- Shopping Center, ~1650 sf.
- Some PPO/Cash, No HMO.

#### **Turlock - New Listing!**

- GP located in strip mall
- 4 Ops. Mostly cash/PPO

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Lake Isabella **\$95,000**  
Porterville **\$330,000**  
Silicon Valley **\$245,000**  
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➡ = Turnkey Practice

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Paso Robles **\$150,000**  
Paso Robles **\*IN ESCROW\***  
Santa Barbara Co. **\$525,000**  
Santa Barbara Co. **\$400,000** [A]  
Santa Maria **\$125,000**  
Santa Maria **\$252,000**  
Santa Maria **\$450,000**  
Santa Ynez Valley **\$180,000** [A]  
San Luis Obispo **Coming Soon!**  
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San Luis Obispo **\$220,000**  
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Sincerely,  
DDS (Doctor's name withheld by request)

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**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

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**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, intra-oral 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

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**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

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**GREATER EL DORADO HILLS** – Beautiful stand-alone 1,500+ sq. ft. 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 HILLS** – *NEW LISTING* - Well-designed 2,400+ sq. ft. office with 6 ops, digital x-rays, Ortho phos XG 3D digital pan, Cerec, Picasso Laser, and Dentrux software. 2016 collections: \$1.8M Desirable location. Owner relocating/retiring. #CA414- Thomas Wagner - 916-812-3255

**GREATER EL DORADO COUNTY** – General Practice: Four day per week practice in 1700 sq. ft. 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 collections of \$850,000. Buyer must purchase 1600+sq. ft. 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. 7 ops w/ Digital X-ray, Pano, and Datacan software. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255

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

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**MARIN COUNTY** – This Central Marin Village office offers approx. 1250 sq. ft. with 3 fully equipped treatment rooms. This downtown shopping area location has housed a dental practice for over 70 years, 38 with the present owner. Fee for **SOLD** 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 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, Dextrix 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 Endo Vision software. Average age of equipment is 15 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, Dextrix 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** – 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, 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, Dextrix/Dexis and 12 workstations, laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357- Jim Engel - 925-330-2207.

**SAN FRANCISCO: FINANCIAL DISTRICT** – Periodontal Practice and Condo Unit. This four op office in downtown San Francisco has gross receipts of \$714,000 and a net income of \$363,000 in 2014. The seller is also selling his condo unit occupied by his practice. The condo unit has 1,160 sq. feet with a northwest exposure and beautiful view. Excellent opportunity to work and own your own office space in the downtown area of one of the world's most vibrant cities. #CA274- Dennis Hoover - 209-605-9039.

**SAN JOSE** – GP Chart Sale: Saratoga Avenue lease cannot be renewed and owner wants to retire! 2015 GR of \$550,000.00 on two and a half day work week. Selling all Active and **SOLD** 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 Dextrix 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.

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**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 Dentrrix software. 2015 GR of \$911,000 on 4 day/week, practice established 25+ years. Owner retiring. #CA389- Thomas Wagner - 916-812-3255

**VACAVILLE** – *NEW LISTING* - 1,400 sq. ft. leased office established 25+ years, with 4 operatories, equipped with intra-oral camera, Gendex digital x-ray, and Dentrrix software. 2016 GR of \$807,000 on 3½ days/week. Owner retiring. #CA416- Thomas Wagner - 916-812-3255

**WINE COUNTRY – NORTHERN CALIFORNIA** – *NEW LISTING* - PERIODONTAL PRACTICE. Located in the beautiful wine country of Northern California, the 2016 receipts were \$1,997,000 with a \$978,000 adjusted net income in this 3,000 sq. ft. office space. Building is also for sale. Sellers are retiring but will remain for the transition. #CA418- Dennis Hoover - 209-605-9039

### CENTRAL CALIFORNIA

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

**MODESTO** – General Dentistry Practice: This office had receipts of \$918,000 in 2015 with net of \$441,000. The practice has 4 days of hygiene, digital x-rays, Pano, Dentrrix 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 a two office free standing building near hospital. Office is 1,342 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

**ANAHEIM** – *NEW LISTING* – Facility Only – Move-in ready with 3 equipped Ops, 2 X-ray Heads, PracticeWeb software with 5 computers, and digital x-rays. #CA419- Thanh Tran - 949-533-8308

