

THE Dental Trader

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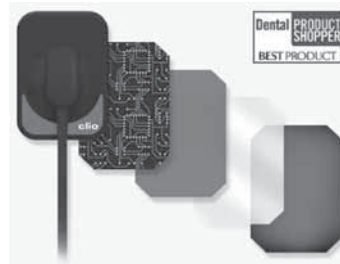
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Orthodontist wanted for general practice in Daly City, California.
please send resume to quanlidongdds@gmail.com.

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Oral Surgeon Needed 1-2x a Month in San Francisco GP
office 4 Implants & Extractions Email resume to
inglesidedentalsf@gmail.com or call 415.333.4232.

Kodak 8000 panoramic.. please call 626-825-4406 or email
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Oakland office is seeking a hygienist, near BART station.
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2013 Itero Scanner-Patients love not using impression
material. Carolyn 714-990-8891.

13 Dental Chairs with Dental Units for sale. Call Lisa @ 661
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For rent: 1-2 operatories in San Francisco avail 1-3 days/
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For Sale Belmont Photx II dental X-ray units. Pristine con-
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and going on summer vacation.



If you have questions, you will find the answers on our
FAQs page at www.dentaltrader.com
Enjoy your summer and thanks for choosing

The Dental Trader

We do not publish a July edition.

PRACTICE FOR SALE San Diego GP w/ 18 yrs of Goodwill. 3
Ops in 1020 sq.ft. SDPS: 760-599-7828.

Hayward/San Jose Dentist Opportunity is for Doctor who is
personable, productive and looking for long term posi-
tion. Please call: 510-782-7821.

intra oral camera Spectra Vu/sony printer UP-20/sony
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Dental-Assistant Needed PT in San Francisco GP office starting
at \$15/hr. Email resume to inglesidedentalsf@gmail.com
or call 415.333.4232.

Wanted to purchase general practice in the Fresno area.
Looking for well established practice with Ins, cash only
Pt. 559-287-5488.

Front Desk needed for Dental Office, minimum 3 years
experience, if interested send resume to serenafamily-
cosmetic@gmail.com to schedule an interview.

Dental assistant needed for Clairemont Mesa area, minimum
2+ year experience, interested send resume to serena-
familycosmetic@gmail.com.

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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Paul Maimone Broker/Owner
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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. Exposure/visibility/signage. Cash/Ins/PPO. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2016 Gross Collect \$600K+ on a (4) day wk. (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. **Back on the Market.**

CANOGA PARK - (2) op comput, G.P. in a small one story prof. bldg. with some exposure & signage. Room for an add. op. Low overhead office. Cash/Ins/PPO/HMO/Denti-Cal. Mos., Cap Check \$2K+. 2016 Gross Collect of \$301K+ on a two day week. More days & advertising will significantly increase the numbers! Priced Right! Seller to concentrate on main office. **REDUCED.**

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. \$2.0K+/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. Pt base is Cash/Ins & one PPO. 2016 Gross Collections of \$205K+. Seller has passed away. Priced to sell.

ENCINO #7 - (5) op comput G.P. (4) ops eqt'd/(1) add plumbed. Cash/Ins/PPO. Gross Collect approx. \$270K p.t. (2) days of Hygiene. Refers out: most Endo, Perio, Implant place, Ortho & major O.S. Digital, Paperless, & Waterlase Laser. Seller retiring. **[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. **Back on the Market.**

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. Sale due to partial disability. **[NEW]**

SAN FERNANDO VALLEY #10 - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-rays, CT Scan, Laser, Dentrux s/w & (2 to 5) year old eqt. 2016 Gross Collect. \$974K. Cash/PPO/Small Amt HMO. Reasonable overhead w high net! **[NEW]**

SAN GABRIEL VALLEY FOOTHILLS - (3) op comput G.P. in desirable foothill area. Gross Collect \$350K - \$400K/yr on (3) day wk. (3) days of hygiene. Cash/Ins/& one PPO. Refers out Endo, O.S., Perio, Ortho & Implant Place. Does no advertising. Seller retiring. **[NEW]**

SOUTH BAY - (2) op comput G.P./Prost. Pract. 75% G.P./25% Prost. 2016 Gross Collect \$445K+ on an easy (3) day wk. Cash/Ins/PPO. Very low overhead, w extremely high net. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. **[NEW]**

WEST L.A. (MAR VISTA) - 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. Annual Gross Collect \$250K+ on a p.t. schedule. Growth potential. **[SOLD]**

D&M SERVICES:

- Practice Sales & Appraisals
- Expert Witness Court Testimony
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- Practice & Equipment Financing
- Pre-Death and Disability Planning
- Locate & Negotiate Dental Lease Space
- Pre-Sale Planning

WESTLAKE VILLAGE #5 - (4) ops/(3) fully eqt'd turnkey office. Ground level, street front location, on a main thoroughfare in an upscale demographic area with exposure, visibility & signage. Digital & networked. 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 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 moving. Offered at less than buildout costs. **[NEW]**

ORANGE COUNTY

Room for Your Orange County Practice Listing.