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

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

**BEVERLY HILLS** – General Dentistry Practice. 5 Ops in 1,500 sq. ft. EagleSoft, Digital, CEREC, ~7 yr. new equipment. 4 days hyg/week. 2015 GR \$1.2MM+. #CA210- 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. 2016 GR of \$290K with \$143K Adj. Net on 3 days per week plus one Saturday per month. #CA348- Kerri McCullough - 949-300-0312

**COASTAL ORANGE COUNTY** – *NEW LISTING* – Periodontal Practice - features 5 equipped ops, 1 add'l plumbed, with 30 years of goodwill. Great location. Computer Age software and Pano. 2016 GR of \$389K on a 3 day work week. #CA417- Kerri McCullough - 949-300-0312

**CYPRESS** – General Dentistry. 5 Ops, Est. for 35 years. 7 days of Hyg/week, most specialty work referred. 2015 GR of \$322K 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, digital x-rays, and intra-oral camera. 2015 GR of \$450K and \$182K Adj. Net Income. #CA372- Thanh Tran - 949-533-8308

**GREATER LOS ANGELES AREA** - Periodontal Practice-5 Ops, Dentrrix, Digital X-Rays, Laser, Intra-Oral Camera. Great referral base, 34 Years of Goodwill. 2016 Gross Revenue of \$713K with \$304K Adjusted Net Income. #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. 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. 2016 GR of \$937K with low overhead. #CA393- Kerri McCullough - 949-300-0312

**INLAND EMPIRE** – General Dentistry Practice with 7 Ops in a 3,000 sq. ft. suite, State-of-the Art equipment and technology. GR of \$1.3M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283- Kerri McCullough - 949-300-0312.

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

**LA QUINTA** – *NEW LISTING* - General Dentistry. 8 Ops in Shopping Center at La Quinta's busiest intersection, 25 years goodwill. Last year's GR \$1.647M (Net of \$450,000+) PPO/Cash only, Seller works 4 days/wk. with specialist working 1 to 2½ days/mo. State-of-the-art office, Digital X-Rays, Great Opportunity, Seller retiring. Steve Caudill - 951-314-5542

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

**LOS ANGELES WEST SIDE** – *NEW LISTING* – This General Dentistry practice with 5 Ops, 4 Equipped is located on LA's West side. The practice's busy main street location has great visibility. Open Dental, Digital X-rays. 2016 GR of \$461K with \$185K Adj. Net. #CA415 Kerri McCullough - 949-300-0312

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

**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** – *NEW LISTING* – Facility Only- This Newport Beach Facility Only features 4 Ops, 3 Equipped, Dentrrix Software, Digital X-rays with sensors, High-End Equipment <10 years old, and a modern design. Seller is moving out of the area. #CA420- Thanh Tran - 949-533-8308

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**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, 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** – Endodontic 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 in an upscale Orange County community with 5 chairs and 36+ years of goodwill. Practice utilizes OrthoTrac Management with paperless charting and Dolphin Imaging. 2016 GR of \$514K with low overhead. #CA409- Kerri McCullough - 949-300-0312

**ORANGE COUNTY** – Orthodontic Practice with 6 chairs in an open bay, 2 Ops and a Consultation room. Paperless with a digital Pan/Ceph. 2015 GR of \$945K and \$300K Adj. Net. #CA371- Kerri McCullough - 949-300-0312

**OXNARD** – General Dentistry Practice with 4 Ops, Est. for 30+ years in a professional building. Dentrux, Digital X-rays, Paperless, and an intra-oral camera. 6 days of Hyg./week and long-term staff. Seller plans on retiring but will assist with a smooth transition. 2015 GR of \$795K. #CA387- Thinh Tran - 949-533-8308

**PALM DESERT - NEW LISTING** – General Dentistry Practice with 8 Ops, 3200 sq. ft., 2016 GR \$1.1M, Digital x-rays, nice location, building has signage. Owner plus 3 Associates work in the practice. - Steve Caudill - 951-314-5542

**PALM DESERT - NEW LISTING** - General Dentistry Practice with 9 Operatories, 8 Equipped. High-end build-out with Dentrux, 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, Dentrux, Dexis, Laser, and CEREC. Established 50+ years. Building also for sale with practice. #CA282- Kerri McCullough - 949-300-0312

**RIALTO - NEW LISTING** – General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dentrux and Intra-oral camera. 2016 GR of \$253K. Seller is retiring. Kerri McCullough - 949-300-0312

**SAN BERNARDINO - NEW LISTING** – Facility Only, No Patients - includes equipment – Beautiful 4 Op office, nicely decorated, 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** – This General Dentistry Practice is in a beautiful creekside location. Established for 40+ years with 4 Ops in 1,500 sq. ft., 2,600 active patients and 7 days of hygiene per week. FFS/Delta Premier only. 2016 GR were \$955K on a 4 day work week. #CA291- Kerri McCullough - 949-300-0312

**SANTA MARIA** – General Dentistry practice with 3 ops. FFS/PPO practice and patients are seen 3 days per week with 1 day of hygiene. 2015 GR of \$262K. #CA324- Kerri McCullough - 949-300-0312

**SOUTH ORANGE COUNTY** – Pediatric Dentistry. 4 Ops, 1 year new equipment, OpenDental, Digital X-Rays, and Pano. \$250K 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, Dentrux, 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

**YUCCA VALLEY - NEW LISTING** – General Practice for sale. 5 Ops, Retiring seller works a 4 day week with 27 years of Goodwill. Office condo also for sale if desired. 2016 GR \$586K- Steve Caudill - 951-314-5542

### SAN DIEGO

**CHULA VISTA** - General Dentistry- Est. 50 years ago, seller acquired 35 years ago. 4 Ops, 3 1/2 days of hygiene, Dentrux Software. \$493K GR, seller is retiring. #CA109- Russ Okihara - 619-694-7077

**LA JOLLA** – Quality-driven General Practice, 3 Ops, FFS, Delta Premier, Hygienist, 2014 Revenues: \$559K, Dentist Retiring. #CA278 - 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** – 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 Endodontic Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara - 619-694-7077

### OUTSIDE OF CALIFORNIA

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

**OAHU, HAWAII** – General Dentistry practice with 3 Operatories. Practice utilizes Dentrux, 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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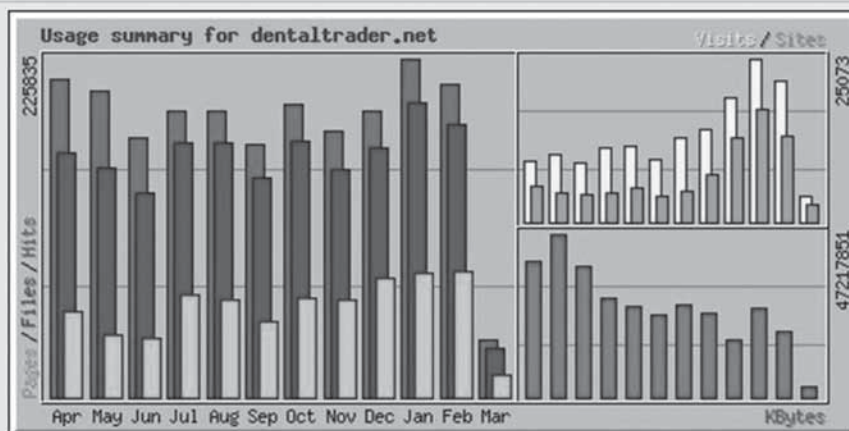
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# DDS Rank Doubled Our Website Traffic

“Just out of curiosity, I tried the free automated website evaluation from DDS Rank. I instantly got a highly detailed report showing our site’s strengths and weaknesses. I don’t speak “BI-NARY” and some of the jargon was “over my head” so I contacted the company and was amazed to learn that the “corrections” would not entail lots of expensive blogging, social site

activity, uploading of videos, adding secondary websites and paying for Google ads (like most SEO companies recommend). Instead DDS Rank recommended a half dozen programming changes to our website. I forwarded their instructions to our webmaster (this was mid-April 2016) and was told to give it six months to take effect. Look at our server logs now!