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 & 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

NEWBURY PARK/T.O. - (4) op comput G.P. & condo for sale. Easy fwy access. Prof. designed. (2) ops eqt'd/(2) add. plumbed. Newer P&C eqt, Dentrux, digital, & paperless. Ave. collect for last (3) yrs \$240K/yr. p.t. Does no advertising. Cash/Ins & PPO. Seller moving & priced to sell. **[NEW]**

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**

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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.

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2011 Lightwalker Erbium Laser, Light Use. \$15,000. 408-227-0910, jb2thdoc@yahoo.com.

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SACRAMENTO Family-oriented practice w/ appreciative & loyal patient base. 1,600 sf w 4 ops + 1 add'l. \$150k (EN-708) WPS/800-641-4179.

SOUTH BAY (2) op comput G.P./Prost. Pract. 75% G.P./25% Prost. 2016 Gross Collect \$445K+ on an easy (3) day wk. Cash/Ins/PPO. Very low overhead, w extremely high net. Digital x-rays. Seller does no advertising. Seller retiring, but willing to transition. D&M Practice Sales 818.591.1401.

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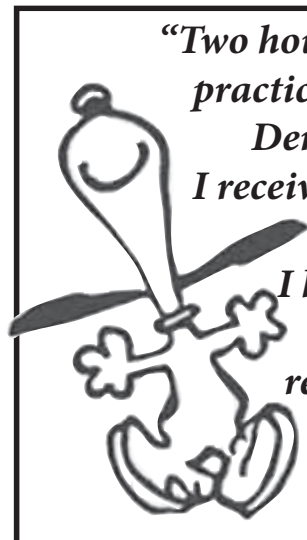
Cecilia Chen, Esq negotiated a 3-months rent abatement for my practice purchase, giving me the much needed capital during the transition period. - D. Aminov, DMD. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

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it posts to our website's Ad Board instantly. Your ad may get response long before it is printed in The Dental Trader!



"Two hours after placing my practice for sale ad on The Dental Trader website, I received my first inquiry. On the first day I had three interested buyers. If you want results, I recommend advertising in The Dental Trader."

- Dr. Seo

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"In no time CARR Realty found an ideal location and negotiated a lease for my new endo practice." Dr. Safa SoCal: brian.mills@carrhr.com NorCal: foad.ahmadi@carrhr.com.

CONTRA COSTA COUNTY 4 Op Endo, w/Digital X-ray, Microscopes, PBS Endo software, approx. 1,200 sq. ft. HSPPT-Jim Engel 925-330-2207-#CA284

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FORT BRAGG Beautiful, FFS Practice, 4 ops +1 add'l, in 2375 sf, Grosses over \$1M annually \$500k (FC-677) WPS/800-641-4179.

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.

DENTAL PRACTICES WANTED in Redlands, Chino, Riverside Active Chart. Sellers call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcfinc.com|LCFPracticeSales.com.

SAN FRANCISCO'S RUSSIAN HILL CHINESE PRACTICE 2016 shall collect \$275,000 on part-time schedule. Has been a \$400,000 year performer. Extend hours and be busier. Full price \$120,000. To learn more, go to www.PPSsellsDDS.com.



120 Avvo® 5-star reviews.

Mr. Olson provided dual representation for a dental/corporate acquisition I was involved with. During each step of the process, it was evident how knowledgeable he is. Although both parties had a number of people involved with each aspect, Mr. Olson was so diligent with his job that he regularly brought things to our attention that no one else even noticed. He is very clear and transparent...looking forward to working with him again in the future.

Avvo® Review No. 119
April 26, 2017

Robert W. Olson, Jr., APC

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

Endodontist wanted for 1 to 2 days a month to start in general practice in Sacramento area. Call (916)961-5363 or email fcwebber.dds@gmail.com.

LINDSAY: Stable multi-generational patient base who are loyal & appreciative. 1,700 sf w/ 3 ops. \$150k/ RE 150k (JN-690) WPS/800-641-4179.

Santa Ynez Valley Unique Opportunity! 3 ops in 1588 sq.ft. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #019115Y48. (855) 337-4337.

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ELK GROVE Facility Only 5 ops (4 equipped), No Patients. Signage on Elk Grove Bl., fast growing area. HSPPT-Steve Caudill 951-314-5543 #CA411.

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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.

SONOMA COUNTY PERIO. 2016 GR \$1,997,000 w/\$978,000 adj. net income. 3,000 sq. ft.. Building available. HSPPT-Dennis Hoover 209-605-9039-#CA418.

I am a Dental Trader reader. I successfully located an associate dentist by advertising in The Dental Trader. Additionally, I found equipment and materials I needed being advertised at great prices. Recently I opened a second office in Rancho Santa Margarita with 10 treatment rooms and had space for sublease. The Dental Trader is helping me locate specialists to sublease the available treatment rooms too. I highly recommend advertising in The Dental Trader.

Sincerely,
Dr. Orly Taitz





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We have sold HUNDREDS of Practices totaling several MILLIONS of Dollars!!

PRACTICES FOR SALE—June, 2017

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-- GENERAL Practice (established 13 yrs) located a few blocks from the beach, in a community retail center. Situated along a major thoroughfare with ample parking. DIGITAL X-Ray, Pano, Intra-Oral Camera. Open floor plan with 3 Ops (2 equipped). PPO and FFS.

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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SAN DIEGO PRACTICE SALES can also assist you with *PRACTICE APPRAISALS*, *BUY-IN BUY-OUT TRANSACTIONS* and *LEASE NEGOTIATIONS*.

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Dental Practice for Sale Los Angeles County, CA

Baldwin Park – Main Street!
 ▪ Retail Shopping Center
 ▪ Previously used for Ortho/Pedo
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 ▪ 18 Ops., Approx. 4,369 sq.ft.

Covina – **SOLD!!!**
Freestanding Building & Dental Practice for Sale!
 ▪ Gross over \$1 Mil. 6 Eq. Ops

Downey – **SOLD!!!**
 ▪ Gross ~\$465K. Affordable Rent.

Lancaster – Shopping Center
 ▪ Gross ~\$225K on 3 days/wk
 ▪ No HMO and No Denticol
 ▪ PPO/Cash, ~1,300 sq ft
 ▪ 2 Eq. Ops + 1 Add'l Plumbed

La Puente – Low Rent!
 ▪ Corner Lot in Strip Plaza.
 ▪ 3 Equipped Ops, ~1,400 sq.ft.

Lawndale – Busy street!
 ▪ Equipment & Leasehold
 ▪ Strip Mall, Facing Main Street
 ▪ 5 Belmont dental chairs

Long Beach – 20 Yrs of Goodwill
 ▪ 5 Operatories, ~1,300 sq.ft.
 ▪ Mixed income & Stable Pt Base

Los Angeles – New Listing!
 ▪ Gross ~\$415K.
 ▪ Freestanding Building facing busy main street.
 ▪ Heavy foot traffic.
 ▪ 5 Eq. Ops, ~1,420 sq.ft.

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

Pico Rivera – New Listing!
 ▪ Close to shopping plaza, major anchor stores.
 ▪ Reasonable rent.
 ▪ 4 Ops, ~1300 sq.ft.

Pico Rivera – Well Established
 ▪ Corner Bldg. 25+ yrs goodwill.
 ▪ Retail Shopping Center.
 ▪ ~2,450 sf, 7 Eq. Ops, 1 plumbed

Van Nuys – Shopping Center
 ▪ Starter Practice on main street.
 ▪ 3 Eq. Ops., Approx. 1,100 sq.ft

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 – Leasehold Dental Facility
 ▪ Shopping Center. Close to medical facilities & freeways.
 ▪ 4 Plumbed Ops, ~1,635 sq.ft.

Laguna Hills – Beautiful Office
 ▪ Busy Retail Shopping Center.
 ▪ Cash/PPO. 4 Eq Ops, ~1,750 sf

Mission Viejo – **SOLD!!!**
 ▪ 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 sqft
 ▪ 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

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

San Diego – Strip Mall
 ▪ Gross ~\$270K on 2 days/wk
 ▪ 3 Eq. Ops + 1 add'l plumbed

Dental Practice for Sale Northern California

Concord – Dental Practice & Real Estate Available
 ▪ 1 Story Building on busy corner, excellent visibility.
 ▪ Mostly Cash/PPO. ~1500 sf
 ▪ 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 – Reasonable Rent
 ▪ Gross ~\$315K on 3days/wk
 ▪ 4 Eq. Ops. ~1,300 sq.ft.
 ▪ 50% Medical; 50% Cash/others

San Jose – New Listing!
 ▪ Grossed over \$1 Mil.
 ▪ Associate Run Practice
 ▪ 4 Ops, Approx. 1,200 sq.ft.

San Jose – Real Estate & Starter Practice for Sale
 ▪ Constructed in 2014.
 ▪ Modern. Retail Center.
 ▪ 6 Eq. Ops, ~2,500 sq.ft.