(Server log statistics in early March 2017)



Summary by Month										
Month	Daily Avg				Monthly Totals					
	Hits	Files	Pages	Visits	Sites	kBytes	Visits	Pages	Files	Hits
Mar 2017	6331	5456	2545	641	2592	3340946	3848	15273	32738	37987
Feb 2017	7448	6507	2991	773	13197	18872257	21645	83769	182216	208553
Jan 2017	7285	6325	2657	808	17187	25868895	25073	82371	196086	225835
Dec 2016	6157	5363	2572	617	12824	16711146	19137	79747	166280	190867
Nov 2016	5924	5053	2162	474	7191	24454475	14241	64878	151599	177733
Oct 2016	6298	5514	2141	420	4792	26890591	13027	66386	170958	195254
Sep 2016	5613	4860	1689	323	3965	23829358	9711	50686	145824	168404
Aug 2016	6163	5487	2088	376	5360	26412057	11679	64741	170116	191070
Jul 2016	6159	5490	2195	370	4428	28593593	11492	68061	170205	190958
Jun 2016	5777	4525	1312	305	4167	37958864	9150	39372	135773	173326
May 2016	6571	4919	1354	330	4420	47217851	10238	41992	152497	203715
Apr 2016	7045	5439	1899	311	5445	39060766	9341	56978	163171	211377
Totals						319210799	158582	714254	1837463	2175079

After almost 6 months to the day we saw a 33% increase in traffic and it continued to climb consistently. After eight months our monthly traffic is up nearly 2.5 fold! From an average of 10,000 visitors to 25,000 visitors a month. That’s doing NOTHING but changing some basic stuff on our website to make us more search engine-friendly. In fact, the revisions were so simple to implement, our webmaster didn’t even charge us for them.

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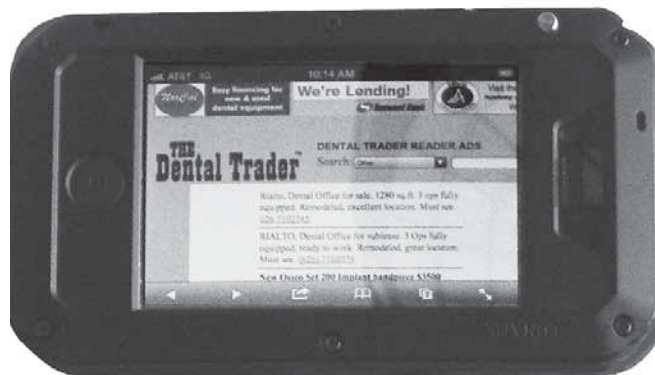
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**AC-624 SAN FRANCISCO:** Wonderful Patients, solid income in great stand-alone bldg. **\$475k**

**AC-640 SAN FRANCISCO:** On 23rd Floor of Prestigious SF Bldg, 2ops in 700sf. Seasoned Staff, Seller Retiring **\$175k**

**AC-649 SAN FRANCISCO Facility Only:** Richmond District, 3 ops+1 add'l, Equipment less than 5yrs old **\$155k**

**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-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)**

**AN-686 SAN FRANCISCO:** The office designed w patient flow and maximum office efficiency. 1,000 sf w/ 4 ops. **\$825k**

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

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

**BC-681 WALNUT CREEK:** Remodeled office located in this semi-rural community, 1000sf w/ 4 Ops. **\$432k**

**BC-682 CONCORD:** Located in desirable, bustling community w/ seasoned, caring staff. 836sf w/ 3 Ops. **\$224k**

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

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

**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 **Reduced \$190k**

**CC-676 NOVATO:** Located at busiest location in a well-known retail center in, 12+/- npts/mo, 4 ops in 1,90sf **\$600k**

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**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-671 SAN JOSE:** Starter Practice in desirable neighborhood, 6 npts/mo, 3ops 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-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**

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

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**DN-688 MONTEREY:** Equipped with state-of-the-art equip& latest technology! 1,900 w/ 5 ops. **\$1.4mil/RE \$795k**

**DN-693 SAN JOSE Facility:** Attractive & Spacious! Faces one of the city's major thoroughfares. 1,080 sf w/4 ops. **\$150k**

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

**EG-673 SACRAMENTO:** Beautiful established dental practice lease opportunity! **Call for Details!**

**EG-685 LINCOLN/ROCKLIN:** Perfect Location in amazing community! Retail Shopping Center w/ 4 ops **\$570k**

**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 **\$300k**

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



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**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**

**EN-664 SACRAMENTO Facility:** Great corner location, excellent visibility and easy access! 2,300 sf w/ 4 ops. **\$55k**

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

**EN-689 SACRAMENTO Facility:** Bring your talents, hang your sign & make it your own! 2,000 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:** 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 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**

**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-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**

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**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**

**GN-668 BUTTE COUNTY:** Remodeled in 2010! In a well-maintained, long-established Professional complex. 1,200 sf w/ 2 ops. **\$95k**