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 – Shopping Center
 ▪ Gross ~\$215K on 5 days/mo
 ▪ Cash/PPO, Off Highway 99

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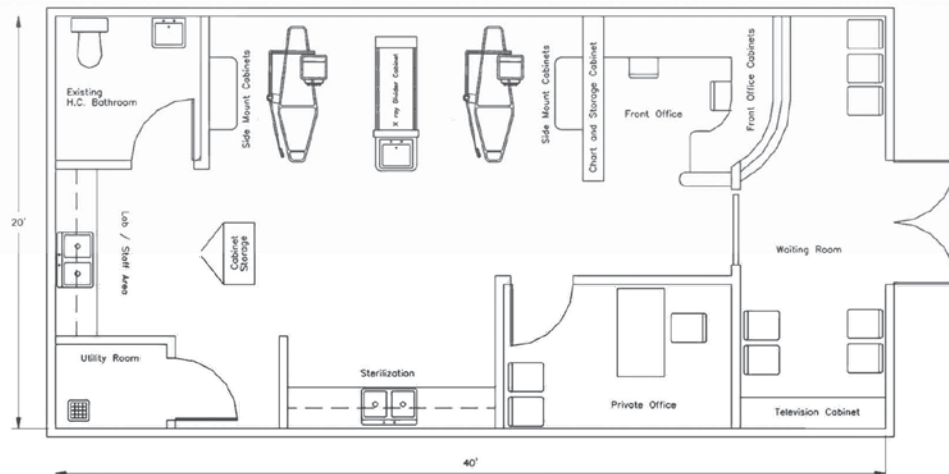
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2009 Cerec blue cam for sale with MCXL milling, and centurian Q50 oven, only 397 mills, also blocks for milling included, Asking price \$20k, Available to pick up in Modesto, email nbp8011@gmail.com any inquires.

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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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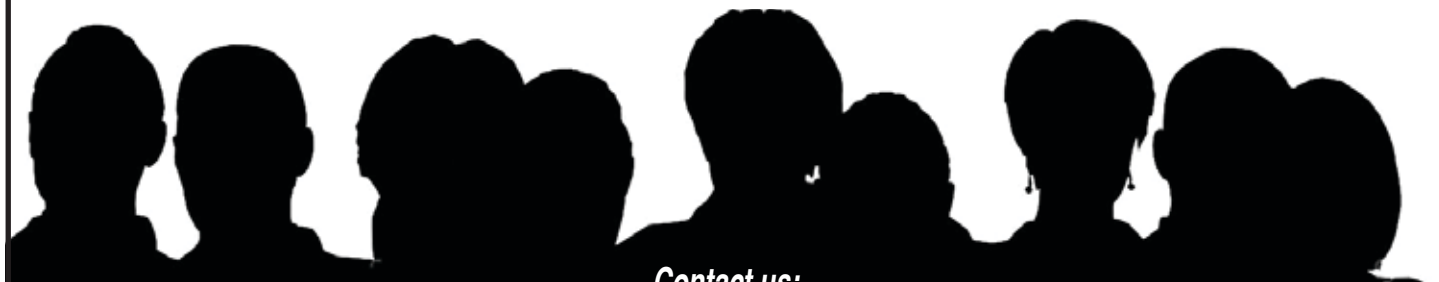
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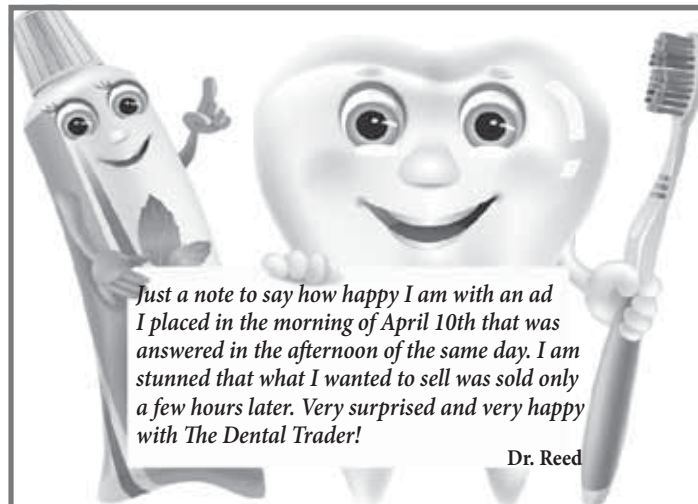
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PRACTICE FOR SALE SANTEE. Long-established GP with 4 Ops in approx. 1342 sq.ft. In strip center, along major street. SDPS: 760-599-7828.



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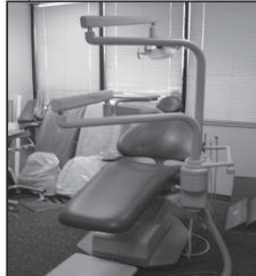
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ALAMEDA – Well established Central Alameda Business District practice boasts 50% adjusted net income on \$416,000 Collections. 2 fully equipped treatment rooms with a 3rd plumbed but not equipped. Office is professionally designed open space within 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 paper 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 – 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 – 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 – 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 – 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 – 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 – 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 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 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 5 operatories and 2015 collections of \$850,000. Buyer must purchase 1600+sf facility with practice. Owner is retiring. #CA338- Thomas Wagner - 916-812-3255

GREATER SACRAMENTO – General Dentistry - Well-designed 3,079 sq. ft. office (shared w/2nd dentist – separate practices) in professional building. 7 ops w/Digital X-ray, Pano, and Datacon software. 2014 Gross Receipts of \$930K w/low overhead. Owner retiring after 35+ years in same location. #CA140- Thomas Wagner - 916-812-3255

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

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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. **SOLD** Fee for service. 2014 Gross Receipts of \$370,000 and on pace for same in 2015. Seller owns the building and will offer buyer a favorable lease and help with a smooth transition. Owner is retiring from private practice. #CA302- Jim Engel - 925-330-2207

MILPITAS – General Dentistry Practice. This 1480 SF office is located on a major thoroughfare. 2015 receipts were \$425,000. **SOLD** 100% 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. #CA385- 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

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. **SOLD** 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 – **NEW LISTING** - 1150 sq. ft. office with 4 operatories. Equipped with Intra-Oral, Dexis digital x-ray, Carestream software. Established over 30 years, 2016 Gross Receipts of \$535,000. #CA424- Thomas Wagner - 916-812-3255

SAN FRANCISCO – General Practice: This highly regarded practice has an exceptional ground floor location and practice history in the heart of the Financial District. 5 treatment rooms with room for a 6th in 1760 sq. ft. 2015 Gross Receipts of \$1.2 mil with adjusted net of \$480,000. 5 days of Hygiene, Dentrux/Dexis and 12 workstations, laser and open floor plan with high ceilings throughout. Owner will work back 1-2 days per week if buyer desires. 36 years in practice, 26 years at this location. #CA357- Jim Engel - 925-330-2207

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

SAN JOSE – GP Chart Sale: Saratoga Avenue lease cannot be renewed and owner wants to retire! 2015 GR of \$550,000.00 on two and a half day work week. 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 Dentrux 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 \$474.00 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

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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

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 in a two office free standing building near hospital. Office is 1630 sq. ft. with digital X-rays, Cerec, Panographic X-Ray, Eaglesoft. 2015 collections were \$450K with a 52 % overhead. Owner is retiring. #CA388- Dennis Hoover - 209-605-9039

MODESTO - Dental Air Space Condominium. This 1,511 square feet dental condo unit is presently under lease in Downey Park Professional Center in Modesto. Total purchase price is \$286,000. Photos and prospectus available upon request. #CA333- Dennis Hoover - 209-605-9039

SANTA CRUZ — *NEW LISTING* - Great Central Coast Santa Cruz Location with soothing interiors, this practice has been established for over 55 years, 16 years with present owner. 4 fully furnished treatment rooms in approx. 1000 sq. ft. Age of equipment is 5-15 years and includes a panoramic X-Ray, FFS, PPO & DeltaCare. 2016 revenues of \$383,765 with an adjusted net of \$186,000 on a 3 day work week. Great upside potential and owner will work with buyer to insure a smooth transition. #CA427- Jim Engel - 925-330-2207

SOUTHERN CALIFORNIA

ALISO VIEJO — Turnkey Leaseholds Sale w/5 Ops, 3 Equipped in 2,116 sq. ft. located in a very busy retail plaza. Move-in ready with computers, x-rays, sterilization equipment, and instruments for all phases of dentistry. #CA365- Kerri McCullough - 949-300-0312

BAKERSFIELD — 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. office with 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

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 GR of \$712K with \$304K 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. Dentrrix 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 — 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 \$1.2M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283- Kerri McCullough - 949-300-0312

LA QUINTA — *NEW LISTING* - General Dentistry. 8 Ops in Shopping Center at La Quinta's busiest intersection, 25 years goodwill. Last year's GR \$1.59M, Adj. Net of \$435K. PPO/Cash only, seller works 4 days/wk. with specialist working 1 to 2½ days/mo. State-of-the-art, Digital. 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 signage, 25 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

MANHATTAN BEACH — Periodontal Practice- This Manhattan Beach Perio Practice is priced to sell. It features 3 Operatories, 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 — 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