**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**

**IG-687 TURLOCK:** Established quality practice is a remarkable opportunity for you! 2,000 sf w/ 5 Ops. **\$298k**

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**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-690 LINDSAY:** Stable, multi-generational patient base who are loyal & appreciative. 1,700 sf w/ 3 ops. **\$150k/ RE 150k**

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**KC-678 LOMPOC & SANTA MARIA:** Live and Price along the central coast, 10 npts/mo, plenty of room for growth, **Call for Details! \$240k**

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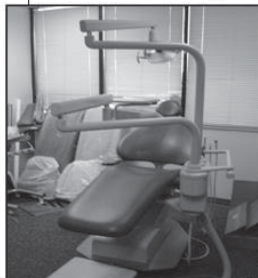
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DDS/Broker

## ASK THE BROKER

### DELTA DENTAL SETTLED!

### Or is it?

The CDA has announced that they have settled their 3.5 year legal action with Delta Dental. The details of this settlement can be found on [cda.org/delta](http://cda.org/delta) and is expected to be finalized this month. Delta is being forced to pay over \$34 million dollars to providers that were underpaid by Delta. They are being forced to provide a 120 day notice of fee changes, as compared to the normal 45 day notification period. They are being forced to provide all Premier Providers an individualized analysis of the financial impact to their practice from a changed fee schedule based on the previous year's 12 month history. While this is a GIGANTIC win for the CDA, there are a few issues that all dentists need to understand.

1) Delta has been reducing the portion of their "Premier" business for several years. It probably accounts for only about 4% of their total business at this time. I would anticipate that they will give the required 120 day notice of a change in fee schedule to the Premier plan shortly after the settlement is finalized. The question will be how much the fees will be reduced. Will they simply reduce the Premier plan fees to match the DPO plan fees, which would amount to a 25% - 30% reduction? (This is what Delta did already in several states)

2) When this happens, every Premier provider will now be able to get the analysis directly from Delta on how this will affect their practice. How do you Premier providers think this will affect the value of your practice?

For the past 50 years, most of what we referred to as traditional "fee for service" practices were also Delta Premier Providers. I believe the traditional "fee for service" provider will soon have to be an "out of network" provider when it comes to Delta. Not only will this take a great deal of patient education to keep your quality patients in your practice, Delta refuses to send the reimbursement checks for dental services directly to the "out of network" providers. I wished that this was addressed in the aforementioned CDA action. I believe that the next ADA/CDA marketing campaign should be to educate patients that they can remain with traditional "fee for service" providers who will now have to go "out of network". The patients should be able to dictate to the insurance company that their benefits should be applied to their treatment, whatever the fee schedule, with the doctor of THEIR choosing!

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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### Article 2.86 Use of Oral Conscious Sedation for Adult Patients

**§1647.19.** License and conditions required to administer oral conscious sedation.

A dentist may not administer oral conscious sedation on an outpatient basis to an adult patient unless the dentist possesses a current license in good standing to practice dentistry in California, and one of the following conditions are met:

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**Periklis Proussaefs DDS, MS** is a prosthodontist and Associate Professor at Loma Linda University. Dr. Proussaefs has published over 50 peer-reviewed articles in the dental literature, and has been serving as an Editorial Board member for the Journal of Prosthetic Dentistry, the Journal of Prosthodontics, and the Journal of Oral Implantology.

Dr. Proussaefs has received formal training in all forms of sedation since 1997. Part of his residence program at LLU included full time training in general anesthesia. He has been providing dental care for patients under I.V. (moderate) sedation or oral (minimal) sedation. His seminars focus on SAFETY, and in particular airway management, patient monitoring, and handling emergencies. The course involves lecturing, hands-on practicing on a manikin, and real patient experience. The discussion with the instructor will focus on sharing the instructor's 20 years' experience in sedating dental patients.