NEWPORT BEACH — General Dentistry practice with 5 Ops, 3 Equipped, is located in an upscale area. Eaglesoft, Paperless, 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 - Endodontic Practice in a highly desirable city with 4 Operatories, 3 Equipped, Cone Beam CT, Microscopes, 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

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ORANGE COUNTY – Orthodontic Practice with 6 chairs in an open bay plus 3 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. Dentrrix, Digital X-rays, Paperless, 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- Thanh 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. - #CA426- Steve Caudill - 951-314-5542

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 – *NEW LISTING* - General Dentistry Facility with 4 Operatories, 3 Equipped, 1 plumbed. Seller is practicing here only 12 hours per week and there are patients in the practice, included in asking price. PracticeWeb, Digital x-rays. #CA429- 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, and CEREC. Established 50+ years. Building also for sale with practice. #CA282- Kerri McCullough – 949-300-0312

PLACENTIA – *NEW LISTING* – General Dentistry Practice with 3 Ops is new on the market. Est. for 35+ years in this family community. EagleSoft, Digital, in a single-story building. 2016 GR \$438K. #CA422- Kerri McCullough – 949-300-0312

RIALTO – *NEW LISTING* – General Dentistry Practice and historic free-standing Building for sale. Over 50 years of Goodwill. Dentrrix and Intra-oral camera. 2016 GR of \$253K. Seller is retiring. #CA421- Kerri McCullough – 949-300-0312

SAN BERNARDINO – 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

TEMECULA – *NEW LISTING* - General Dentistry Practice with 5 Ops, 4 Equipped in beautiful wine country. Practice Web, Digital X-rays, Pano. 2016 GR \$548K and \$241K Adj. Net on a short 3 day week. #CA430- Kerri McCullough – 949-300-0312

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- Thanh Tran - 949-533-8308

VAN NUYS – *NEW LISTING* – General Dentistry/ Multi-Specialty Practice with 6 Ops in a busy retail center. Digital x-rays, paperless. PPO/HMO/Denti-Cal. 2016 GR of \$1.09M with \$384K Adj. Net. #CA431- Kerri McCullough – 949-300-0312

WESTERN SAN FERNANDO VALLEY – 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. #CA423- Steve Caudill - 951-314-5542

SAN DIEGO

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 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* – North County General Practice with 5 Ops, Dentrrix, Digital, and Pano. PPO Practice, convenient Location. 2016 GR \$635K and Adj. Net of \$242K. #CA428- 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

OUTSIDE OF CALIFORNIA

CENTRAL COAST, OREGON – *NEW LISTING* - This well-established 1,080 sq. ft. office with 3 fully equipped operatories is located in a great Central Coast location with a vibrant local community. Equipped with digital x-ray and Daisy software. Doctor refers out all endo, surgery, and perio surgery. Building also available for sale. Owner is retiring. #OR106- Valerie Higgins – 209-627-9347

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* - 5 Operatory General Dentistry Practice in the Pearl City/Waipahu area, Dentrrix, Pano, Dexis, Laser, Excellent Location with ample parking, Highly-profitable, Rare opportunity. Just listed! #HI 108- Russell Okihara – 619-694-7077

HONOLULU, HAWAII – 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 design and CEREC. Excellent Location in Central Maui. 2015 GR over \$1.3MM. #HI101- Russell Okihara – 619-694-7077

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

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

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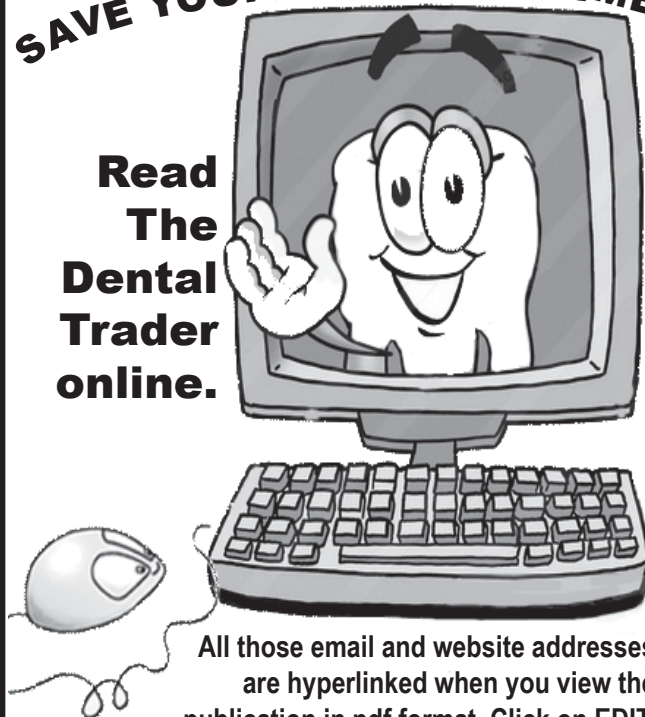
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GN-668 BUTTE COUNTY: Remodeled in 2010! In a well-maintained, long-established Professional complex. 1,200 sf w/ 2 ops. **\$95k**