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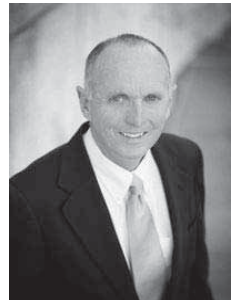


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X-ray equipment  
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2016 gross revenues \$512,708

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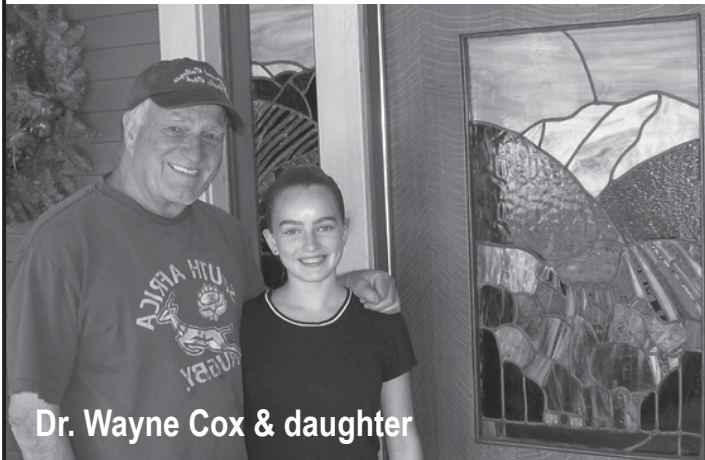
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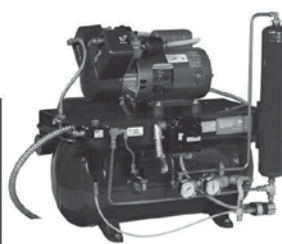
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27	28	29	30	31		
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**Cecilia Chen, Esq** always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita 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).

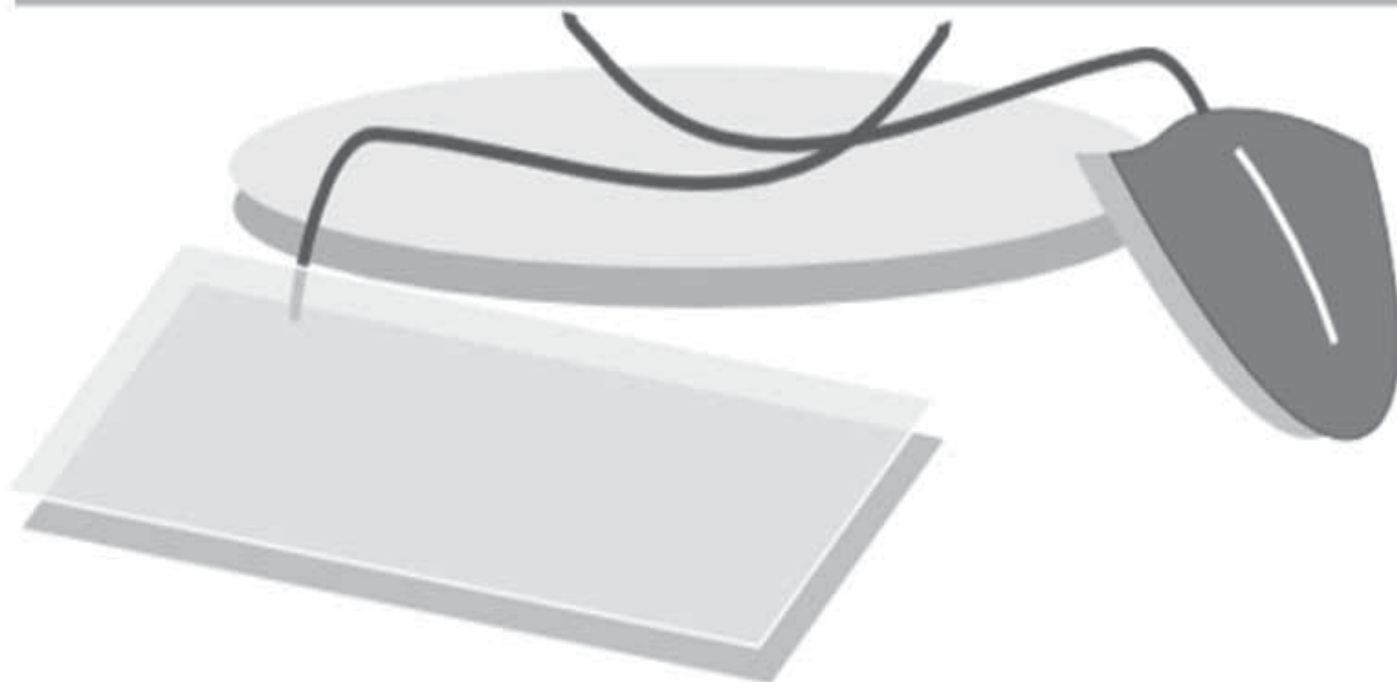
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