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**

CENTRAL VALLEY

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

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

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

SOUTHERN CALIFORNIA

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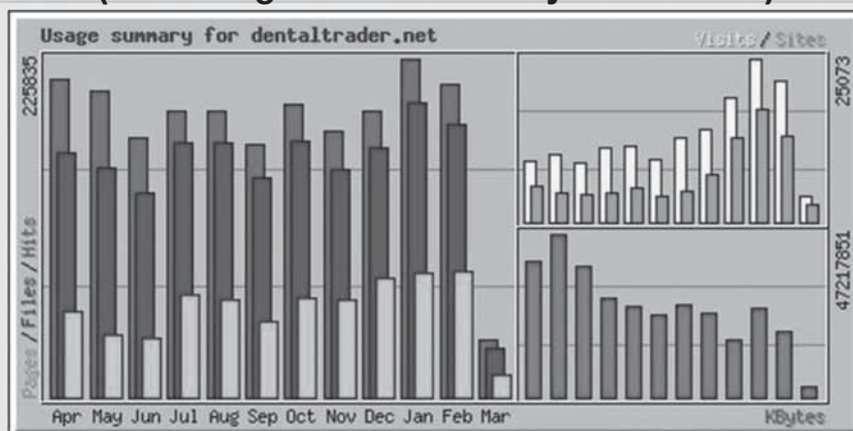
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DDS Rank Doubled Our Website Traffic

“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.

I am not in the habit of endorsing our advertisers and personally believe most SEO companies are selling snake oil but I cannot argue with server log stats. If you haven’t tried the free automated website review well, it may be costing you money. DDS Rank never tried to sell us anything...we came to them and the results speak for themselves. I am still in shock.”

Bruce Carter, Publisher
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Thank you so much from all of us!

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Timothy Giroux
DDS/Broker

ASK THE BROKER

I heard that 'covenants not to compete' are non-enforceable in California.

First, let me preface the answer below by saying that you need to speak with a dental attorney in your area as this is really a legal matter. Different states have different laws regarding this situation. In California and a few other states, the covenant not to compete for associates that restrict them by mileage are generally considered non-enforceable. Instead, associates are normally asked to sign an agreement not to take "trade secrets or proprietary information" upon leaving an office.

Keep in mind that the covenant laws for associates are not the same as the covenant laws for dentists selling their practices. The covenant not to compete for **ANY** seller **IS** enforceable as they have accepted money for the goodwill of the practice they sold. The confusion is normally from the seller believing that ALL covenants are not enforceable in those states.

No matter which state an associate practices in, the rule of thumb is not to sign anything that you feel is too restrictive, even if you believe it cannot be enforced. If you sign a document, you can still be brought to court in an attempt to enforce that document.

California and other states believe that it is wrong to inhibit a person from gainful employment. Unfortunately there have been instances where associates have taken contact information of patients and staff from their prior place of employment and set up virtually next door at great harm to the original owner of the practice. Most states are moving toward non-solicitation and proprietary information protections for 2-3 years after the termination of an employee/associate dentist. This is considered fair for both parties. Again, if a seller collects monies for the goodwill of a practice, the covenant is enforceable as the buyer has a right to that "book of business" that they paid for.

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

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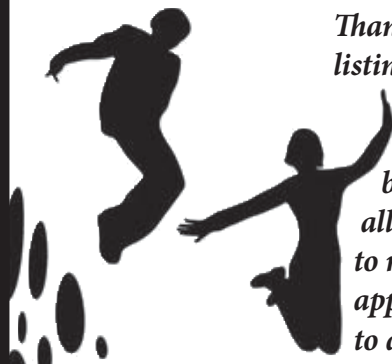
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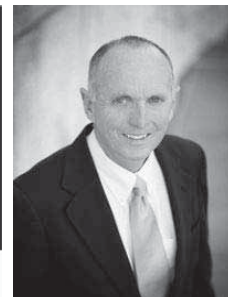
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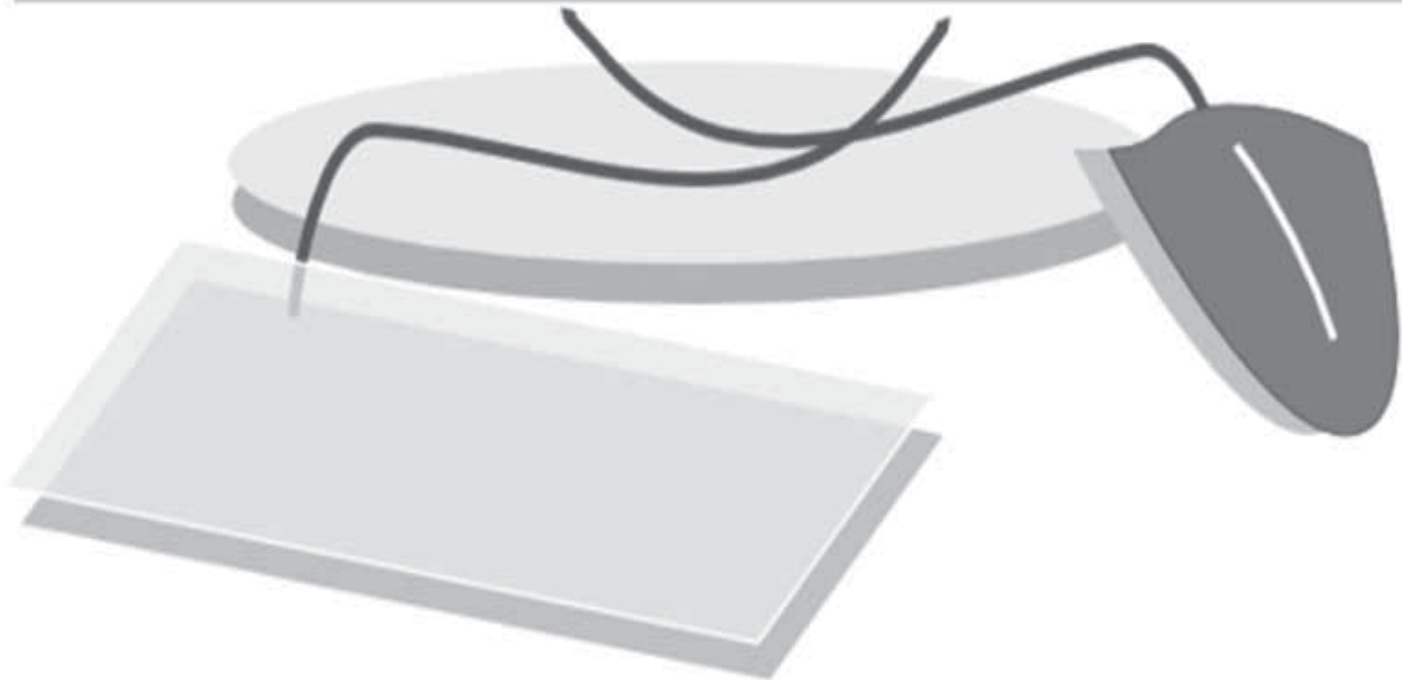
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- 6120 OAKLAND'S PIEDMONT AREA** Highly coveted area. Right off Highway 13. 3-days of Hygiene. 4-Ops with 5th available. 2016 collected \$650,000+.
- 6119 NORTH BAY ORTHO** Desirable family community. Best technology, cone beam and paperless. Owner works part-time. Revenue streams averaged \$775,000/year in past. Strong profits. Does no marketing to local Dental Community.
- 6118 SAN FRANCISCO'S EAST BAY** Forty percent partnership available in well positioned and branded practice. 2016 produced \$2.64 Million and collected \$2.53 Million, a 10% improvement over 2015. Full complement of specialties. 300+ new patients in 2016. 6-month Trial Association wherein Candidate shall see ability to Net \$350,000+ per year.
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- 6098 WEST PETALUMA** Petaluma has become the business center of the North Bay! Business parks are growing and young families are drawn to this great family community per unique amenities of this Historic River City. Collected \$468,000 with Profits of \$212,500. 4-days of Hygiene.
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"Ray, thank you for all your work although you represented the seller. Thank you for being fair to me, the buyer, and your comments along the way during the purchasing process. You earned my trust and business. For my next purchase, I would definitely work with you again." **Hyo Kang, DDS, Modesto**

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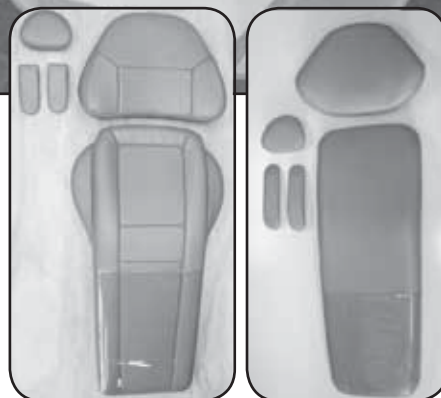
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